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Quality is the keystone to success. "First, last and always" it is *quality* that counts. You can deceive yourself into thinking otherwise, but it doesn't pay in the end. There is no time like the holidays to prove this to your satisfaction. People are seeking for the highest quality *now* as never before—are you going to disappoint them by selling inferior goods?

Moir, Wilson & Co.'s Scotch Fish

Herring and Tomato, Kippered Herring, etc. They stand at the very top notch for quality in England, where they are packed.

Every can or tin is as near perfection as money, skill and experience can make it. Year after year the Moir, Wilson goods maintain their reputation in the front rank. They are A No. 1 "first, last and always."

"Griffin" Brand Dried Fruits

Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. The product of the finest orchards and vineyards on the Pacific Coast. They reach you in the original package, just as they leave the hands of the growers and packers.

They are not shipped in bulk and then put up in fancy packages—they reach you at first hands. Nothing finer can be produced than the "Griffin" Brand. It is the standard for highest quality "first, last and always."

Sold by leading wholesalers everywhere.

Arthur P. Tippet & Co., Agents,

8 Place Royale, Montreal.

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ARE YOU USING OUR——

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG. Limited

MR. GROCER—

The profit in your business rests upon little things—"mites." If you are forced by the scales you are using to give 50 customers daily one cent each in down or over-weight, you are 50c. poorer and they do not know of or feel any benefit. If you use a Toledo Automatic, Springless Computing Scale the 50 customers will give you the one cent each that you would otherwise give them and you gain 50c., a difference in your favor of $1.00 on the day's business and the customer gets his just dues, so loses nothing.

MADE IN CANADA.

For Descriptive Catalogue and all information write to

DEAN & McLEOD, Canadian Agents,
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HAMILTON, ONT.

Toronto Agency: 156 Bay St.
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MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.

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ASK FOR

MOTT'S.

The Tarbox Self-wringing Mop and Mop Cloth. This is a Floor Mop, fitted with a wringing device whereby a specially knitted cloth is wrung dry without wetting the hands. This article has been on the market 14 years and enjoys a universal sale with increasing demand, because of its utility and the permanent standard of value.

The foreign demand is becoming large and we solicit new accounts where not established.

For prices, etc., address

TARBOX BROS., (Manufacturers)
Toronto, = = Canada.

Tarbox Self-wringing Mop Co., 44 Bank St. Galashiels, Scotland (G.B.)

Not the "Tarbox."

SALMON BUYERS.

Attention, Please !!!

It's **quality alone** that wins on the rough road of competition.

"Maple Leaf"

...AND...

"Lowe Inlet"

are the winning brands.
All high-class grocers sell them.
They are easy sellers and show good margin.

The British Columbia Packers' Association

VANCOUVER, B.C.

"ATTENTION!" Packers and Canners

"THE

PERFECTION CANISTER"

FOR

Jams, Jellies, Syrups, Teas, Coffees, Starch, Baking Powders

IS THE

BEST AND CHEAPEST PACKAGE.

Write Us For Information.

THE DOMINION CANISTER CO.
LIMITED

DUNDAS, CANADA.

A Grocer's Chance

to supply his customers with delicious drinks as well as with foods.

Our unfermented wines are non-alcoholic, and as a beverage cannot be surpassed at this season of the year.

Quarts—1 or 2 doz. in case
Pints — 2 or 3 doz. in case
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The T. A. LYTLE COMPANY, Limited
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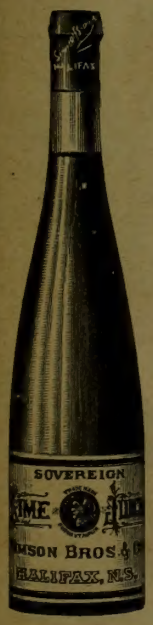

THE CONSUMPTION OF LIME JUICE IN CANADA IS INCREASING YEARLY, and we take a great deal of credit on ourselves for this result, for we put on the market (we commenced refining Lime Juice in 1888, and to-day we have the largest business of its kind in Canada), a really first-class article in Sovereign Lime Juice; bottled in a handsome package, at such a price as to bring it within the reach of every purse. It is so strong, and yet of such delicate flavor, that it requires only two teaspoonfuls to make a tumbler of a most delicious and healthful drink.

Bottled in Imperial Hock Pints and Quarts, one dozen in case.

Stocked by jobbers throughout Canada
Direct enquiries receive prompt attention.

Simson Bros. Co. Limited

Wholesale Druggists, - - HALIFAX, NOVA SCOTIA.

39,405,045 lbs.

JAPAN TEA

That was the **total crop** last season, and every lb. was **exported.**

No wonder the price is higher than other imitations.

The people will have it !

The demand is greater than the supply !

Buy pure, genuine...

JAPAN TEA

It has the Flavor ! **It has the Sale !**

THE GROCER'S FRIEND.

Has stood the test of every climate.

Purest and best for all purposes.

The **ST. CHARLES CONDENSING CO.,** producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

St. CHARLES, ILL., U.S.A.

Correspondence and trade orders solicited.

FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.

CONDENSED MILK

The MOst Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application **Trade Orders Solicited**

SELLING AGENTS

City Dairy Co., Limited, Toronto **E. L. Clarke, Montreal** **D. Rattray & Son, Quebec**
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QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents. **NEW YORK.**

This is Worth Looking Into.

That you can sell 8-lb **"WHEATINE"** for 25 cents and make a substantial profit is a fact. It is also a fact that **"WHEATINE"** is made in Canada from Canadian wheat, and is the most nutritious and wholesome of all breakfast foods. When you sell **"WHEATINE"** your customer gets value, you retain his good will and enhance your reputation as an up-to-date merchant. Many leading physicians have written testimonials strongly recommending **"WHEATINE."**

We are selling agents.

WARREN BROS. & CO., - - TORONTO

Facts

No. 5.

It is an indisputable fact, that, in order to get perfect productions, the systems and devices employed must not only be of high order, but also of scientific and economic principle. This is particularly so in Tea production. Some tea plantations still exploit the industry with original primitive and unsanitary methods, the various processes being still carried through with native manual labor, with its attendant uncleanliness. In the manufacture of **CEYLON TEA** THE EQUIPMENT IS PERFECT, only the most modern and improved devices for the perfect preservation of the natural essentials of the leaf being employed, the tea itself being scarcely touched by hand, thus securing perfect cleanliness.

Buy only . . .

CEYLON TEA

GREEN or BLACK.

Pure natural Green

CEYLON TEA

Is outdistancing all rivals.

Two Things

that are easily gauged by everyone are Butter and Sugar. And it is most important to every grocer to sell only the best in each of these lines. Your Customers often size you up on other things by the quality of the butter and the sugar you give them.

ST. LAWRENCE EXTRA GRANULATED

is the World's Standard of Quality.

The St. Lawrence Sugar Refining Co., Limited,

MONTREAL.

BERLIN BRUSH CO.

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Manufacturers of

Fine Whisks, Brooms, and Brushes

We want your trade and if your name is not on our travellers, list, let us know and we will send our quotations or have a man call at earliest opportunity.

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby St., Detroit, Mich.

Your Parcels Are Safe

when well wrapped in our brown or manilla wrapping paper. This paper has been proved reliable time and again. Toughness and durability are proof against rough usage.

CANADA PAPER CO., Limited

TORONTO and MONTREAL

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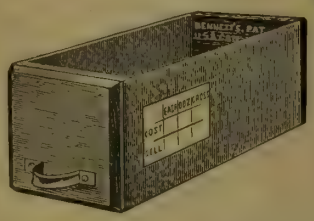
Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware, Grocery, Seed and Drug Trades.



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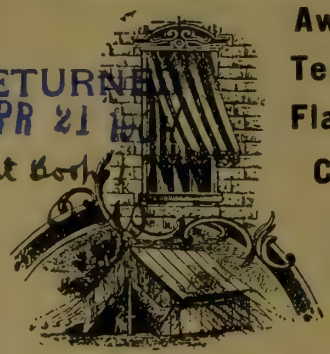
SEND FOR PRICE LISTS.

BUY OF THE MANUFACTURERS . . .



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PARKHILL BASKET CO.

Limited

..Manufacturers of..

The Asam Muhlenbach Patent Peach and Grape Baskets, Spruce Butter Boxes, Clothes and Market Baskets, One-quart Berry Baskets and Crates, Plant Boxes, Packing Boxes, and Egg Cases.

OWEN SOUND, ONT.

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

STRETTON'S MUSHROOM KETCHUP—The best on the market.

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Messrs. S. H. Ewing & Sons, Montreal.
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Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

RECEPTION WAFERS

In one pound tins. A very attractive package.
Something nice for Teas, etc.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

TEA ROSE DRIPS

Some one said of Lord Byron

that he "awoke one morning to find himself famous." The speaker overlooked, however, the years of patient striving that preceded fame.

The thousands of dealers throughout Canada who sell Tea Rose Drips are mightily pleased with its good selling qualities, and they wonder perhaps why its equal is never obtainable.

This selling quality is like Byron's morning of fame—the result of continuous effort on the part of the makers to produce an article of uniform high quality.

ROSE & LAFLAMME, Agents,
MONTREAL.

Nonpareil Jellies.

A Summer necessity.

An all-year luxury.

Compact packages of solidified jellies; 15 varieties of the choicest fruit flavors. The highest quality jelly on the market. Your customers will thank you for selling them the fruit package.

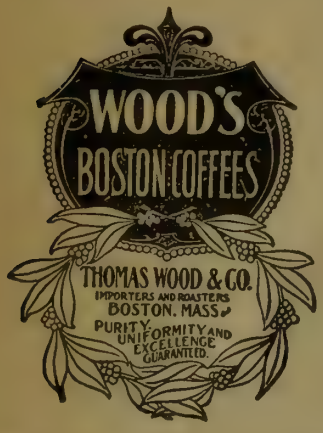
ROSE & LAFLAMME, Agents,
MONTREAL.

THE PERFECT RESULTS

achieved with **Dixon's Carburet of Iron Stove Polish** have made it the most widely used polish in the United States to-day, and Canadian consumers are fast finding out its superior merits as well.

There's a handsome margin of profit in it for the wide-awake retailer. Ask our travellers for particulars.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**



HOW THOSE CROPS GROW!

In the enjoyment of the good things that have been growing and are now ripe for you and the rest of the world, do not forget that there is also a liquid substance that aids digestion, exhilarates the mind and body, and in a general sense improves the condition of mankind. Our

WOOD'S COFFEES

are used in every part of the country where good coffee is in demand.

THOMAS WOOD & CO., - No. 428 St. Paul St., MONTREAL.

REGISTERED.
Trade Mark.

GROCERS' WHOLESALE COMPANY, Limited

HAMILTON.

Authorized Capital. $100,000. **Incorporated July, 1901.** **Divided into Shares $100 each.**

Capital Stock offered to Retail Grocers.

Business conducted strictly upon wholesale co-operative lines.

Stock subscribed for by merchants of the very best standing. If interested, write for particulars.

Direct Importers of Teas, Coffees, and General Groceries.

A GOOD TEA

Well packed in Ceylon itself and sold in the packages sealed in Ceylon.

"Quaker Tea"

J. A. MATHEWSON & CO., Montreal, AGENTS FOR **Canada and Newfoundland**

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament.

WHILE nothing is more talked of to-day throughout the British Empire than Chamberlain's preferential scheme, we still find that the British Government is slow to recognize minor chances of developing trade with Canada; trade which, though producing not very much perhaps in the individual cases, would nevertheless aggregate a very considerable amount. Several weeks ago we had an article in this paper as to the unfairness of the British cattle embargo as applied to Canadian cattle, an unfairness which must be patent to the English themselves, but which they seemingly refuse to remove, because they want for their farmers the protection which the embargo indirectly gives them, and at the same time do not wish to admit what they consider the heresy of a protective measure.

Another rather annoying little matter came to light through an article published in The Montreal Gazette, as to shipment of cattle for South Africa. It seems that the British Government is now engaged in restocking the farms there, from which the cattle were commandeered during the war. If this could be done by exporting from the herds at home, or from any other colony, no objection could be made, but we learn that the supply is being drawn from Texas ports. When we remember the extreme unfriendliness of the people of this section of the United States, displayed towards Britain in the late war, and compare it with the sacrifices made by Canada, it does strike one as rather more than strange that a British colony should be overlooked, and the enemy, so to speak, favored commercially. Just how many cattle will be required for the purpose, the article in question does not state; but the number must be very large when we remember the completeness of the clean-up, and the fact that a large part of the industry of the conquered countries was in cattle raising. In one shipload alone 2,500 are to be taken, but this of course will be but a small fraction of the whole. It is stated that great care is being taken in the selection of the cattle; but surely we produce as good in Canada as anywhere else on the continent.

Nor can the matter be attributed to stupid oversight on the part of the British officials entrusted with the purchase. Mr. Borden, the leader of the Opposition, read the article in toto, and asked the Government if attention had been directed to what was going on as therein outlined, and, if so, what steps had been taken to turn the current of this trade to our own shores. Mr. Fisher, the Minister of Agriculture, in replying on behalf of the Government, said that some time since his department had been seized of the facts, and had at once put itself into communication with the Canadian High Commissioner in London, Lord Strathcona. That gentleman had twice communicated with the Imperial authorities, but without result. We repeat, then, that we cannot allow the excuse that the matter has been allowed to proceed through ignorance. It may be, since we know that cattle, like people, partake of physical peculiarities according to the climate in which they have been raised, that the Texas animal is better adapted to the climate of South Africa than a Canadian beast would be, but it seems that we are treated to no explanation, good, bad or indifferent. Can it be that English officialdom agrees with Senator Depew that Canada is the spoiled child of Britain, and are they inclined to give us a little scourging for the good of our souls? We have no objection whatever to the English policy of cultivating the most friendly relations with the United States; we agree with it, but always with a large proviso that in so doing Canada—the eldest son in the family of young nations—should not be given the go-by. It is just such cases as the one quoted that give to the enemies of British connection a text for their arguments, and while we feel sure that the masses in Britain would gladly on all occasions give us the preference, we are just as conscious that the powers that be, too often, forget us for our big neighbor to the south.

* * *

Probably the most remarkable character in the House of Commons is Mr. Gourley, the member for Colchester. Mr. Gourley is a man of education, a lawyer by profession, a wide reader, and a very thorough gentleman in the truest sense of the word. When he speaks, however, the members sit back and prepare to enjoy themselves. No reading of newspapers then, no writing of letters, no quiet snooze to make up for the late session of the night before, but expectancy sits enthroned on every face. Nor does the speaker ever fail to live up to these expectations. Mr. Gourley's main characteristic is his faith in the future of Canada, and his extreme contempt for the United States. Extracts from his speeches generally find their way into American newspapers, and are invariably succeeded by showers of letters from irate citizens of the great Republic, who, if they were but present, would enjoy the whole thing with that infinite zest which all those south of the line have for anything of an amusing character.

Mr. Gourley's latest opportunity came when the Grand Trunk Pacific Bill was before the House, and never did he rise to greater heights. Completely carried away by his own enthusiasm and by the encouraging cries of the members who wanted to see just what he could do, the honorable gentleman left his desk and invaded the floor of the House, where his emphatic gesticulations placed in jeopardy the Hansard man, who was endeavoring to crystalize his utterances into history. As the proceedings since our last issue have been rather dull and of a routine character, we feel justified for the edification of our numerous readers in devoting some little space to his utterances.

* * *

Mr. Gourley has immense faith in railroad building as a means of developing a country. He looks with disdain upon our modest 18,000 miles of road, and announces, "We are just on the threshold of railway building in Canada. We have no railways in Canada. The country is almost as barren of them as it was on the day when Jacques Cartier arrived, and I hope his spirit is not looking down upon the people of Canada to-day. There never was a greater heritage than was given to the people of Canada, and no people ever dealt with a greater heritage in so mean and miserable a manner as the people of Canada have." For this Mr. Gourley largely blames the people of Ontario, who, parsimonious in the past, are now crying out that the time has come to prohibit further aid in the con-

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

struction of railways in this country. He has hopes, nevertheless, for he sees new men growing up in our old province who give promise of better things. Again he breaks forth upon our undeveloped state as follows: "We have the Canadian Pacific Railway stretching up through the country, but as far as any development is concerned, the country is in about as undeveloped a state as it was when the Indian chiefs sang their war songs on the banks of the Ottawa." In speaking of the magnificent extent of Canadian territory by land and sea Mr. Gourley says: "Why, you could take the Baltic sea and drop it into James Bay and it would scarcely cause a ripple on the surface." Later on in his speech the member for Colchester gives us a strong hint of a source of early inspiration, inspiration which seems to have convinced him that we can make ourselves great by talking about our greatness. He was present, he tells us, at a fourth of July celebration in a rural part of the State of Illinois, and listened to an orator on that occasion. What did he say? asks Mr. Gourley. "There was a little rise in the land, scarcely perceptible to a Nova Scotian, who is accustomed to beautiful mountains, and that man described that hill as infinitely greater than the Alps, and the little brook that ran through his community rivalled in his mind the fabled Nile, or the glorious Rhine. Sir, that is the teaching that has helped the people of the United States to become great. Their leaders told them that they were the greatest people on earth, and that they have achieved more than any other people, and I will give them that credit, while detesting their very existence." Shortly thereafter Mr. Gourley branched off into a comment on the constitution of the United States. Just what that had to do with the G.T.R. charter it would probably be hard to tell, but the Speaker did not interfere, and the following deliverance was the result: "If you ask me to say what was the worst constitution in the world, I would say that it was either the tyranny of Algiers or the tyranny of the United States. When they want a government what have they got? A senate, a tyrant for six years; a House of Representatives, a tyrant for two years, a President, a tyrant for four years; and a Supreme Court which bosses them all eternally and forever. The result is, that a man who lives in the United States has four tyrants to deal with, whereas in Algiers you have only one, and if you fix him you fix them all." A few lines further on Mr. Gourley states that he is going to devote the next few years of his life to showing that the only government worth living under is that of the old red-cross flag of England. If the British Empire is large now, what will it be when Mr. Gourley's crusade is finished? Surely long before that time his hope, expressed in another part of his speech, a hope to see the flag of England floating over the entire globe, will be realized.

* * *

While advocating the building of immense stretches of road, Mr. Gourley leans more particularly towards the Trans-Canada, and this because he favors its northern route as being far away from our dangerous boundary. He calls it an "Imperial railway," and gave the House a glowing picture of the way in which the Yankees would come a cropper in the next war with Canada if this road were only built. This led to the most amusing incident of the speech. Drawing a parallel with Napoleon's Moscow campaign he said, "We could retreat."

But Mr. Gourley had warmed the members into a belligerent mood. "Never," they shouted.

Mr. Gourley: "Yes, the Boers have taught us that retreat is very often the beginning of victory."

"The members: "Never retreat."

Mr. Gourley: "Then when the summer——"

The members: "Never retreat."

Mr. Gourley: "We could retire."

The members: "Oh, Oh, never retire."

Mr. Gourley: "We could retire as a strategical necessity."

Members: "Never."

Mr. Gourley: "Let me put my point. We could retire as a——"

Members: "Never, never."

Mr. Gourley, (finally allowed to proceed,) we could retire, and in the end, the snows of winter coming on, the invaders would be compelled to retreat."

* * *

Against the enormity of longer allowing the Grand Trunk to have a terminus at Portland, outside of Canadian territory, Mr. Gourley spoke out from the shoulder. "Every man in this Parliament ought to be horse-whipped for allowing such a state of things. If we had a proper national spirit in this country not one of us would escape chastisement."

Just once was the honorable gentleman called to order by the indulgent chair. He had passed westward in his wild career, and was speaking of our Pacific sea-board having been largely filched by the Americans, and he described the land taken as "a narrow strip whether 30 miles or 60 miles wide, stolen by a lot of greedy Yankees from a lot of improvident Englishmen. You call them statesmen, I would be sorry to think that any school-boy in Canada was so stupid as these statesmen were." Mr. Gourley promptly apologized, and shortly thereafter concluded what is probably the most remarkable speech ever delivered on the floor of Parliament.

One sound point he did make which was somewhat new to the House. He advocated a cash bonus to the railways to be assisted, and that the lands on both sides should be opened as to but half their extent for free homesteads, the alternate sections being reserved for sale, expressing the opinion that in a very short time these reserved lands would bring in the market not only enough, but far more than enough, to pay back the cash voted to the roads.

THE GROWING TIME

is on, and the people want the best. See our travellers' list of goods from Dandicolle & Gaudin, of Bordeaux, France, French Sardines, Paragon Vinegar, Olive Oil, Peas, Mushrooms, Capers, etc., etc.

Also from McMechen, of Wheeling, Salad Dressings, Mustards, Pickles, etc., etc.

LUCAS, STEELE & BRISTOL,

HAMILTON.

Who Ships

BREAD and CAKES?

We Do!

The Nasmith Co., Limited, Toronto.

OUR friends in New Ontario and the West, who have no home-grown fruits to preserve, cannot afford to be without the unparalleled products of this grand Niagara Peninsula.

Goodwillie's pack of Preserved Fruits

is the choicest to be had. Here is our assortment:

PEACHES, PEARS, PLUMS,

RED and BLACK CHERRIES,

RASPBERRIES, STRAWBERRIES, GOOSEBERRIES.

Do not delay your selection.

JAMES TURNER & CO.

Wholesale Grocers, **HAMILTON, ONT.**

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt Shippers } *49 Front Street E.,* TORONTO

PEANUT-GROWING IN ONTARIO.

MR. DAUGHARTY has been very successful in growing a considerable quantity of peanuts this year, says The Leamington Post. The nuts grow under the ground like potatoes and one plant when pulled had thirty fully developed pods, many of them much larger than the imported ones. The sweet potatoes grown in the same section, although not so large as in former years, owing to the drought, are of fair size and excellent flavor. Peanuts and sweet potatoes will, like tobacco, be staple products of Essex County. Mr. Daugharty has, after several years' experience, decided that six hills of peanuts can be grown on the ground required for one hill of corn, and there is no more work in taking care of a hill of peanuts than one of potatoes ; that the total cost of producing an acre of nuts, including rent, etc., will not exceed $50, and that 100 bushels to the acre would not be a large crop. Peanuts now cost wholesale in Ontario $1.30 per bushel, to which must be added freight and duty paid coming from the States. A clear profit of $80 can, Mr. Daugharty believes, be made on each acre of peanuts grown in Ontario at the price mentioned. If the customs tariff was slightly increased all the peanuts required in Canada could be successfully grown in Essex County, and the crop would pay better than many others. The plants themselves, after being pulled and cured, are greedily eaten by cattle, and are just as good as clover hay for milch cows.

THE CLIQUE TOURISTS.

A party of 70 grocers and merchants from New York and Brooklyn are at present visiting Canada under the name of the Clique Tourists.

Their route is first to Kingston, then by the steamboat Rideau King, which they have chartered for a week, to Montreal, and then they will visit Ottawa.

The object of this tour is to pick up a few ideas of how Canada conducts her grocery store.

OUR JARS AND LABELS ARE BEING IMITATED

IT IS NOT WISE TO JUDGE BY APPEARANCES. OTHER JARS AND LABELS MAY LOOK SOMETHING LIKE MacLAREN'S IMPERIAL AND ROQUEFORT CHEESE JARS AND LABELS, BUT A WORD TO THE WISE IS SUFFICIENT.

A. F. MacLaren Imperial Cheese Co., Limited,

Manufacturers and Agents, - TORONTO.

SALMON

TOMATOES, CORN, PEAS

FOR FUTURE DELIVERY.

Canners have not yet announced their prices on these goods, but we are booking orders; in fact, have already sold several thousand cases. Those who buy from us have good reason to know that their orders will be filled in full. We give our customers the **choice of preferred brands** in the rotation in which their orders are placed.

PRICE AND DELIVERY GUARANTEED.

No excuses: "short pack," etc., etc.

We **deliver the goods**—our record.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, Toronto.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cowansville Dairy Board.

FOR some weeks it has been known that an agreement exists between certain factories and buyers on the Dairymen's Exchange, Cowansville, by which the factories, in consideration of not boarding their products on the exchange, receive the highest market price from the buyers, and sometimes a fraction over the price cheese or butter sells for on the board. The effect of this is twofold. Firstly, it has the effect of keeping the factory's products off the board and prevents its being sold on the open market. Secondly, a buyer, having made such a contract, will be doubly anxious to depress the market in that it means not only a saving on purchases made on the open board but also in the price of the goods contracted for.

The detrimental effect of this on the exchange may easily be conceived. Unless something is done to remedy this evil the usefulness of the board will be altogether destroyed. Such a scheme will undermine the very foundation of the Dairymen's Exchange, and unless it is nipped in the bud, the institution will totter to its fall.

This Dairymen's Exchange has long enjoyed the reputation of being a board whose affairs are always managed with perfect honesty—a board upon which everyone, qualified to do business thereon, is given an equal chance. Unless this device is at once stopped the board will lose its well deserved reputation.

A reconstruction of the by-laws of the exchange is to be made at the next meeting of the members, and it is to be hoped that something may be agreed on which will overcome this growing evil.

Bacon in England.

The British correspondent of The Trade Bulletin, Montreal, reports the following concerning the English bacon market for last week:

"After a slow week, with prices showing a very irregular tendency, and demand running on best weights only, quotations were unexpectedly advanced yesterday, not because consumption has overtaken supply, but because it ought to at this time of the year, and because the raw material keeps so dear both in Ireland and on the continent. Canadian has halted and dragged all the week with the rest, but it nevertheless participates in the advance, and the following quotations represent a range of values at which not much business has been done. No. 1, 50s, 56s, 57s, 60s; No 2. 49s, 53s, 57s; No. 3, 48s, 50s, 53s, 54s per cwt."

Canadian Butter in England.

THE Danish butter-makers, says Trade Bulletin, are concluding their arrangements for putting their spring output into tins, and, as always follows, the English market in that import is firming up, the Copenhagen committee helping matters along by raising the quotation three kroner, which, however, leaves the price some six kroner below the corresponding time last year. French butter has been sent up 4s to 5s per cwt., and in all quarters of the market there seems to be an awakening of interest which should inevitably result in a general improvement in values.

At present that awakening has not done a great deal for Canadian butter, of which there is by no means a large supply on any of the markets. There is not enough to justify an official quotation, but merchants give 90s to 92s, London for the choicest; and 89s to 90s, Liverpool. The demand runs everywhere on finest, but secondary descriptions are neglected and drooping. Importers are acting very cautiously. It may confidently be asserted that the bottom has been seen in prices this side of the cold weather.

Lindsay Cheese Board.

The meeting of the Lindsay, Ont., cheese board was held on June 22. It was of unusual interest on account of the presence of Inspector Publow, who is recognized to be the ablest man in the employ of The Eastern Dairymen's Association. In his address he gave the farmers present some valuable hints regarding the proper care and treatment of their milk which they took to the factories.

There were 1,774 boxes of cheese offered on the board, which were all sold to Flavelle for 10½c. Other buyers present were: Fitzgerald, Gillespie, Cook and Whitton.

The next sale on the board will be on July 6.

Pakenham Packing Company.

R. Osler Wade, provisional liquidator of The Pakenham Pork Packing Co., Ltd., of Stouffville, has prepared a statement of the company's affairs, which shows a deficit of $41,141.11. The liabilities are made up at $115,342.04, and the assets are:—Cash, $5,870.71; trade accounts, $3,352.70; James Pakenham, $915; machinery and plant, $16,691.35; furniture, $385.50; supplies, $2,813.07; merchandise, $700; due by contributors, preferred stock, $24,807.10; common stock, $12,602.50. A number of the shareholders have signified their intention of contesting their liability for the unpaid stock to which they subscribed.

The Leduc Pork Packing Plant.

The officers and directors of the pork packing concern at Leduc, N.W.T., called The D. Wade Co., Ltd., the organization of which was but recently completed with a capital stock of $100,000, are: T. R. Glanville, president; R. T. Telford, vice-president; N. B. Heath, secretary-treasurer; D. Wade, manager; C. W. Gaetz, M. M. Kirkpatrick, Wm. MacLaren, J. B. Holden, directors.

The concern has a splendid plant which is situated in the midst of a splendid hog country, and there is an ample market for its products in British Columbia and in the north country.

Another Abattoir Protest.

Residents in the vicinity of the Davies Abattoir, Toronto, have followed the example set by the residents in the neighborhoods of The Park-Blackwell Co.'s Abattoir and The Harris Abattoir by sending in a petition to the Board of Control asking that the Davies Institution be placed under the same regulations as those two companies. That means a request to have the manufacture of by-products prohibited, which would mean the removal of the fertilizer.

The Frozen Rabbit Trade.

By the account of The Melbourne (Australia) Leader, the frozen rabbit trade between Australia and Great Britain is of considerable magnitude and also of some importance in relation to the meat supply of Great Britain. Last year Victoria alone exported over 6,000,000 frozen rabbits to England, for a return of about $1,000,000; while nearly

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We are now prepared to supply to the trade, carefully packed, Beef and Pork products.

Canned Goods,
Barreled Pork,
Barreled Beef,
Smoked Meats,
Hams, Bacon,
Lard, etc., etc.

We also handle Butter, Eggs, Cheese and all kinds of farm produce.

Our "Beech-Nut" Hams and Bacon are delicious.

SEND FOR PRICE LISTS.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

"Star Brand" SUGAR-CURED

Hams

may be a little higher in price than the ordinary cure of Hams, but——they are worth it.

Your customers will appreciate a dainty, delicious slice of good Ham, especially at this time of the year. Why not give them the best ?

We can supply you in all sizes, either pickled, smoked, or cooked ready for use.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Mess Pork,
Short Cut Pork,
Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED

PORK PACKERS,

TORONTO, ONT.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St. **Montreal, Can.**

Write for Illustrated Catalogue.

DO NOT GO HUNTING ALL OVER CHRISTENDOM when you want steel stamps, stencils, stencil inks, burning brands, name plates for manufactured articles, machines, etc., brass labels for lanterns, tinware, etc., Pew number plates, hotel key tags, hat badges, police badges, time checks, badges for railroads, baggage checks, etc., but send to the

HAMILTON STAMP & STENCIL WORKS, Hamilton, Ont.

We are the manufacturers, and will give you the best service.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

1,000,000 were consumed in the colony. In addition, 17,000,000 skins were disposed of for about $300,000. It is estimated that 2,500 men are employed in trapping, while many others are engaged in making crates for rabbits and in their transport.

Also threaten to Leave Toronto.

The Park-Blackwell Co., Toronto, have, as well as The Harris Abattoir Co., threatened to leave the city if they are required to cease the manufacture of the fertilizer. The company states that the discontinuation would mean a serious loss to them, as they could not, under such a handicap, hope to meet competition.

If the injunction is forced through by the city they say that they will consider the advisability of moving to Toronto Junction.

Provision Notes.

A GRANT of $100,000 is being asked from the Dominion Government by The Ontario Live Stock Association, towards the Ontario live stock exhibit at the St. Louis Exhibition next year. The Government will also be asked to use its influence to have the dates for the various classes of live stock as now arranged by them changed so as to avoid the excessive heat.

D. H. Chambers, butcher, Elgin, Ont., has sold to E. Salsbury.

Dirks Bros., butchers, Rosthern, have sold out to J. Heinrics & Son.

The first half of June-made cheese from the Maple Grove factory, near Forest, Ont., was recently shipped to C. W. Reilly of Ingersoll, who paid for the consignment 10 5-16c per lb.

Fire recently damaged the butcher shop and residence of C. Boland, Hull, Que.

The Earl of Onslow, the new president of The Board of Agriculture, England, is determined to make no relaxation of the embargo against Canadian cattle. He says that the board will spare no pains to protect the flocks and herds of Great Britain from the dreaded foot and mouth disease.

Edward Pond and Fred Badger recently smuggled 900 pounds of Canadian butter into the United States, and were fined very heavily by the United States District Court at Binghampton, N.Y.

Mr. Grisdale, agriculturist at the Central Experimental Farm, has submitted the report of the results of the beef-fattening experiments to the Agriculture Committee, at Ottawa. He said that owing to uncontrollable circumstances, the results were not as favorable as in previous years, the increased cost of cattle, plus the cost of feeding, not giving a fair return, when the beef reached the market.

The retail grocers and butchers of Victoria, B.C., will this year hold their annual picnic in unison. It has not as yet been decided where or when the picnic will be held.

The Strathroy, Ont., creamery reports a constantly growing business. They are now handling a large increase of business over last season. The prices for high grades of creamery butter are equal to those of last year, which was a record-breaker.

Kansas City would have suffered a meat famine during and after the flood but for the fortunate fact that one department of Armour & Co.'s plant was not put out of service. The great packing house made special effort to supply the local market, when all other resources failed, and no increase in price was asked.

The provision officials of Prussia have been petitioned to have eggs sold in the future by weight instead of by number. The object is to protect German poultry breeders against those of foreign countries, German eggs weighing, on an average, from 38.58 to 51.44 pwts., while those imported weigh from 25.72 to 32.15 pwts.

THE PROVISION MARKETS.

TORONTO.

The demand is very good in all lines. The demand for cured and smoked meats continues excellent; one dealer says that he is being taxed to the utmost to supply this demand. There is a still further decline in the price of lard. Although on account of the low prices, the demand is good, there is an accumulation of stock. Lard in tubs and pails is quoted ½c per lb. easier. Otherwise prices remain firm at last week's quotations. We quote:

Long clear bacon, per lb	$ 0 10	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11½	0 12
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 11	0 11½
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	21 00	21 25
Short cut, per bbl	....	23 00
Shoulder mess pork, per bbl	18 00	19 00
Lard, tierces, per lb	0 9½	0 10
" tubs "	0 10	0 10½
" pails "	0 10¼	0 10¾
" compounds, per lb	0 08¾	0 09¼
Dressed hogs, light weights, per 100 lb	8 50	9 00
" " heavy " "	7 50	7 75
Plate beef, per 200-lb. bbl	....	12 50
Small butchers' hogs	8 00	8 25
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcasses	6 00	7 25
" medium	5 50	6 50
" common	5 00	5 50
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

The provision market has not supplied any special feature during the week. Smoked meats are steady and lard has met with a fair inquiry. We quote:

Heavy Canadian short cut mess pork	$22 00	$23 00
Light Canadian short cut clear pork	21 00	22 00
Canadian short cut back pork	21 50	22 50
American short cut clear pork	22 00	24 00
American fat back pork	24 00	25 00

We believe the consumer will pay a reasonable price for a good tea. We are educating the people to the

Blue Ribbon *Ceylon* Tea

forty-cents-a-pound standard. At that price you will make a good profit and so will we. That is the only solution of the tea situation. Otherwise "there ain't nothin' to it."

USE ONLY THE BEST

GILLETT'S PERFUMED LYE

Is the STANDARD article

READY FOR USE IN ANY QUANTITY.

For making soap, softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

When you have any

BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

Hams, per lb	0 12	0 13
Bacon, per lb	0 14	0 15
Extra plate beef, per bbl	14 50	15 00
Pure Canadian lard, in tubs, per lb	0 10	0 10½
" " " " pails, per lb	0 11¼	0 11½
" " " " cases, per lb	0 11¼	0 12
Fairbank's "Boar's Head" lard compound, 8½c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce	....	0 00¼
20-lb. wood pails, "	....	0 00½
10-lb. tins, "	....	0 00¾
5-lb. tins, "	....	0 00¾
3-lb. tins, "	....	0 01
American can meats:		
1-lb. corn beef	....	1 60
2-lb. "	....	3 00
1-lb. lunch tongue	....	3 90
2-lb. "	....	10
2-lb. Ox-tongue	....	8 10
2½-lb. "	....	10 40
3-lb. "	....	13 00

ST. JOHN, N.B.

In barrelled goods this is a very quiet season. Prices are rather lower but it is hard to stimulate sales. Pure lard is again quoted lower, quite a large stock is held and sales are light. Refined holds quite firm. In fresh meats western beef is unchanged in price. The season of best quality is about over. Domestic beef is cheaper, with free offerings. Lamb is quickly taking a first place. Prices are easier but still high. Mutton is lower and dull. Veal continues quite firm and some nice stock is offered. Pork is lower and little business done.

Mess pork, per bbl	$21 50	$22 50
Clear pork "	21 00	23 00
Plate beef "	14 00	15 00
Mess beef "	12 50	13 00
Domestic beef, per lb	0 05	0 06½
Western beef "	0 08	0 09
Mutton "	0 05	0 07
Veal "	0 07	0 09
Lamb "	0 10	0 12
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 10⅜	0 10¾
" " pails "	0 10¾	0 11
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09¾	0 10
" " " pails "	0 10	0 10¼

DAIRY PRODUCE.

TORONTO.

BUTTER.—There is a much easier feeling on the market this week, although there has been no lowering of prices as yet. Receipts have been very liberal during the past week. There have been such liberal receipts of good dairy butter, both in prints and rolls, that the demand for creamery prints and solids has diminished considerably; and, the make of creamery being large, the natural result is an accumulation of stocks. The trade in creamery solids is especially dull. The weather recently has been very favorable to the production of butter, and this accounts for the large make of fine dairy and also creamery butter. There is now a much healthier condition on the English markets. Both Danish and French butter have been advanced in price. However, as yet this has not affected Canadian butter to any appreciable extent. The demand for the finest Canadian is good, but the market is not very well stocked with it on account of the very low prices. There is no demand for secondary grades. There is considerable Canadian butter now being shipped to England for cold storage until fall. It is to be hoped that the market will be in a better condition at that time. We quote:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 18½
Dairy rolls, large	0 15	0 16
" prints	0 16	0 17
" in tubs	0 14	0 16

CHEESE.—There is an easier feeling on the cheese market this week, although as yet there has been no reduction in local quotations. On the cheese boards prices have been considerably lower during the past few days. The local demand is fairly good. There is a very good export demand. On the English market the demand is fully equal to the receipts. The cheese make in England has been large, and there is a decrease in values, but not so in the price of Canadian. We quote:

	Per lb.	
Cheese, large, new	0 11	0 11¼
" twins, new	0 11½	0 11¾

MONTREAL.

CHEESE.—The cheese market to-day ruled about an ⅛c. lower than yesterday, as a result of the lower prices paid at the different country boards. But it is also worthy of note that offers cabled on the basis of yesterday's country cost elicited favorable replies, an indication that June cheese is still wanted in England when the price suits the buyer. At country points to-day, also, the ruling price was 10½c., which is rather firmer than that of yesterday, and altogether the situation is a decidedly mixed one. What complicates it further is the conflicting offers that have been made over the cable on June goods. Shippers here first started to offer cheese at 54s., and gradually worked down to 52s. 6d., at which it is understood a considerable quantity were sold. At this basis there was money for the shipper, though the margin was not great, but since then they have been offering it 1s. per cwt. under the market each week. As prices have held fairly steady, goods going out on these reduced offers must have lost money, and they have also made legitimate business difficult. Buyers found it so to-day, for while shippers appear to be generous for direct business over the cable, they do not adopt the same attitude on spot. The result was that dealers with orders in hand found it difficult to-day to secure goods at prices which afforded them a margin. They were prepared to pay 10⅝c. for Ontario, 10½c. for Townships, and 10¼c. for Quebec makes, but sellers wanted an ⅛c. more, and trading hung fire because of this. If the current receipts here are a fair criterion, and they ought to be, the make now in progress is an extraordinary one, and it will be surprising if prices hold up much longer in the face of it. Receipts to-day were almost 30,000 boxes, making 85,000 boxes for the week to date. Some time ago it was intimated in this column that, despite the drought, this year's output would be away ahead of last year's. Events would appear to substantiate the correctness of this view.

BUTTER.—The butter market continues quiet, and while a certain quantity of creamery has been bought and put away in cold storage for future use, the exporters assert that the ruling is still too high for any extensive business. It is understood, however, that there are limits in hand which would involve the turnover of a considerable quantity of creamery, providing it could be had around 19¼c. for finest. So far, however, the price has not reached that basis in a general way, as holders want 19½c. for creamery really worth having. There has been little done in dairy goods for export this season. This business has been left so far in the hands of Maritime Province jobbers and local dealers in Ontario, who have gathered in from 5,000 to 8,000 packages, which they have stored for use later on. They have paid on the average 15 to 15½c.; whereas, there is no export outlet over 14 to 14½c., or at 1c. per lb. less.

ST. JOHN, N.B.

BUTTER.—There is quite a large stock with but a fair sale. Prices are rather lower. The quality now being received is good. In a wholesale way little creamery is offered.

CHEESE.—There has been much more domestic cheese offered up to date than in previous years. While prices tend easier they are still higher than usual. The demand is for twins. There is a particularly good sale considering the price.

EGGS.—Receipts are not large and the demand but fairly active. Prices tend rather higher; quality is good.

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 16	0 18
Eggs, new laid, per doz	0 16	0 18
" case stock, per doz	0 13	0 14
Cheese, per lb	0 10¼	0 11

Refrigerator Car Service.

From July 1 to September 12 The Grand Trunk Railway Company will supply refrigerator cars for carload shipments of cheese to Montreal. In some places this may not be practicable, but it will be carried out as far as possible; the minimum weight to govern, 24,000 lb.

The Department of Agriculture formulated the plan, and the Government will pay as much as $5 per car for icing a certain number of cars, about 40 a week. At the present time a ton of ice is considered enough for cooling the cheese, but any cost over the $5 for icing must be paid by the owner of the chesse. If it is for the local Montreal market, any additional charges may be waybilled against the property for collection at its destination, if the shipper so directs; but where the cheese is for a European port, via Montreal, under through bills of lading, the additional charge for icing must be prepaid.

The amount of ice used would of course vary according to the distance the cars must travel, and for long distances a larger quantity of ice would be needed, which must be waybilled on Montreal as an "advance charge" against the property. At stations where it is impossible to ice the cars they will be iced at the nearest convenient point.

THE OLD RELIABLE

ROYAL

BAKING POWDER

Absolutely Pure.

No Grocer can afford to be without a full stock of ROYAL BAKING POWDER

THERE IS NO SUBSTITUTE

THE WALL PAPER TRADE

CATERING TO CHEAP TRADE.

IT is difficult to give advice on a subject like this, for the average merchant knows he must carry the cheap lines. Where he errs, however, is in the immense range he is willing to carry in lines that retail at 5c. or thereabouts, while in his higher-priced goods he fears to carry much lest it will remain on his hands. If he would sit down and think out which customer means more to him, the 5-cent or the 15-cent, and which deserves the most attention, he would come to the conclusion that he is doing the better class of customers an injustice in not affording them variety, while for the cheap class, where pattern should not be of such great importance, he carries almost innumerable designs.

That is the reason why so much of the better trade comes to the city. If a buyer is willing to put 15c. into a roll of paper he rightly considers that to him is due greater attention than to the cheap man. How can a merchant expect to sell good grades unless he carries a fair stock to select from? He should not pass an opinion on the demand for good wall papers until he has carried variety enough to supply those wishing that class of goods.

He not only loses his good customers, but also good sales to other customers who would buy the more expensive lines if a sufficient assortment were displayed, but who, upon seeing such a vast choice in cheap grades do not think of going above it. When a person buys a 15c. wall paper he is not buying a 5c. grade of paper and colors with a 15c. pattern; he is getting a better paper in more enduring colors and with better designs. A 15c. paper will outwear five 5c. papers and always look well. The fading of cheap paper is the principal cause for getting a new wall covering, but in the better grades this fading does not occur, and the wall paper need be changed only when tired of, or, by some special cause, soiled.

Most of our expensive paper is imported and carried only in the cities or large towns, whereas if a taste and demand for it were encouraged in the smaller towns and villages by the local dealers, our own manufacturers would soon see the necessity of supplying Canadian trade in these expensive lines. We cannot expect our mills to manufacture a class of paper for which there is little demand, for sentiment does not run a business.

Let merchants carry better lines; let them learn and tell the advantages of expensive wall papers; let them push that grade and keep back the cheap lines, and it would not be long before our swellest wall paper stores would display the card "Made in Canada."

WHAT THE STORES ARE SELLING.

NEVER before has the variety of pattern and color in wall paper been seen that is shown this spring. As a rule, the patterns are less conspicuous than ever, and it is only for certain rooms that the loud and prominent bunches of flowers of other seasons are displayed. Stripes are a prominent feature, both in somewhat contrasted colors and in self tones. The stripe pattern is so usual for certain rooms, that it is always popular.

The "art nouveau" designs are the best sellers in the higher priced papers, and the effects in this style are most beautiful. Long stems, with sweeping curves and irregular bends, are crowned by medium sized and small flowers in somewhat conventional designs, and these spots of pattern occur at great distances from each other. In the intervals, inconspicuous designs of self colors break the stretch of clear space, without exhibiting a mass of confused pattern.

Tapestry paper has a prominent position in the list and is selling as never before. One of its conveniences is its adaptability to the coloring of any adjacent room.

In colors, delicate shades abound in blue, green and pink. Deep reds as a background are not so much in favor, but rose color and fairly dark shades are made still darker by a deep red pattern. Self tones are the neatest and daintiest of the season's offerings, and are selling as their merits deserve.

Some special United States papers are in Japanese goods in red with designs of Japs, storks, and such like novelties. A summer paper has bunches of goldenrod in large clusters with intervening small clusters of purple asters. Some landscape papers are printed with games of golf or baseball and groups of tall trees. In nursery papers, landscapes, games and illustrated nursery rhymes appear. These are supposed to be, and no doubt are, educative.

New York and Boston have done comparatively little in the exportation of grain this season. Since the opening of navigation, the port of Montreal has exported fully 7,000,000 bushels, principally Manitoba wheat.

THE SELF-WRINGING MOPS.

It will be noticed in Tarbox Bros.' advertisement this week that they are filling delayed orders for their self-wringing mop to the jobbing trade, ranging from St. John, N.B., to Vancouver, B.C., so that the retail trade should not allow this article to remain out of stock, as it has become an established household necessity. In this connection THE GROCER takes a great deal of pleasure in assuming no little credit for its share in popularizing this meritorous article, inasmuch as this firm's advertising contract, which appeared in our second volume, is admitted by the firm to be one of its strongest helps in establishing a permanent trade in an unknown specialty.

They inform us that when their first contract with this paper was made they could not see where the money was to come from to meet the payments unless the article was a success, and many times on the initial trips to the retail trade the dealer would leave the salesman during his demonstration to look the advertisement up in this paper and then return and place an order. When it is considered that their first advertisement appeared fourteen years ago, one sees what merit along with conscientious effort to keep to a permanent standard of value will accomplish in retaining the confidence of the trade and public, for the Tarbox Mop has steadily and persistently increased in popularity.

On account of the difficulty in getting castings fast enough to fill their increasing orders they have devised a stamped stee wringing handle which has not only given them a better control of the output but improved the appearance, and the hand grip in the use of the mop.

The trade should note this change and insist on having their orders filled with the mop bearing the maker's name plainly stamped in the metal, which is the only guarantee that the cloth with which these mops are fitted is of the standard weight and quality to make them of practical value.

HIRES' ROOT BEER.

W. P. Downey, 26 St. Peter st., Montreal, the Canadian agent for this celebrated root beer, reports telegrams from merchants in Winnipeg, Vancouver, and other large cities ordering 20 gross lots and 10 gross lots, per express, of Hires' root beer. This popular brand is in great demand in Canada and is having a tremendous sale just now. It is a healthful and refreshing drink for the hot weather, good for young and old alike, and merchants would do well to state plainly on their orders "Hires' Improved Root Beer." Then they get the genuine.

WALL PAPER MANUFACTURERS

Our complete new line of Samples will be shown to the Trade this month.

You will find it full of bright, new, attractive Wall Papers, at prices to meet any competition.

We leave it to your judgment to say whether we have improved on former lines—we believe we have.

Say you won't place your order until you have seen the "Staunton" samples, and you'll not be sorry.

STAUNTON'S LIMITED

FORMERLY M. STAUNTON & CO.

TORONTO

944 YONGE ST. CANADA

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITISISM

Edited by W. Arthur Lydiatt, TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

You Watch Your Business Only Half Way When You Fail to Watch the Advertising.

VERY gratifying evidence that this department of THE GROCER is appreciated, and that it is proving of real practical help to GROCER readers, has come from several different quarters recently.

Accompanying the following letter were a number of ads. that illustrate the manner in which this reader has benefitted by the suggestions and criticisms that have, so far, been published in this department :

GUELPH, June 1, 1903.

Mr. W. ARTHUR LYDIATT,
Toronto, Ont.

DEAR SIR,—Thank you for your last criticism ; it has helped me a lot.

I am sending another batch of ads., and hope that some may meet with your approval. As before, they are selected at random, and some are better than others; however, criticize any you like.

I am working hard at the advertising, and it certainly seems to pay.

Yours sincerely,
R. MCCREA.

If my readers will call to mind the first ads. Mr. McCrae sent in and compare them with the extracts from the ads. sent me this time, which are reproduced herewith, they will appreciate the improvement very noticeable in the best of those submitted.

It is quite evident that Mr. McCrae is trying real hard to do good advertising, and I have no doubt he is proving every day that it is well worth while "bothering" with the preparation of the ads. by the results he experiences.

The ads. I have before me are, as a whole, good—some of them exceptionally good. They all talk business from the first line to the last, and in some the argument is put in a very interesting way.

The one that impresses me most favorably is headed "Half Ton of Cooking Figs below Cost," and is reproduced herewith. If any argument would sell these figs it would seem to be the one Mr. McCrae makes in this ad. when he tells the most satisfactory way to prepare figs, and suggests several dishes that might be prepared.

This seems to me to be the best way any grocer can advertise—to give recipes when possible and suggest tasty dishes that may be prepared with the goods advertised. Of course, it cannot always be done to good advantage, but when it is possible this sort of an argument ought to sell goods.

The women folk are always interested in hearing of new ways of preparing old dishes, and of new dishes that can be prepared with the old familiar goods. New and desirable recipes are so easily obtained that it seems to me every grocer could use this means of making his advertising interesting.

I was particularly struck with the headings of a number of the ads. Mr. McCrea has sent me. In nearly every case the story of the ad. is outlined in the heading or display lines.

Had I the time and space I might criticize the literary construction of a few of the ads. because some of the arguments might be a little better arranged, but the faults are not glaring ones and they do not detract seriously from the value of the ads.

For instance, in the ad. "Hot Weather Appetizers" I would say, "Your meals will not be flat and tasteless these hot days if you include some of the many fresh delicacies so plentifully shown at the Noted Tea Store," in preference to the way it now stands. I think it better to suggest what will happen if people do purchase certain articles rather than suggest the condition of things if they don't.

In the coffee ad. there is a tendency to talk too much, which I would advise him to guard against in preparing his ads.

It might also be an improvement were he more positive in his statements. "You'll make no mistake by buying at once" is better than "We don't think you'll make

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Half Ton . . Cooking Figs BELOW COST.

We overstocked in Cooking Figs this year, and now at the close of the season we find ourselves with half a ton of sound, large figs on our hands, which we have decided to clear out at less than cost.

You know, Cooking Figs are delicious when properly prepared. They want to be soaked overnight, to take the sugar off, and then stewed, when you will have a preserve both tasty and healthy. And you can serve them in so many different ways- in pies, in cakes, and puddings. By the way, when you are making the pies, just put a little rhubarb in, and you will have a combination that would tempt even a dyspeptic.

But it's not only how delicious the figs are that we want to tell you about—it's the price we have put them at.

Cooking Figs usually sell at 5 lbs for 25c., but when we found that we would either have to lower the price or carry the figs over, we reduced the price to

10 lbs. best Cooking Figs for 25c.

The Noted Tea Store and China Palace.

J. A. McCREA.

Phone 48. No. 2 Day's Block. Guelph.

Two Popular Drinks

McCrea's Favorite Blend of Coffee

If you really care for a fine Coffee, one that has a body, a delicate fragrance, and leaves a slight tinge, try McCrea's Favorite Blend of Coffee.

It is blended according to a secret receipt, which we discovered after years of experimenting.

We use only the finest of Coffees and grind it after your order is received.

40c. a pound is not a high price for good coffee, you have probably paid as much for an inferior one.

Won't you let us convince you with a half pound?

Almera Ceylon Tea

Ceylon Teas are rapidly forging to the front, and we believe Almera Ceylon Tea to be the best of all.

You know that the water in different places differs, and a Tea that suits Toronto water, for instance, will not give out its fragrance so readily in Guelph water. Almera Ceylon Tea is blended for Guelph alone, and it stands to reason that a Tea specially blended for one place must be better for that particular place than a Tea blended to suit the Dominion.

We are sole agents for Almera Ceylon Tea, black or mixed, 25, 40 and 50c. a pound.

The Noted Tea Store and China Palace,

J. A. McCREA

Phone No. 48. No. 2 Day's Block. Guelph.

FRESH FISH.

At no other season of the year are firm, fresh water fish so desirable as now.

Friday, we receive a large shipment of Trout and White Fish. Caught to-day, on your table to-morrow.

Send, or phone your order early, and we'll deliver it in time for dinner.

The Noted Tea Store and China Palace,

J. A. McCREA,

Phone 48. No. 2 Lower Wyndham St., Guelph.

Here's a special FOR ALL MERCHANTS HANDLING JAPAN TEAS.

We want to get you interested in the splendid values we are offering in

NATURAL COLORED GREEN CEYLON TEAS

THE BEST VALUES IN CANADA TO RETAIL AT **25** CENTS.

IN STYLE—those teas can hardly be distinguished from JAPANS—and in cup qualities they are 4 to 5c. ahead—We know you will be interested if you get our samples and quotations.

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO

a mistake by buying at once." Such a statement as the former tells what you think—it is an expression of opinion.

After writing an ad. just read it over a couple of times and cross out anything you think is not necessary to convey the meaning of the ad.

I don't see the name-plate yet.

Try an ad. some day without that heavy black border and see if you think it looks better. When you use a heavy-face type it sometimes has a better effect if no border is used.

And when you think you have improved still further, send me some of the ads. They ought to make splendid examples of good grocery advertising, and I might be able to use some as suggestions for other GROCER readers.

Business Changes

ONTARIO.

GRYLLS & CO., general merchants, Westmeath, have assigned to Richard Lee, Toronto; a meeting of the creditors will be held on July 2nd.

William P. Morrow, grocer, Peterboro', has assigned to Daniel O'Connor.

G. Goulet, general merchant, The Brook, has commenced business.

Bernard Murphy, general merchant, Erinsville, Ont., has assigned to Geo. D. Hawley.

Jos. I. Bauine, grocer, Plantagenet, has removed to Fournier.

James E. Miller, grocer, Toronto Junction, is deceased.

The business of Albert E. Code, grocer, Waterloo, is advertised for sale.

R. R. Henderson, general merchant, Winston, has assigned to G. H. Hopkins, Lindsay; meeting of the creditors was held on the 27th ult.

J. W. Watson, general merchant, Minden, is advertising his business for sale.

William B. Rumsey, groceries and fruit, Toronto, has sold out to Samuel & Co.

QUEBEC.

P. Beaudoin & Co., grocers, Montreal, have dissolved.

Louis Mercier, grocer, Quebec, is deceased.

P. Blanchette, general merchant, St. Louise (L'Islet), is offering to compromise at 25c. on $1.

The assets of the business of Thomas Stafford, general merchant, Ville Marie, are to be sold.

The assets of the business of W. H. Shouldice, general merchant, Glen Bean, have been sold.

A meeting of the creditors of Arthur & Cote, general merchants, South Durham, will be held on July 3rd.

Yuen Shang Co., grocers, Montreal, have been registered.

The assets of the business of Achille Roy, general merchant, Fortierville, are to be sold on the 8th inst.

W. R. Crepeault & Co., general merchants, Kamouraska, has assigned to V. E. Paradis, pro. guardian.

L. A. Cloutier, grocer, Montreal, have assigned.

The business of Cleophas Blais, grocer, Quebec, is advertised to be sold by bailiff's sale on the 6th inst.

Louis Mercier & Co., grocers, Quebec, have registered.

The assets of the business of Joseph Leduc, general merchant, Rockland, were sold.

The assets of the business of Ulric Boucher, general merchant, St. Barnabe, are advertised to be sold the 3rd inst.

MANITOBA.

T. B. Williams, general merchant, Eden, has sold out to Kerr & Graham, who will continue in hardware.

Fleming Bros., general merchants, Grenfell, are offering to compromise.

A meeting of the creditors of Sarah Haniford, general merchant, Dauphin, was held.

D. C. Corbitt & Son, general merchants, Didsbury, have sold out to Reid & Ferguson.

The business of E. Wiebe, general merchant, Plum Coulee, is being closed out.

Robt. T. Goodfellow, dry goods merchant and grocer, Prince Albert, has been succeeded by Thomas Holmes.

A. W. Thorburn, general merchant, Rosthern, has assigned to A. J. Adamson.

J. W. Heric & Co., general merchants, Wetaskiwin, have been burnt out.

John West, general merchant, Wetaskiwin, was burnt out.

BRITISH COLUMBIA.

T. G. Wilson, general merchant, Dawson, suffered loss by fire.

W. F. Penwill, grocer, Vancouver, has sold his stock to H. A. Edgett & Co.

PRINCE EDWARD ISLAND.

L. S. McNutt & Co., grocers, Charlottetown, have advertised for tenders for the stock and book debts.

NOVA SCOTIA.

Obed A. Hamm, general merchant, Mahone Bay, N.S., has registered consent for Etta E. Hamm to do business in his name.

JAMAICA STEAMSHIP SERVICE.

The management of The Canada-Jamaica Steamship Company announces that a third steamer will at once be placed on the route, establishing a fortnightly service from Jamaica to Canada. In addition to all kinds of fruit, a departure will be made by the company and the cargo will also include general merchandise. The third steamer will be placed on the Canada-Jamaica line as soon as the requirements of the outward trade from this country demand it. Since the beginning of the year there had been a large increase in the trade being done between Jamaica and Canada.

Windsor Salt.

You buy the best butter, why not the best Salt? Do you forget that it is the little things that count? A woman doesn't tell all she knows. Perhaps she has been trading at some other store just because she can't buy Windsor Salt of you. She doesn't say this to you, **but there are a good many chances that she tells her friends.**

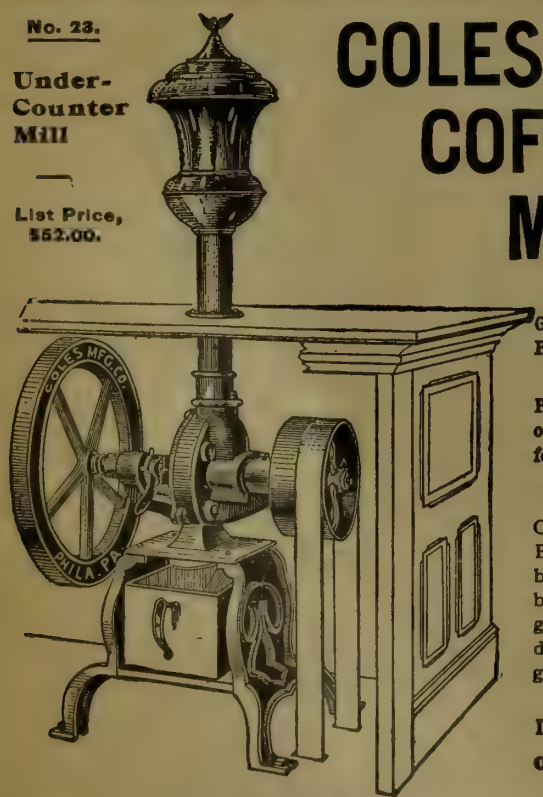
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $62.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

System or Guess Work?

The grocer shown above is guessing, and the scale he has will keep him guessing, too.

He's an honest fellow, so he sees that his scale goes down on the customer's side every time, and he always gives full weight.

People buy so queerly nowadays; 10c. worth of 60c. tea; 25c. worth of 11c. dry fruit; 50c. worth of sugar at 5½c. per lb.

They know they can get more for their money this way. Can't blame them either.

You've noticed this, haven't you? Then you need our Dayton Moneyweight Scale as badly as he does.

Send for our 1903 catalogue. It tells how to stop this and how to

Do it to-day.
Ask Dept. M for catalogue.

Save three Pennies

THE COMPUTING SCALE CO. OF CANADA, LIMITED,
164 King St. West, Toronto, Canada.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - 232 McGill Street. Telephone 1255.
TORONTO - - - 10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C.
MANCHESTER, ENG. - 18 St. Ann Street. H S. Ashburner.
LONDON, ONT. - - - Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN. - 377 Cumberland Ave. D. J. Benham.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

Published every Friday.

Cable Address { Adscript, London. / Adscript, Canada.

INTRODUCING ARTICLES TO THE TRADE.

SO many articles are invented and made up for sale by the trade that it has become quite a problem to discover the best method of introducing the new goods—of placing them before the trade.

Many inventors or selling agents expect that all they have to do is to produce a good thing at a fair price and the wholesale trade will be eager at once to take it up and bear the expense of placing it before the retailers. Needless to say, many who have gone ahead on this assumption have come to grief, and have found it extremely difficult to persuade the wholesale dealers to stock up a new line to take the place of something which has long given satisfaction to the trade and for which there is still a good demand.

It is a fair argument the wholesale dealers make when they claim that the manufacturer should introduce the new article—that he should create the demand for it.

Then the question arises, how can this be done most speedily, economically and thoroughly? To send a representative over the Dominion, or even to the chief cities, with some new specialty would be needless, unwise and expensive. To give it as a sideline to some traveller covering the trade helps, yet does not cover the trade thoroughly. The same is true of advertising. It is safe to say that more business can be secured from the investment of a moderate sum in advertising a new article than by the same expenditure on it in other ways, yet this can be made an altogether too cumbersome and expensive method of introduction. It would not be wise in every case to advertise such an article to the consumer. Nine cases out of ten the buyer trusts to the judgment of the retailer. Therefore the selling agent may content himself with a good campaign of advertising to convince the retailer that the new line is worthy of attention, of stocking up. Trade papers, as a rule, will be found ready to explain in their reading columns the features of any new goods offered by their advertisers. A good description of a new article and a bright campaign of advertising, even in a moderate-sized space in a trade paper with a wide connection, will cover the trade in a few weeks more thoroughly than can be done in any other way.

PROSPECTS IN EASTERN ONTARIO.

Canners in Eastern Ontario report an exceptionally good pack of strawberries. The rains of last week, however, were injurious to the later berries. The cold wet weather has practically killed the corn and there will be scarcely any crop at all. Tomatoes show very little better prospects. Peas promise a good crop and will be ready in a week or ten days. Raspberries will be but half a crop owing to the frost, but the larger fruits are promising well.

MONOPOLY IN CURRANTS.

A SCHEME is being promoted in London, England, with the object of securing control of the world's supply of currants. A company calling itself "Concessions and Monopolies Limited," of which Newton Dunn, ship-owner; Frederic Dupre, merchant; Robert S. Backhouse, stock broker; Dimitry J. Delyannis, merchant, appear to be the chief personages, has been formed for the purpose of securing "concessions, monopolies and privileges on the mainland and islands of Greece." What these particular concessions, monopolies and privileges are is not definitely set forth, but Dimitry J. Delyannis, who is the author of the scheme, and to whom the founders' shares have been assigned, has been despatched to Greece to use his "best endeavors and influence" with the Government of Greece and others with a view to obtaining the above concessions.

The limited area within which currants are produced makes this fruit peculiarly liable to monopolistic manipulations. The operations of this enterprising Grecian will be watched with interest, but housewives can scarcely be expected to applaud the Athenian astuteness which threatens to raise the cost of this important ingredient of the Christmas pudding.

HAY SHIPMENTS DELAYED.

CANADIAN shippers of hay are finding some difficulty to get their goods transported by the railways. The Canadian Pacific Railway are laboring under an inability to procure a sufficient number of cars to move the general freight, and will allow none of their cars off the line. As the Boston and Maine and the New York Central railroads refuse to allow their cars to come into Canada empty and go back filled with hay, there is in consequence a good deal of discontent among both shippers here and buyers in the United States, particularly in New York and Boston, where, on account of a hay famine, an immense quantity of Canadian hay is required.

American hay dealers here expressed some indignation at the action of the C.P.R. in refusing to allow their cars to go off their own line; but the railroad company are pursuing the policy of "Canada first," and attending to the great volume of freight passing through Canada before forwarding United States business. It is the American railroad companies who should be appealed to, in order that American purchases should be forwarded when such conditions exist, not the Canadian companies.

POLITICIANS AND THE MARKET GARDENERS

THE discussion in Parliament regarding the protection on market gardeners' products, while it amounted to nothing of importance, was read by Canadian fruit and vegetable wholesalers with keen interest, as showing fairly well the opinions of the leading men on the subject, and what might be expected if the Government decided to take up the question. Only one speaker brought up the most serious objection, that which is put forth by the fruit dealers themselves. This was Mr. Bourassa, who, while he favored the principle of protection, pointed out that vegetables and fruit were only imported when they could not be obtained here. The Finance Minister's contention that, in the present prosperous condition of Canadian market gardeners, there was no reason to single this item out specially for an advance in duties, unless extensive tariff changes were under contemplation, was also, of course, endorsed.

Fruit jobbers in Montreal, in the vicinity of which live the market gardeners who are most forward in urging the Government to raise the duties, state confidently that as soon as the Canadian vegetables and fruit appear in Montreal no foreign grown produce of the kind can be sold. This is not only because our market gardeners sell cheaper, but there is a finer flavor to the Canadian grown vegetable than to the American or foreign. They point out that what early vegetables are grown here are of hot-house origin. The quantity of hot-house vegetables grown in Canada would scarcely do more than supply the city of Montreal alone, and the growers of such would be the only ones to reap the advantage of a high tarriff, keeping out the foreign products and allowing them to charge an exorbitant price for vegetables and fruit.

There is no doubt but that the importation of early fruits and vegetables has greatly increased the use of such in Canada, which would never have been accomplished by our market gardeners; and had the production of the hot-house varieties kept pace with the growing demand so that they were at least sufficient to supply the chief portion of what was required, there would be some reason in their demand for increased protection. For the protection is obviously for the hot-house products. Nothing else has to compete with the imported vegetables. But nothing like the required amount of early fruit can be produced here by any method, and to place a high duty on the imported products would keep them to a great extent out of the country, taking the profits of their sales from the grocer and fruit dealer, and forcing consumers to pay a higher price for delicacies which, on many tables, have become almost necessities.

EXCHANGE IDEAS.

ATTENTION is called to the letter of Mr. Steel in this week's issue on the marking of apples. THE GROCER would be glad to receive communications from more of its readers on topics pertaining to the trade. This is the organ of the grocery trade, and through its columns the problems which confront the retailer, wholesaler, and manufacturer should be threshed out.

There is nothing like free discussion for lightening up dark corners and untangling knotty situations. There is too much to know about the modern grocery business for one man to work it all out himself. There is need for co-operation and mutual helpfulness. A hint from a fellow grocer in London may mean dollars to one in Kingston, and vice-versa. THE GROCER is the clearing house through which this exchange of ideas may be effected. Let us have more free interchange of ideas among the trade.

THE TRAVELLERS' HOLIDAYS.

As THE CANADIAN GROCER announced last week, the annual travellers' holidays are to be held this year from August 10 to 22.

The agreement for this uniform holiday has already been signed by wholesale grocery houses in Hamilton and London, and is now being submitted to the houses in the west.

So far the outlook appears to be encouraging, and all that is required to make it a success is the general co-operation among wholesalers and the travellers, and, of course, the smile of the clerk of the weather, which, no doubt, the travellers are already providing for. They know how to put weather clerks as well as customers in good humor.

Last year some of the houses allied to the grocery trade did not co-operate in this annual affair. It is to be hoped that this year they will be parties to the agreement, and will make every effort to secure its success.

PICTURES FROM CANADA.

A TRADE paper called "The Indent, and Colonial Prices Current," published in London, England, has been running a series of articles on "Canadian Development," by "authority of the Canadian Government." The text is all right, but we hope the Canadian Government didn't authorize the illustrations also. "Teaching a Nation to Farm," and "What it costs to start a farm in Western Canada," are the two articles under the heading of "Canadian Development," in the April number, and they are "illustrated" by three drawings, supposed apparently to be typical Canadian scenes. The first shows a steam and sailing ship, of the old style, fleeing from a huge iceberg, though it can hardly get away, as the whole sea surrounding it is thick with ice floes. The second is a spirited picture of a polar bear with his claws in the flesh of a dead whale. He is about to be disturbed by a boat-load of men, but they are not close enough for us to see whether they are wearing the regulation furs and red feathers of the tame Canadian or not. In the distance is a beautiful iceberg. A pair of walrus are shown in the third picture. They have just come out of the water and are reposing on the ice. Behind each, in the background, is an ice hill.

Imagine such pictures as these used in connection with good, sensible text on the wheat farms of the Northwest and Canadian industrial development generally!

CAN 25-CENT TEA BE ABOLISHED?

A NUMBER of tea merchants in Montreal have been interviewed by a representative of THE CANADIAN GROCER as to the possibility of dealers in Canada imitating the action of certain tea merchants in London in discarding the shilling-tea. The following are their views :

Mr. E. D. Marceau says: They have been selling too cheap over there and ought to raise the price. The scheme here would not be practicable, as there are no concerns feeding some 40 or 50 stores throughout the country as in England. If the retail stores could be controlled from one head, and every house have 15 or 20 or 30 stores, it could perhaps he carried out. As it is conditions are entirely different, and packers do not sell direct to the retailer or consumer.

Mr. James A. Mathewson, jr., of J. A. Mathewson & Co., says : It would be a good thing if we could get the people to use a better quality of tea, but it would not be possible to get rid of the 25c. article in that way. Retailers can buy tea at 20c. and sell at 25c., a good profit which they would be unwilling to give up so long as there is the present good demand for that trade. He thinks there is a duty of some 3d. or 4d. on that tea in England, and there is none here. As a consequence their 25c. tea is likely inferior to that sold here at that price. It would not be feasible.

Mr. James Rutherford, of James Rutherford & Co., said : What we need in this country is an association such as has been formed in the United States, which would have something to say about the quality of tea allowed to come into Canada. At present this is the dumping ground for teas that are refused in other countries. What is not good enough for the United States, for instance, should not be good enough for Canada. But the standard here is low, and prices are kept down. It would be impossible to dispose of the 25c. tea here along the lines this English association has laid down. There are no such concerns in Canada as Lipton's or the others. Besides, there is a duty of something like 6d. or 8d. per lb. there. Here there is no duty, and a great deal of cheap tea can come in.

Mr. J. S. Hetherington, tea and commission agent, says : The advance in price is bound to come in these teas. You can understand that when the commonest kind of tea is laid down here at 15c. wholesale, there is not much in retailing it at 25c. after the expenses for packing and shipping are paid. There is a general advance all over in all kinds of teas, and the 25c. article will go up with them. I notice that the Salada advertisements in The Montreal Star, which have been for 25c. teas, have now for the past few days been for 40c. teas. The advance in price will not be brought about, as in England, by one organized movement, but will gradually be advanced, each dealer putting up his own prices.

THE CLERKS' OUTING.

The various committees in charge of the Montreal grocery clerks' picnic at Magog, on July 5, met on Sunday evening, June 28, to make their reports to the association. Everything has been found satisfactory at Magog, where the municipal authorities have done all in their power to make the holiday a pleasant one to the visitors. Beautiful grounds have been secured, and the banquet will be given in Park House, one of the finest hotels in the town. By all indications the clerks will this year have the most successful picnic they have yet held. Some very fine prizes are offered to the winners of the games and sports. A large number of Quebec grocers and clerks are expected to attend.

The train leaves Windsor station at 8.30 a.m. Tickets to go and return are $1.25 for adults.

CHAT

SNELGROVE BROS., grocers and clothing merchants, Fort William, and one of the oldest firms in that town, have dissolved partnership. The reason for the dissolution is that the junior member of the firm, R. J. Snelgrove has been in ill health during the past year, and he has determined to enter some business where the confinement will be less severe. The business will be continued by Alex. Snelgrove.

W. E. Ross, of St. Thomas, grocer, has moved into his new store, the late Balmoral Hotel. The premises have been thoroughly renovated and splendidly fitted up, and Mr. Ross has now not only one of the best equipped stores for his business but it is located in the centre of the city.

The annual excursion of the Ottawa Retail Grocers' Association will not be held until Civic Holiday. The committee may decide upon a trip up the Rideau lakes or a picnic to Carleton Place.

J. C. Barrows, general merchant, of Blytheswood, died on Monday, the 15th ult., at Blytheswood and was buried at Olinda on Wednesday afternoon, the Foresters, of which order he was a member, having charge of the services. Deceased was about 40 years of age, and formerly kept a store at Olinda for years. He leaves a wife and some children.

The town of Wiarton has passed a by-law awarding The Wiarton Beet Sugar Co. a loan of $25,000 to ward off present difficulties.

Marvin Veale, for some years a popular clerk in the grocery department of the Empire Store, Woodstock, has secured a position in the carpet department of The R. Simpson Co., Toronto.

QUEBEC.

For the first time in four years sugar has again been imported to Montreal from Demerara.

The many friends of Louis Mercier, the well-known grocer of St. Paul street, Quebec, and brother of Delphis and Napoleon Mercier, will regret to learn of his death, which took place on the 21st inst at his residence, Laval street, after a prolonged illness. Deceased was well known and esteemed in commercial circles for his integrity of character and genial disposition.

BRITISH COLUMBIA.

The British Columbia Fruit Growers' Association have made special arrangements whereby freight and express rates have been reduced on fruit shipped through the association.

The Fraser river and Northern British Columbia canneries are organizing an sssociation to handle the 1903 salmon pack and regulate the output and price of fish. A similar organization has been formed for the past two or three seasons, and by its aid the canners have been able to so regulate the market supply as to enable a fair price to be maintained and prevent any unnecessary cutting. The association will regulate the selling in the United Kingdom and Australia, and, while not including all the British Columbia canneries, will represent a large majority of those actively interested in the fishing.

CHAFF.

Two years ago a Polander out on Nubbin Ridge swallowed a grain of wheat. Last week he was attacked by a fit of coughing and coughed up a 50 pound sack of flour and 100 pounds of bran. Truth is mighty and will prevail.—Hartford Day Spring.

"Specialism is the order of the day."

The tendency to learn to do one thing "well" is growing more and more in favor. Our specialty is "**SALADA**" Ceylon Tea. We profess to "know" Tea, and all the ins and outs of its growth and manufacture. We are admitted on all sides to be authorities in this connection.

We have never tried to master any other business, as, if we knew more about other subjects, we might know less about this, and we can't afford not to know all that is possible to be learned about our life-study, TEA.

WHOLESALE WAREHOUSES AT

32 Yonge Street, Toronto.
218 House Building, Pittsburg.
11 Terrace, Buffalo.
83 Shelby Street, Detroit.
368 St. Paul Street, Montreal.
Hudson and Duane Sts., New York.
444 St. Clair Street, Cleveland.

ALSO FOR SALE BY

V. J. Brown & Sons, Baltimore.
B. B. Earnshaw & Bro, Wash.
Comly, Flanigen & Co., Phila.
Eldridge, Aldrichs & Co., Prov.
Chapin & Adams, Boston.

The success that we have made of "SALADA" speaks volumes for our scholarship.

The sale of "SALADA" Natural Ceylon Green is making new records weekly in competition with Japans. Samples and terms on application.

Address, "**SALADA,**" Toronto or Montreal.

HORSE SHOE BRAND OF SALMON

For over twenty years this has been the leading Brand on the Canadian Market. The greatest care is taken to pack "Freshly Caught Salmon;" the latest Improved Machinery is used and every attention paid to Cleanliness. Quality is unexcelled, every tin being guaranteed.

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THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, July 2, 1903.

GROCERIES.

THERE is little of additional interest to report since last issue. Trade continues to be of a satisfactory nature, and good business is still maintained in the season's goods. Trade on the streets has been somewhat slow, but there are indications of good trade moving in the near future. Canned goods continue to occupy attention and are moving freely with stocks considerably reduced and prices firming up. Coffee has not increased in attraction since our last, although Rios have been more active. Sugars are moving with decided activity, and some substantial orders have been coming to hand, attributable to the entry of the green fruit season; prices, however, remain at previous quotations. Spices are inactive and there is nothing of interest to report. Rice has been in good demand, and foreign reports generally denote activity with prices ruling firm. Tapioca is featureless and, whilst a better degree of interest has been indicated, there is no great sign of importance. Syrups and molasses, as usual at this season, are decidedly quiet and featureless. The home market in tea is not particularly satisfactory as to bulk of business in progress; there seems still a disposition to hold off the present markets. Indications from outside, however, are of decidedly firm prices, the statistical position clearly warranting greater firmness. Supplies that have come to hand in the various markets clearly point to the supply being considerably short of the steadily increasing demand, and there are indications of second crops being much behind usual dates. Dried fruits are still in great activity. The reports from primal markets all point to great decrease in spot stocks, whilst prospects for new crops are most favorable. The determination in Greece to protect the currant output is again gaining prominent attention and there appears to be a movement to vote a measure for protection of price by the bank communities in addition to the existing retentive protective measure, which has already had the effect of firming the markets as regards currants.

CANNED GOODS.

Trade continues in good form as regards these goods and the demand, which has now been well maintained for so long a time, is making itself felt in the materially reduced stocks. There has been an exceptional run on both canned and dried apples and at present prices are firming up. In corn stocks are much reduced and demand still continues good. Peas are practically out of stock and deliveries cannot be promised. The prices of new pack salmon have come to hand and stand at an advance over last year's opening of some 3c to 5c per doz. Sardines are still in steady demand and prices are well maintained. Canned meats are steady with prices firm. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	....	1 00
" sifted	1 00	1 10
" extra sifted	1 25	1 30
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 35	1 55
" 3's	2 25	2 50
Plums, green gages, 2's	1 00	1 10
" Lombard	0 85	1 00
" Damson, blue	0 85	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 50	1 65
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼'s	0 13½	0 14
" " ½'s	0 19	0 20
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	0 90	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

The home trade in coffee has been somewhat slow. In Rios there has been a little movement, but generally business is featureless with no quotable change. The N.Y. market reports denote increased activity in Brazil grades with prices stiffening. In the milder grades, business dull with prices without change. We quote:

	Per lb.
Green Rios, No. 7	0 07
" " No. 6	0 07½
" " No. 5	0 08
" " No. 4	0 08½
" " No. 3	0 09½ 0 11
Mocha	0 23 0 28
Old Government Java	0 22 0 30
Santos	0 09½ 0 10½
Plantation Ceylon	0 26 0 30
Porto Rico	0 22 0 25
Guatemala	0 22 0 25
Jamaica	0 15 0 20
Maracaibo	0 13 0 18

SUGAR.

The markets have developed some weakness since our last and there have been sales of raw sugar at 1-32 decline, or say 1 7/8 c. and f., N.Y., for 96-test centrifugals, equal to 3 9-16 duty paid. The decline for refineds continues and buyers are disposed to accept all offerings on the new basis. Offerings, however, are light and transactions small, with holders showing a desire to store their stocks rather than let them go on current basis. With an improved demand for refined sugars the market for raws should be steady and a healthier tone will result. For the week ending June 24 receipts were again less than meltings—about 35,257 tons, against meltings of 36,000 tons, and total stocks in refiners' and importers' hands of 324,028 tons. The Cuban campaign may be considered virtually closed as 10 more central factories have finished operations and there are now only 4 grinding. European markets are reported again lower with 88 per cent. beet quoted 7s 8½d, thus establishing a decline of 2¼ for the week. Weather reports of late have been favorable to the young plants and crop prospects seem satisfactory. These conditions in conjunction with the lack of improvement in the statistical position have forced speculators to realize. There is no change in the refined situation in either U.S. or Canada and new business is reported light, while deliveries on existing contracts are fair, the demand being sufficient to keep pace with the production. There are no indications for the immediate future and it would seem as if purchases for requirements were safe. The report referred to in our last issue as to the sale of surplus stocks of three refineries to one buyer is still lacking immediate confirmation. It is, however, believed in some quarters that news of the completion of the purchase may be expected at any moment. We quote:

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb. "	4 68
" "Domino" brand, 50-lb. boxes	4 73
" " " 100 "	4 63
St. Lawrence granulated	4 13
Redpath's granulated	4 13
Acadia granulated	4 08

Maple Leaf granulated (Berlin)	4 13
Maple Leaf No. 2	4 03
Crystal granulated (Wallaceburg)	4 13
Beaver "	3 98
Imperial "	4 03
Phoenix	4 03
Cream	3 88
Bright coffee	3 88
Bright yellow	3 88
No. 3 yellow	3 78
No. 2 "	3 58
No. 1 "	3 48

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

The home trade in spices continues featureless. Demand has been of a very ordinary nature, with prices ruling firm at previous quotations. The N.Y. market reports trade as slow and inactive with prices ruling firm throughout. Both stocks and offerings are reported light. We quote :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

RICE AND TAPIOCA.

There continues to be good interest shown in rice and previous quotations continue to rule firm. Foreign reports denote brisk trade throughout in rice. Dealers' stocks are short and offerings are consequently small and prices well maintained. Tapioca is not occupying a deal of attention, but moderate trade is doing and prices are ruling firm. We quote :

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Sago	0 03¾	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

SYRUPS AND MOLASSES.

Trade has fallen somewhat flat in these lines, very little interest being taken. Previous quotations, however, continue to rule fairly firm. Foreign markets report but small offerings, with good undertone and prices firm. We quote :

Syrups		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02¾
" ½ bbls., "		0 02⅞
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 22	0 30
" open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS.

The home trade in tea is not of that activity expected at the present time ; there seems little disposition on buyers' part to increase stocks on present market prospects. Statistics, however, continue to confirm the strong position which has been held for some length of time now and there are no immediate indications of any weakening. Prices continue to firm up, and teas for price also continue scarce. In Indian teas the reports denote great shortage of the initial output and prices realized at Calcutta are well in advance of last year's openings. The London market reports are of an upward tendency in all fine and finest grades, all teas showing any degree of quality being readily competed for, while the lower grades had more of a weakening tendency. In Ceylon teas the demand was well maintained. It is of interest to note that the estimate of shipment from Colombo for the month of June will be some two million pounds less than the same time last year. The present average of price on the London market is quite 4c in advance of a year ago. The reports of Japan teas are of considerably shorter crops and it is expected the second crop pickings will not reach the markets until a much later date than usual owing to the first pickings having been more drastic than is usually the case. Prices of Japans showing any character are also well up to quotations. We quote :

Congou	half-chests, Kaisow, Moning, Paking	0 12	0 60
	caddies, Paking, Kaisow	0 19	0 50
Indian	Darjeelings	0 35	0 55
	Assam Pekoes	0 20	0 40
	Pekoe Souchongs	0 19	0 25
Ceylon	Broken Pekoes	0 36	0 42
	Pekoes	0 27	0 30
	Pekoe Souchong	0 17	0 35
China Greens	Gunpowder, cases, extra first	0 42	0 50
	" half-chests, ordinary firsts	0 22	0 28
	Young Hyson, ases, sifted, extra firsts	0 42	0 50
	" cases, small leaf, firsts	0 35	0 40
	" half-chests, ordinary firsts	0 28	0 38
	" " seconds		0 23
	" " thirds	0 16	0 18
	" " common		0 15
Pingsueys	Young Hyson, ½-chests, firsts	0 28	0 32
	" " seconds	0 18	0 19
	" half-boxes, firsts	0 28	0 32
Japan	½ chests, finests May pickings	0 38	0 40
	Choice	0 33	0 37
	Finest	0 30	0 32
	Fine	0 27	0 30
	Good medium	0 25	0 28
	Medium	0 21	0 23
	Good common		0 20
	Common		0 19

FOREIGN DRIED FRUITS.

The demand in these goods continues well sustained and stocks have been consequently well drained with the result that prices remain firm at quotations. Foreign market reports denote great firmness in the currant markets ; the voting of a measure by the Greek Chamber enabling the banking companies to fix a minimum below which no one will be allowed to effect sales has had a strengthening result on the markets. Coming as it does as an addition to the already existing retention law, it is looked to as still further strengthening the statistical problem. Weather reports are still favorable and prospects are still good for heavy crop of Mediterranean goods. We quote :

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 05	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 07	0 08
" selected	0 08½	0 09
" selected layers	0 09	0 10
Sultana	0 09	0 13
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04	0 05	Fards	0 07½	0 08
Sairs	0 03½	0 04½			

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 07	0 07½
90-100s	0 04½	0 05½	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08½	0 10
70-80s	0 06½	0 07			

CANDIED PEELS

	Per lb			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets		0 04	Elemes	0 10	0 15
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 08	0 12

PEACHES.

	Per lb	
Californian evaporated	0 08	0 12

COUNTRY PRODUCE.

EGGS.—Since our last issue the egg market has been firm at 15½ to 16c per doz., but at present is again easier. The receipts during the last few days have been very liberal, and the market is only kept from a further weakening by the good demand which is anticipated during the latter part of the week, on account of the Home Comers' Festival. The packers have about finished operations for this season. On account of the unusually high prices which have ruled throughout the packing season, packers have taken more risks than usual in laying by eggs. We quote :

Fresh laid eggs, per doz	0 15

HONEY.—There is no change on this market since last issue. The demand is rather limited. Prices remain firm at last week's quotations. We quote :

Extracted clover, per lb	0 08 0 09

WHITE BEANS.—As may be expected, there is very little doing on this market at present. Quotations remain unchanged. We quote :

	Per bush.		Per bush.
Mixed	1 50	Prime	1 90
Handpicked	2 00		

DRIED APPLES.—There is very little, if anything, doing on this market at present. Fresh fruit has usurped the demand. Prices remain unchanged. We quote :

Apples, dried, per lb	0 03 0 03½

POULTRY.—This market is slightly easier this week. Spring chickens are in good demand, and receipts have been a little larger this week. We quote :

Spring chickens, per pair	0 90
Old hens, per lb	0 10 0 12

POTATOES.—The situation on this market is much the same as last week. Prices of new potatoes hold about the same. Old stock is scarce, and is very firm at $1.25 to $1.35 per bag. Receipts of American stock have been fairly liberal and the demand for those potatoes is increasing. New Canadian potatoes will soon be on the market now. We quote :

Old stock, on track, Toronto, per bag	1 25 1 35
New American, on track, Toronto, per bbl	5 00

BUTTER AND CHEESE. — See dairy produce and provisions.

GREEN FRUITS.

Activity marks the green fruit market this week. During the early part of the week there was a good demand in nearly all lines, and a very good demand in a few lines such as berries, cherries, etc. Arrivals of strawberries have been very liberal during the week, and they are slightly easier than last week. Pineapples have dropped a little since our last issue, being now quoted 25c to 50c lower. There has been a very good demand for lemons and limes for July 1 trade. Cherries, both Californian and Canadian, have been arriving in large quantities, and there is a drop in quotations of Californian, but not of Canadian fruit. Californians are now 75c to $1 easier, but Canadian holds firm at $1 to $1.25 per basket. There is a good demand in the market for both kinds. Gooseberries are also somewhat easier than last week, being now quoted 10c to 25c lower. The demand for them is increasing. The receipts of Californian apricots, peaches and plums have been more liberal this week, and there has been a consequent drop in prices : apri-

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cots are now 50c to 75c per crate lower; peaches are 75c to $1 per box cheaper; and plums are 25c per box easier. The demand for watermelons is increasing but the price still holds firm. Cantelopes are $1 per crate easier this week. Canadian raspberries are now on the market and are quoted 14c and 15c per quart. We quote :

Mediterranean sweet oranges	3 50	3 75
Sorrento oranges	3 25	4 00
Valencias 420's, small	....	6 00
Pineapples, per crate	3 00	3 25
Grape fruit, per box	....	3 50
Bananas, per bunch for ordinary	1 35	1 75
" large bunches	1 75	2 50
Messina lemons, per box	2 50	3 50
Limes, per crate (8 doz.)	....	1 25
Canadian strawberries, per qt	0 05	0 06
Raspberries, Canadian, per qt	0 14	0 15
Tomatoes, per crate (4 baskets)	1 75	2 00
Canadian apples, in bbls	....	2 50
Cocoanuts, per sack	....	3 50
Californian cherries, per box	1 00	1 50
Canadian cherries, per basket	1 00	1 25
Gooseberries, "	0 40	0 50
Wax beans, in hampers	2 50	2 75
Red Astrachan apples, per basket	....	1 80
California apricots, per crate	....	2 00
" peaches, per box	....	1 50
" plums, "	2 00	2 50
Watermelons, each	0 30	0 35
Cantelopes (musk melons), per crate	....	3 00

VEGETABLES.

The green vegetable market continues very lively. There is no change in prices since our last issue. There is very little demand, however, for rhubarb. Radishes have a very good sale. Mushrooms are scarce. The cabbage merket is very firm. We quote :

Cabbage, per doz	0 50	1 00
Cabbage, per case	3 25	3 50
Green peas, per basket	0 50	0 60
New potatoes, American, per bbl	....	5 00
Cucumbers, Baltimore stock, per basket	....	1 75
" Canadian, per doz	....	0 75
Bermuda onions, per case	....	1 50
Egyptian onions, per 100-lb. sacks	....	3 00
Lettuce, per doz bunches	....	0 25
Cabbage lettuce, per doz. bunches	....	0 40
Butter beans, per peck	....	1 75
Green peas, per bush	....	1 25
Asparagus, per doz bunches	0 90	1 00
Fresh onions, per doz. bunches	....	0 15
Rhubarb " "	....	0 20
Radishes, per doz. bunches	....	0 20
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	0 15	0 20
Parsley, " "	....	0 20
Spinach, per bush	....	0 30
Potatoes, "	1 30	1 35
New beets, per doz	0 30	0 35

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Wheat still continues very firm, firmer than last week. However, there is not much doing on the market. Other quotations are also firm. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	....	0 88
" " Northern " "	....	0 87
Red, per bushel, on track Toronto	0 77	0 78
White " " "	0 77	0 78
Barley " " "	0 45	0 46
Oats " " "	0 34½	0 35
Peas " " "	....	0 68
Buckwheat " " "	....	0 40
Rye, per bushel, " " "	....	0 55

FLOUR.—Last week the price of flour was relatively 15c per pound lower than wheat. The dealers had not raised prices because they were uncertain as to whether the firmness of the wheat market would be permanent or only temporary. The wheat market has continued firm, it being indeed considerably firmer than last week, and the dealers have raised prices on flour 10c per barrel all round. Since doing so, however, the market has an easier feeling, and prices may again drop before long. We quote :

Ontario patents, per bbl	3 50	3 75
Hungarian patents "	4 30	4 40
Manitoba bakers' "	3 95	4 10
Straight roller, "	3 45	4 50

BREAKFAST FOODS.—There is no change on this market this week. The demand continues fairly good. Prices

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are at last week's quotations. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	3 60
Rolled oats, standard, carlots, per bbl., in bags	3 50
" " " " " in wood	3 65
" " " " for broken lots	3 75
Rolled wheat, per 100-lb. bbl	2 25
Cornmeal	3 40
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 15
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

FISH.

There is a healthier condition on this market this week. The demand has again picked up. Receipts are also more liberal. Prices remain unchanged. We quote :

Whitefish, fresh, per lb		0 09
Trout, fresh, per lb	0 08	0 09
Herrings, fresh, per lb	0 06	0 08
British-Columbian salmon, per lb	0 20	0 25
Halibut, per lb	0 12	0 15
Perch, per lb		0 05
Mackerel, each		0 15
Eastern salmon, per lb		0 19

HIDES, SKINS AND WOOL.

The hide market is quite active this week. Prices are firm, and things are moving well in sympathy with the Chicago and New York markets. The calf skin market is very dull. As the season advances lamb skins are becoming more valuable ; they are now worth 5c each more than last week. There has been an advance in the price of wool. Unwashed is quoted ½c per pound firmer, and fleece ½c to 1c per pound firmer. The wool market is fairly active. We quote :

HIDES.—We quote :

No. 1 green, per lb		0 08
" 2 " "		0 07
" 1 " steers, per lb		0 08½
" 2 " " "		0 07½
Cured, per lb		0 08½

CALFSKINS.—We quote :

Veal skins, No. 1, 6 to 14 lb. inclusive		0 09
" " " 2 " " "		0 07
" " " 1 15 to 20 lb "		0 08
" " " 2 " "		0 06
Deacons (dairies), each	0 60	0 70
Lambskins, each	0 25	0 35
Pelts, each	0 20	0 30

WOOL.—We quote :

Unwashed wool, per lb	0 08½	0 09½
Fleece wool, "	0 15	0 16
Pulled wools, super, per lb		0 15
" " extra "		0 18
Tallow, per lb	0 05	0 05½

QUEBEC MARKETS.

Montreal, July 2, 1903.

GROCERIES.

THE general grocery trade during the week has been fair and prices as a rule show a steady tendency, so that buyers have nothing to gain by holding off. Sugar has ruled quiet, but a better demand is expected shortly. Molasses continue firm and the same remark applies to tea and spices. Canned goods are featureless, while there has been some business doing in Valencia raisins. Nuts are steady, and there has been a good week's business in green fruit and fresh vegetables.

SUGAR.

There has been little change in the sugar market this week and prices are unchanged. The recent weakness in the European market for beets has been the only unfavorable feature, but the decline in prices has not brought beets to anything near the importing point, for the landed cost at present prices would be a parity with 3.91c. for 96 degrees centrifugals. Further sales of Cuban centrifugals have been made for shipment to the United Kingdom, which has brought up the total to date to about 30,000 tons. There has been some further demand from Montreal refiners for Demerara sugar, and a sale of 2,300 tons has been made for July shipment at equal to 2c. c. and f. to New York for centrifugals 96 degrees test. We quote :

Granulated, bbls. and bags	$4 05
½-bbls	4 25
Paris lump, boxes and bbls	4 60
" ½-boxes and 1½-bbls	4 70
Extra ground, bbls	4 45
" " 50-lb. boxes	4 65
" " 25-lb. boxes	4 75
Powdered, bbls	4 25
" 50-lb. boxes	4 45
Domino lumps, boxes and bbls	4 25
" " ½-boxes and ½-bbls	4 60
Phoenix	4 00
Cream	3 85
Bright coffee	3 80
" yellow	3 80
No. 3 yellow	3 75
No. 2 "	3 55
No. 1 "	3 40

SYRUPS AND MOLASSES.

There has been no change in the molasses market since last report. The feeling on spot is strong and holders of old crop stock, of which there are few, have advanced their ideas as regards prices, for a bid of 36c. was made recently for 450 packages, which the holder refused, having confidence in the future course of values. According to latest mail advices from Barbados it is definitely estimated that the output this season will hardly exceed 25,000 puncheons, of which the exports up to June 4 were 19,120 puncheons, as against 31,715 up to the same date a year ago. Of the above quantity Newfoundland has taken 11,258 puncheons against 12,893 a year ago, and Montreal 650. We quote :

Barbados, in puncheons		0 38
" in barrels		0 40½
" in half-barrels		0 41½
New Orleans	0 16½	0 17½
Antigua		0 24
Porto Rico		0 38
Corn syrups, bbls		0 02⅜
" ½-bbls		0 02⅝
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90

TEAS.

Business in teas on spot has been quiet during the week, and the market retains its firm tone. A few lines of Japans have changed hands at quotations and some transactions in high-grade Ceylons have taken place. We quote :

Good to medium Japans	0 17	0 18½
Fine to choice Japans	0 22	0 28
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder		0 23
Common "	0 14	0 15
Ceylon blacks	0 11½	0 20
Indian "	0 11½	0 20

COFFEE.

The coffee market has ruled quiet, and there are no features locally to report. We quote :

Good cucutas	0 09½	0 09
Choice "	0 11	0 12
Jamaica coffee	0 07½	0 10

SPICES.

Cable advices on pepper, pimento and cloves continue firm in tone. A strong market continues to be reported for pepper and advices from the East advanced prices for Singapore black for July-September shipment to 13.10c. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 15	0 18
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 17	0 22
" " white	0 25	0 27
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 18	0 20
" " Afghan	0 12	0 13
" ground Japan		0 15

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

Taylor & Pringle Co., Limited, Owen Sound

Manufacturers of

QUEEN QUALITY PICKLES, BULK PICKLES, PURE TOMATO CATSUPS.

Our goods have a reputation. MADE IN CANADA

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

H. J. ASH

WHOLESALE FRUIT and PRODUCE COMMISSION MERCHANT.

BANANAS, ORANGES, LEMONS, MALAGA GRAPES, NUTS, ETC.

66 Colborne Street, - TORONTO.

HOUSEHOLD AMMONIA.

HARVEY'S (of course), Clear Cloudy, and Perfumed Toilet. In drums, carboys, quarts, pints, flats.
STRENGTH AND SATISFACTION GUARANTEED.

HARVEY'S Dry Powdered Ammonia, 1¼ lb. packets, put up in 1, 2 and 3 doz. cases—a strong well-made article at a low price.

JOHN G. HARVEY,
Mfg. Chemist. TODMORDEN

CANNED GOODS

ALL : KINDS : WANTED

Sole selling agency of a first-class firm for.... GREAT BRITAIN

by the undersigned, who is in a position to place big quantities amongst the largest wholesale buyers in England.

HIGHEST REFERENCES

Alex. S. Duffus, Jr.,
27 LEADENHALL ST.,
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Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

"	"	Cochin	0 19 0 20
"	"	Jamaica	0 18 0 20
"	"	Afghan	0 13 0 14

RICE AND TAPIOCA.

This line continues strong, but business is quiet. Prices are unchanged as follows :

B rice, in bags	3 15
" ½-bags	3 20
" ¼-bags	2 25
" pockets	3 30
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 05
" ½-bags	3 10
" ¼-bags	3 15
" pockets	3 20
Imported Patna rice, in bags	4 50
" " in ½-bags	4 62½
" " in ¼-bags	4 75
In the open territory prices are about 10c. less.	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 50
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25

Tapioca, medium pearl	0 02¾ 0 03
" seed pearl	0 03 0 03¼
" flake	0 04¾ 0 05

CANNED GOODS.

In regard to new pack salmon for future delivery the opening prices for the season 1903 for Montreal have not been named yet, but in spite of this fact a fair number of orders have been booked by local agents for local and western account, subject to the opening figures. The demand has been principally for such well-known brands as "Rivers Inlet," "Horseshoe," and "Clover Leaf," sales of the latter to date being more than that of the whole of last season. We quote :

Tomatoes	1 50
Corn	0 90
Peas	0 95 1 20
String beans	0 80 0 82
Strawberries	1 35
Succotash	0 85
Blueberries	1 10
Raspberries	1 45 1 60
Gooseberries	1 45
Pears, 2s	1 60 1 70
" 3s	2 10 2 15
Peaches, 2s	1 65 1 70
" 3s	2 50 2 75
3-lb. apples	0 85 0 90
Gallon apples	1 75
2-lb sliced pineapples	2 20 2 30
Grated pineapples	2 50
Singapore whole pineapples	2 15 2 20
Pumpkins, per doz	0 90
Spinach	1 50
Sugar beets	0 95 1 00
Salmon, pink	0 92 0 95
" spring	1 25
" Rivers Inlet red sockeye	1 30
" Fraser River red sockeye	1 50
Lobsters, talls	3 35
" 1-lb. flats	3 50 3 70
" ½-lb. flats	1 75 1 85

FOREIGN DRIED FRUITS.

The market for raisins is very quiet though they are offered at very reasonable prices. Layers, which comprise the bulk of the supplies, are offering at 7c. Currants are firmly held. There has been some demand on spot for new crop figs, and a fair amount of business is reported for future delivery. The market for natural figs has opened up strong, with prices 2s. higher than those of a year ago. Reports to hand state that the general quality of the crop will be superior to that of last year. The present estimates on the 1903 crop of Smyrna figs give a total of about 65,000 camel loads. The crop last year was 59,000 camel loads. According to a London advice, quotations for new dates for first tide arrival are given as 8s. 9d. to 12s. 6d. for Sairs, Khadrawees and Hallowees. Mail advices from Malaga, Spain, referring to the coming crop of almonds, state that prospects favor a normal crop of Jordans, the first since the season of 1899. The estimates give a probable output of 100,000 boxes. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	0 04
" " cleaned	0 05½
" " in 1-lb. cartons	0 06
Finest Vostizzas "	0 06¼ 0 07
Amalias "	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 09 0 12

VALENCIA RAISINS,

Finest off-stalk, per lb	0 07 0 07½
Selected, per lb	0 07½ 0 08
Layers "	0 08 0 08½

FIGS.

Comadres, per tapnet	1 00
Elemes, per lb	0 10½ 0 20

DATES.

Dates, Hallowees, per lb	0 04½ 0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11
Peaches "	0 09½
Pears "	0 12

MALAGA RAISINS.

London Layers	1 75 1 90
"Connoisseur Clusters"	2 15 2 50
"Royal Buckingham Clusters," ½-boxes	1 15
"Excelsior Windsor Clusters"	4 50 4 60
" " ⅛s	1 30 1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07¾ 0 08
" " seeded, in 1-lb. packages	0 09½ 0 10
" " in 12-oz. packages	0 08¼

PRUNES.

	Per lb.	Per lb.
30-40s		0 10
40-50s		0 08½
50-60s		0 08
60-70s		0 07½
70-80s		0 07
80-90s		0 06¾
90-100s		0 06½
Oregon Prunes (Italian style) 40-50s		0 07½
" " 50-60s	0 07	0 07
Oregon prunes (French style), 60-70s		0 06¼
" " 90-100s	0 04½	0 04½
" " 100-120s	9 64	0 04¼

NUTS.

There is nothing new to report in this line except that cable advices on pecans and brazils continue firm. We quote :

Walnuts, per lb	0 12½ 0 13
Tarragona almonds, per lb	0 12 0 13
Shelled walnuts, "	0 25 0 26
Shelled almonds, "	0 25
Filberts, per lb	0 09½
Pecans, "	0 16½
Brazil nuts, per lb	0 14
Peanuts, roasted, according to the brand, per lb.	0 07½ 0 11

GREEN FRUITS.

There had been a good week's business transacted in all lines of green fruits and prices all round are steadily held. We quote :

California navel oranges	5 00
" fancy " 112 and 126's	3 50
" " " 150 to 216's	3 85
Valencia oranges, 714's	5 50
" " 420's	5 25
" " 420's, Jumbo	6 50
Sorrento " 300's, compartment cases	3 25
" " 300's, ordinary boxes	3 00
" " 200's, large boxes	3 25
" " 160's, "	3 50
" " 180's, ¾ boxes	2 00
" " 216's, ¾ "	2 15
" " 100's, ½ "	1 85
Messina " plain, 100's	1 80
" " ovals, 80's	2 25
Maiori seedless lemons, 300's, extra fancy	3 75
Messina lemons 300's, fancy	3 00
" " 360's, fancy	2 50
" " 300's, choice	2 75
" " 360's, choice	2 25
New Californian lemons	
Cocoanuts, per bag of 100	3 25
Bananas, per bunch	2 25 2 50
Canadian apples, in bbls	4 00 5 00
Malaga grapes, per keg	5 50 7 00
Almeria grapes, fancy heavy weights, per keg	6 50
" " choice " " "	6 25
" " ordinary, per keg	5 75
Cranberries, Cape Cods, per bbl	15 00
" Nova Scotia "	12 50
Pineapples, per case	3 00 3 50
Tangerines, ½-boxes	
Jamaica grape fruit	
Californian grape fruit	3 75
Strawberries, per box	0 06 0 07
Canadian cherries, per basket	0 75 1 00

VEGETABLES.

There was a good turnover of vegetables this week and prices remain steady as last quoted. We quote :

New cabbage, in crates	3 25
Sweet potatoes, per bbl	5 50
" per basket, about 50 lb	1 [illegible]

CALIFORNIA PEACHES, PLUMS, APRICOTS, CHERRIES

Our first car for season arrived this week. We are headquarters for these goods AND SOLICIT YOUR ORDERS.

FRESH ARRIVALS this week of Bananas, Tomatoes, Cabbage, New Potatoes, etc

WHITE & CO.

WHOLESALE FRUIT AND PRODUCE,
64 Front St. East,
Phones { Main 4106 / Main 4107 TORONTO

We are buyers of Butter and Eggs at market prices.

Few Flies last year
No Flies this year
if you use
Wilson's Fly Pads

PEACHBLUFF FARM
High-Class Fruits

FRUITS : Peaches, Sweet Cherries, Plums.
VEGETABLES : Early Tomatoes, Early Cucumbers, Early Musk Melons.

Hilborn & McLachlan, Proprietors
Growers and Shippers. Leamington, Ontario, Canada.

Strawberries

TOMATOES PINEAPPLES
CUCUMBERS CABBAGE
ORANGES LEMONS
BANANAS

Let us hear from you with an order.

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones - Main 54, Main 3428.

Send Us Your Fruit Orders.

Our Fruit is the best we can buy, and our facilities for handling are unexcelled.
See Weekly Price List. Yours for the Asking

McWilliam & Everist
DOMESTIC FOREIGN
FRUIT and VEGETABLES.
Telephone Main 645, Office
" 3394, Warehouse ...TORONTO

Spanish onions, per crate		0 40
" " per case		1 25
Yellow and red onions, per bbl.		1 25
Cucumbers, per basket		4 25
Asparagus, per doz. bunch		5 00
Boston lettuce, per doz.		0 90
Tomatoes, 6 baskets to the crate		3 25
Spinach, per bbl.		2 75
New potatoes, per bbl.		5 00
Radishes, per doz	0 40	0 60

FISH

A good trade for the season is noted in Gaspe salmon, and a fair quantity of halibut, dore and whitefish are also moving at steady prices. We quote :

Haddies	0 06½	0 07
Smoked herring, per box		0 15
Fresh haddock and cod, per lb.		0 04
Dore, per lb.		0 08
Pike, "		0 06
Halibut, per lb.		0 09
B.C. Salmon, per lb.		0 15
Gaspe, per lb.		0 12
Salmon trout, per lb		0 08
Brook trout, per lb.		0 18
White trout, per lb.		0 08
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
" " half bbl.	2 80	3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 70	0 80
No. 1 green codfish, per bbl.		5 00
No. 1 large green codfish, per bbl.		5 50
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06
Loose boneless cod, per lb. in 40-lb. boxes		0 05
Dried codfish, per 100-lb. bundles		4 50
Alaska salmon, per bbl.		14 00
Standard bulk oysters, per gal.		1 40
Marshall's kippered herring, per doz.		1 45
Canadian kippered, per doz.		0 90
Canadian ¼ sardines, per 100	3 50	3 75
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size per doz		2 25

COUNTRY PRODUCE.

EGGS.—These continue firm with a good trade doing as last quoted :

No. 1 stock	0 13	0 12½
No. 2 "	0 11½	0 12

POTATOES.—Large supplies of inferior stock are a weight upon the market. We quote :

Choice stock, per bag	1 30	1 35
Ordinary, per bag	0 90	1 00

BEANS.—Hold steady as last quoted :

Primes, in small lots	1 80	1 90
Primes, in carlots	1 75	1 80

HONEY.—Rules dull, but unchanged. We quote :

White clover, in comb	0 12	0 13
" strained, in 60 to 70-lb. tins	0 08½	0 09
Buckwheat comb per lb.	0 08	0 09
" strained "	0 07	0 07½

HOPS.—Quiet and steady as last quoted :

Choice No. 1	0 21	0 22
Fair to good	0 17	0 19
Yearlings	0 10	0 12

MAPLE PRODUCTS.—A small trade is doing in a jobbing way. We quote :

New syrup, in wood, per lb.	0 05¾	0 06
New syrup, in large tins	0 70	0 75
New syrup, in small tins	0 55	0 60
New sugar, per lb.	0 08	0 10

ASHES.—Rule steady, but dull. We quote :

First pots		5 00
Seconds		4 50
Pearls, per 100 lb.		6 25

HIDES.—Continue irregular owing to competition between buyers. We quote :

No. 1 beef hides	0 08	0 09
No. 2 "	0 07	0 08
No. 3 "	0 06	0 07
No. 1 buff sheepskins	0 75	0 77
Lambskins	0 25	0 30
No. 1 calfskins		0 11
No. 2 "		0 09

FLOUR AND GRAIN.

FLOUR.—This market is firm and 5 to 10c. higher all round. We quote :

Choice Manitoba spring patents	4 20	4 40
Seconds	4 00	4 10
Strong bakers'	3 50	3 60
Straight rollers	3 40	3 45
Winter wheat patents	3 85	4 00

GRAIN.—In fair request and firmly held. We quote :

Rye, ex store	0 58	0 58½
Peas	0 72	0 73
Corn	0 54	0 54½
Buckwheat	0 46½	0 47
Barley	0 51	0 53
Oats		0 37½

FEED.—Continues steady in tone but demand has fallen off. We quote :

Manitoba bran, in bags	19 00	20 00
" shorts		21 00
Ontario bran, in bulk	19 00	
" shorts	21 00	
Mouillie, as to quality	22 00	28 00

RAW FURS.

The June fur sales were characterized by unchanged prices as a rule, though in some furs there was a decline. In only three kinds was there an advance. These were : winter muskrat, which was 10 per cent. higher than in January ; fall and small muskrat, which were 20 per cent. higher than in January ; and American oppossum, 20 per cent, higher than in last March. All foxes were the same as in March ; otter and lynx were 10 per cent. lower, and mink 5 per cent. lower. Marten, Russian sable and fisher were unchanged from March prices. Beaver was unchanged from January prices. Black, grizzly, grizzly Russian and white bear were 10 per cent. lower than last March, and brown bear was 20 per cent. lower. Other furs were as follows : Wolf, 15 per cent. lower than in March ; wolverine, 10 per cent. lower ; real and bastard chinchilla, both the same as in March ; raccoon, the same as in March ; black muskrat, the same as in January ; spring muskrat, 5 per cent. lower than in March ; civet cat, 10 per cent. lower ; wildcat and house cat, the same as in March ; badger, ermine, hair seal (dry), Australian oppossum, kangaroo and wallaby, all the same as last March ; wombat, 15 per cent. lower, and Cape Horn salted fur seal, 15 per cent. lower than in March. A number of prices are being paid on the local market for furs, according to the requirements of the buyer, but the prices given below are about the average. The market is dull, there being so many furs out of season now. We quote :

	Large	Medi'm	Small	Kitts			
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50			
" Territory Rocky Mountains and Western							
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
Unprime, or, No. 3	3.00	2.00	.75	.40			
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25			
	Large	Medi'm	Small	2	3	4	
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	Cubs. Yearl's
" Brown "	12.00	7.00	5.00	.....	.....	.....	$2.00 to $8.00
	1	2	3	4			1.00 to 5.00
BADGER—Of all sections	.50	.25	.10	.05	.....	.....	.....
	Dark	Brown	Pale	2	3	4	
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50	
	Large	Small	2	3	4		
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20		
" Territory and Western	4.00	2.75	1.40	.50	.20		
	Dark	Fair	Pale	2	3	4	
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50	
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50	
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
	Large	Medi'm	Small	2	3		
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25	
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20	
	Dark	Brown	Pale	2	3	4	
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25	
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20	
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
	Large	Medi'm	Small	2	Large 2	Small 3	
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25
	Spring	Winter	Fall	Kitts			
MUSKRAT—Eastern, best large	25-28c.	.10 to .13	8 to 10	2 to 5			
" Territory and Western	20c.	5 to .10	.07	2 to 4			
	Large	Small	2	3	4	Cubs	
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00	$1.00 to $2.00	
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50	.25 to .50	
	Large	Small	2	3	4		
RACOON—	.75-1.25	.60-75	.33-50	.25	.15		
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25		
	Black	Sh'rt St	Long St	White			
SKUNK	.75-1.25	.75	.40-.50	.05-15	.....	.....	.....
	Dark	Brown	Pale	2	3	4	
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	

Fall Beave $2.00 to $2.50 per pound.

Spring Beav $3.00 to $3.25 per pound.

CASTOREUM—.....$5.00 to $6.00 per pound.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., June 26.

THE wholesale trade here has not yet received quotations on futures in eastern canned vegetables. Not only that, but they have asked for them, and have been given no information. One wholesale dealer says that he has been forced to place his orders without a price at all. It is a case of having the goods whatever the price, and when the price is fixed later on he will then get the benefit of the going figure. The same dealer says that his Yukon and northern customers have asked him for prices, and he has been compelled to say that the goods would go forward, but the price will have to remain for a later day.

The new crop peas are usually in the market here in the early part of August, but tomatoes and other lines are later, so that it is taking long chances to get the new season goods forward to the north before the close of navigation.

Tea is arriving at this port in very heavy quantities just now. During the past five days there has been received by two of the C.P.R. steamers from the Orient, the Athenian on Friday, and the Empress of China on Tuesday, the enormous quantity of 25,780 packages. This is perhaps as great a quantity of this commodity as ever has been received in the same length of time. Much of it is, of course, at once shipped overland, some being in bond for United States and European destinations.

In addition to 11,332 packages of tea, the Athenian had 3,355 sacks of rice and 3,356 packages of general merchandise, principally goods for the Chinese merchants here. Three cars of silk and silk goods were also included in the cargo. The Empress of China had 14,448 packages of tea, 11,849 sacks of rice, beans, etc., and 5,066 packages of general merchandise.

The question of making radical changes in the present laws regarding the registering of chattel mortgages on stocks of retail merchants has been brought forcibly to the attention of all the trade for still another time. Recently the Otto Grocery Co. opened in a very good stand on Hastings street, and it was reported by the mercantile agencies that the new firm had ample capital for carrying on a grocery and provision business. It was not many weeks, however, until the different houses began to feel that their confidence was misplaced. The first accounts were not paid when due and the firm appeared to be in straitened circumstances. In that case the creditors undertook to force matters. One and another threatened proceedings or actually did issue writs, but nothing definite was done by all acting together, until one was found to have a chattel mortgage. Then the other began to get busy. The record of Mr. Otto was hunted up and he was traced back to Montreal, where he had been in business, he said. The place and number of the street where he said he used to be was looked up, but no one of that name had ever been in business there. Now there is talk of legal proceedings being taken. The rumor now has it that actions for criminal offence will be taken at an early date by some of the creditors.

In general groceries, matters are not moving rapidly. The price of canned goods remains the same. Canned peas are still out of the market. Other lines are not in very plentiful supply. Of course, the market where they originate—California—must be a veritable Klondike for the producers under present conditions. Dried fruits tend to advance, though no actual increase in quotations can be noted.

In dairy produce, the supplies from Manitoba and the Northwest Territories are somewhat more liberal. Prices are quoted for Manitoba creamery 22c. dairy 18c, local creamery, 22c., local dairy, 18 to 20c; eggs, Manitoba, 20c. to 21c., and rather scarce; cheese, Manitoba, 14¾c. to 15c., Eastern, 15½c. Recent advances east have strengthened the market here.

In fruits a sensational advance in lemons to $5.50 and $6 per case is noted, though the California quotation would hardly seem to warrant such a strong lead. Oranges are confined to late Valencias, the St. Michaels not coming forward to this market for some reason, possibly the western middle States are a better field for shipping these. Other fruits are plentiful. Quotations are: Strawberries, all local, $1.20 to $1.50; cherries, $1.50 to $1.65; plums, clymans, $1.50; peaches, $1.50, clingstones of the Alexandria variety, and coming in freely; new apples, $2.25 to $2.50, California red astrakhans. Tomatoes, Mexican and Mississippi, $2.50 per case.

NOVA SCOTIA MARKETS.

Halifax, June 29, 1903.

THE volume of business done in the wholesale grocery line for last week was not large, but fully up to the average expected at this season. The market may be called dull just now, but the prospects are good for better business during the balance of the summer. The general conditions throughout the country denote that a more hopeful business feeling prevails. The early drought of 50 days, then the forest fires, which prevailed generally and did vast damage, and latterly, the cold backward season, had a depressing effect, when taken in connection with monetary conditions already referred to. But this has somewhat abated. It now seems that the hay crops will be light; the fruit crops not more than an average, but with continued fine weather, other crops should be good. The conditions, as they are, have been accepted, and are being prepared for, and the way is thus paved for better business conditions. Monetary conditions, too, have somewhat improved.

* * *

There are no special changes in the market prices for staple groceries except that there is a firmer tone, as noted last week, in the higher grades of flour. Feeds are also firm. Sugar and molasses remain unchanged. Canned goods are all firm and hard to get. In the provision markets butter is easier and is quoted 1c. lower all round. Eggs are firm and higher than usual at this season. Hay has advanced, and good quality is selling $1 to $2 higher than a month ago. Oats are firm. Beef and the various meets are in good supply, and the markets also are kept well stocked with fresh fish. Cheese is coming on the market in small quantities and is quoted at 10¾ to 11¼c. P. E. Island cheese is selling in Charlottetown at 10½c.

* * *

There is considerable indignation here among the wholesale grocers on account of a combine which, it is alleged, has been made among some 40 of the principal canners in Ontario, under the name of The Canadian Canners' Association. The complaint is not so much that they have gone into a combine, which usually breeds bad results in higher prices, but that they issue the ultimatum that wholesalers must, in order to do business with them, sign a contract to buy canned goods nowhere else. This will prevent the wholesalers here from patronizing Nova Scotia canneries, which put up apples, blueberries and some other products. Nova Scotia has always depended on Ontario for canned corn, peas, tomatoes, and many of the fruits, and the action of the combine may eventually result in Nova Scotia packing these canned goods for our own market. It can be done, but in the meantime the wholesalers will have to give way to the demands of the combine.

* * *

The retail grocers have a number of objects in view, one of which will be the mutual exchange of ideas for the benefit of trade. They will meet monthly on the first Tuesday, and oftener if necessary. They also have a grievance against some of the wholesalers, who, they assert, make a general practice of selling direct to consumers, and, although this may be done in quantities, the retailers claim that the price should not be wholesale. To remedy this, they propose, if necessary, to form a buyers' association and to do their business otherwise than at present. No doubt this grievance may be settled amicably.

The barque Ich Dien arrived Saturday morning, June 27, from Barbados, with 445 puncheons, 50 hogsheads and 52 barrels of molasses for James Fraser. The brig Sceptre arrived the same day from Trinidad with 242 puncheons, 62 tierces and 7 barrels of molasses for Geo. P. Mitchell & Sons Co., Limited.

The schooner Letty M. Hardy, from Barbados; the Hattie C. Luce, from Antigua, and the schooner Olindu, from Humacoa, Porto Rico, arrived Sunday, all with molasses, but have not yet reported at the Custom House.

H.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London, Eng.

1. Inquiry is made for the addresses of Canadian shippers of box-shooks by a London firm in a position to place large orders.

2. A North of England correspondent has asked to be placed in communication with Canadian exporters of manufactured horse hair.

3. A London export merchant has requested to be referred to large flour millers in Canada who are interested in the South African market.

4. Application has been received for the names of the leading iron and steel manufacturers in the Dominion.

5. A Liverpool house wishing to obtain supplies of basswood broom handles, 50x1⅛, invites quotations from Canadian manufacturers.

6. A Manchester house desires to be placed in touch with Canadian producers of mica.

7. The proprietors of a chemical specialty for electrical batteries is prepared to appoint some Canadian firm connected with the electrical trade as agents.

8. The manufacturers of a patented wire strainer wish to arrange with some Canadian firm to manufacture and sell the tool in Canada.

9. A firm of Bordeaux wine shippers wishes to appoint an influential Canadian resident agent. First-class references required.

10. A firm manufacturing ventilating appliances of all kinds is prepared to appoint suitable Canadian resident agent.

11. An inquiry has been made for the names of Canadian wholesale firms wishing to import teas direct from India and Ceylon.

Interested parties may obtain the addresses of the above inquirers by communicating with the editor of THE CANADIAN GROCER.

BRANTFORD NOTES.

Ryerson Bros., of Brantford, have a shipment of water melons coming in from Florida early next week.

Bean & Westlake, biscuit and confectionery manufacturers of Woodstock, are making extensive additions to their factory, which their ever-increasing trade demands.

The D. Richards Soap Co., Limited, of Woodstock, report large orders coming in from the west, easily doubling those of last year.

INADEQUATE STEAMBOAT SERVICE.

FOR some years fruit growers in Nova Scotia have been greatly handicapped and have sustained serious losses in their export trade with Great Britain on account of the inadequate steamboat service between Halifax and London.

Last year the Nova Scotia Fruit Growers' Association sent a delegation to Ottawa, which obtained the insertion of a clause in the contract with the Furness-Withy Company whereby steamships carrying fruit were required to make an average speed of 12 knots per hour, at which speed there would be a nine days' service between Halifax and London.

The Fruit Growers' Association claim that this clause in the contract was not fulfilled by the company, but that instead of being nine days on the way, the average time was over 12 days, and that the dates of sailing were changed and delayed to the great loss and inconvenience of the fruit shippers.

In view of this the association, at a recent meeting, passed a resolution by which the Department of Trade and Commerce is to be petitioned to withhold all subsidies remaining unpaid from previous contracts and refuse to enter into any contract for subsidizing the boats of the Furness-Withy Company until that company have arranged with the shippers for settlement of losses incurred in previous years on account of nonfulfilment of their contracts and their inefficient transportation service.

The association also recommend that the Government enter into no contract with any company unless that company guarantee their contract by sufficient security.

BEET SUGAR IN ALBERTA.

The contractors for The Knight Sugar Co.'s plant at Raymond, Alberta, are making good headway, says The Nor'west Farmer.

They have 150 men at work, and expect to have everything in readiness by the time the beets are matured.

The main buildings are of steel and brick. A great amount of very heavy machinery has been placed in position on a cement foundation. Everything about the factory is up-to-date. The boilers, of which there are six, were patented in November last. The capacity is to be 400 tons of beets per day, and the cost of the plant will be over half a million dollars.

There will be between 2,500 and 3,000 acres of beets grown in the district this season, most of which was sown in good shape by the first of June. It is less than two years since the first sod was turned in the Raymond district, but last year there were 6,000 acres in crop, and there is now a population of 1,000. The town has an up-to-date flour mill and elevator, built and operated by The Knight Milling Co.

A CHANGE IN TOBACCO DUTIES.

The inland revenue authorities have determined to get after the stemmed foreign raw leaf tobacco which is being brought into Canada in yearly increasing quantities by combination factories. They think it is preferable to have the unstemmed leaf imported so that the process of getting it in shape for manufacture may be done in this country, and more work afforded for Canadians. A readjustment of the excise duties has accordingly been effected, under which those factories which use native and foreign leaf will have to pay higher rates if they insist upon having the stemmed article. Under the readjustment the excise duties on foreign raw leaf, in addition to the existing rates, will be as follows: Except when used for the manufacture of cigarettes, 20c. per lb. on unstemmed and on stemmed 28c. per lb. When taken for use in the manufacture of cigarettes, 37½c. per lb. on unstemmed and 53c. per lb. on stemmed. When taken for use in the manutacture of cigars, 16c. per lb. on unstemmed and 23c. per lb. on stemmed.

DRIED FRUIT IN LONDON.

The market for currants is at present showing considerable animation. Merchants, generally, show some disposition to advance prices and to add to their stocks to some extent by advantageous purchases of the lower grades of fruit on this market, in preference to buying in Greece, where the market is dearer than here, and after some considerable purchases the market closes 1s. to 1s. 6d. dearer. Dealers, although being only moderately stocked, are apparently not disposed to enlarge their operations to any extent unless inducements of quality or price are to be met with. This policy would appear to be wise as regards Provincial fruit, stocks of which are plentiful, and bearing in mind the fact that a very slight further advance will necessitate a corresponding increase in the lowest retail price. In slightly better fruit, however, of which the supplies are by no means excessive and values unusually attractive, an advance is neither improbable nor unjustifiable, and some anticipation of future requirements is, perhaps, not inadvisable. Sultanas continue in fair demand, and rates are fully maintained. London stocks are very moderate and well assorted, and prices are at a very reasonable level as compared with the two past years. The prospects of the growing crop would, so far, on the best authorities, indicate a large and satisfactory yield. Valencias are steady. The trade for plums and evaporated fruits is quieter and, in some instances, where dealers have desired to unload stocks on the market, considerable reductions in value have been accepted.—Produce Markets Review, June 6.

E. D. Marceau has to arrive ex ss. Empress of China, now at Vancouver, 20 half chests Condor III Japan tea, which he offers at 37½c., and 25 half chests Condor V at 32½c. These teas are choicest May pickings and the finest for the money.

HALIFAX GROCERS ORGANIZE.

The retail grocers of Halifax have organized an association and elected Ald. W. H. Cawsey as president. The president of the association is the head of one of the largest retail stores in Halifax, and is one of its most pushing and enterprising merchants. Secretaries of the association will confer a favor by sending Mr. Cawsey copies of their constitution and by-laws. The full list of officers as follows: W. H. Cawsey, president; R. N. McDonald, vice-pres.; G. A. Cook, recording secretary; C. E. Choate, financial secretary; J. L. Archibald, treasurer. Executive—W. J. Hopgood, W. E. Crowe, J. J. Skerry, I. Creighton, F. P. Campbell.

ARE OCCUPYING NEW WAREHOUSE.

Ryerson Bros., the wholesale fruit dealers of Brantford, who for over ten years were on Colborne street, have built and gone into a large warehouse on West street, opposite the G. T. R. station. It is a three-storey brick building, 90 x 40 feet, with ripening rooms for bananas in the cellar, with a capacity of carloads, and are fitting in cold storage on the first floor for berries and small fruits.

CREAM OF TARTAR ADVANCING.

"The Canadian Grocer" has been advised that there is a shortage in the supply of cream of tartar, and that prices may be expected to advance considerably.

ENGLAND.

GENTLEMAN, having most valuable connection, and now representing in England a firm of world-wide reputation, is open to accept sole agency for proprietary article or specialities for Canadian house of high standing; exceptional opportunity for first-class Canadian house to make a market in England. Unimpeachable references. Address — "Agency", Care of CANADIAN GROCER, 109 Fleet St., London, Eng. (27-2)

TO START A BALKY HORSE.

A RIVAL for David Harum, at least as regards knowledge of horses, has been discovered by The Horseshoers' Journal. This genius has a guaranteed cure for balky horses, which he claims, will start the horse, no matter how bad he is, let me tell you how to start him 99 times out of 100. Of course, it may fail one time out of a hundred. When a horse balks, no matter how badly he sulks or how ugly he is, do not beat him; don't throw sand in his ears; don't use a rope on his forelegs, or even burn straw under him. Quietly go and pat him on the head a moment; take a hammer or even pick up a stone in the street; tell the driver to sit still; take his lines, hold them quietly, while you lift up either front foot: give each nail a light tap and a good smart tap on the frog; drop the foot quickly, and then chirp to him to go on. In 99 cases out of 100 the horse will go right on about his business, but the driver must keep his lines taut and not pull or jerk him back. If I have tried this once I have tried it 500 times, and every time I have suggested it people have laughed and even bet $5 and bottles of wine that I could not do it. So far I have won every bet. This may make you smile, but a horse has more common sense than most people are willing to give him credit for. The secret of this little trick is simply diversion. I am a firm believer that with kindness and proper treatment a horse can be driven with a string."

If your delivery horse is inclined to balk try this on him.

MARKING OF APPLES.

By J M. Steel, Clarksburg, Ont.

I AM surprised at some of the farmers' institutes wanting to go back to the old way of packing apples when the new way is a decided improvement. We want to improve and move forward instead of standing still, and this is a move in the right direction. The day has gone by when "any style of packing and any kind of an apple" will pass. When the country was young, and fruit not so plentiful, and the export trade had not assumed the large proportions it has at the present time, that way of doing may have been all right, but that day has gone and we are living in the 20th century with 20th century ideas. Competition in the world's markets has grown, and will grow, keener year by year under normal trade conditions, and the country that looks ahead and takes advantage of new ideas will be best off commercially and otherwise. Why is it that California (and even British Columbia I see is forging ahead) has the lion's share of the Manitoba and Northwest markets? Simply by adopting the up-to-date ways of packing fruit that the consuming public appreciate and pay for. This should be one of the large outlets at the present time for our Ontario grown apples; but it is not, for the simple reason that, as mentioned by Mr. Bowron, (see CANADIAN GROCER of June 26) we are trying to educate the market to our ideas instead of trying to meet the ideas of the market. I maintain that there is not in the whole universe a better country for turning out fruit than this country of ours, but we are too slow to adopt modern ideas. No doubt there are many discouragements and frequently losses in changing from one idea to another, but the "keep-at-it" will succeed in the end.

I think the Government in passing the act has conferred a lasting benefit on the country, and the future will bear this out. It has fixed a standard that is fair and just to all, and if the sections that grow the inferior fruit will wake up and try to improve their quality they will soon come up to the standard. It is utterly impossible to vary the standard for different sections, just because their fruit may not be as good as some others.

The act is not made to militate against the farmers, but is for the benefit of all concerned in the trade. Some farmers are no better than they should be, and try to palm off inferior fruit. These are the ones who are the kickers, as it hits them the hardest. The straight-forward man is not afraid to stand by his name any time.

I think the act is plain enough for any common-sense man to understand, and he need have no fear if he makes his barrels in accordance therewith. I have handled apples from the farmers in a small way for over twenty years, but never with better satisfaction than since the act became law, as there is something to go by which is fair to all concerned. The public generally do not object to pay for what they call for, but they expect to get it as represented when they pay for it.

SICILIAN LEMON CROP.

The United States consul at Catania writes: "The summer lemon crop in this consular district promises well. The fruit is of very good quality, although, owing to the dry winter, dirty in appearance. The crop is about the same as last year; the amount for export is estimated at 140,000 boxes (300 in a box); prices, 10 to 12 lire ($1.93 to $2.23), according to quality. Freight rates to New York, per box, are 1s. 3d. (30.4 cents).

THE SITUATION IN CURRANTS.

Spot currants were reported a little firmer on Saturday, with fine Amalias quoted at 5c. inside. It is stated that the sellers offering at 4⅞c. all the week have been either cleaned up or have withdrawn prices. Efforts to buy in several quarters among the smaller holders at 5c. to-day were fruitless. Cables from Greece quoted the market at 13s. per cwt. for prompt shipment, with the market held strongly. On new crop for August shipment up to 14s. per cwt. is quoted. The steamer Alberta is reported as having cleared from Greece with 1,000 tons of old crop and is made due here about the middle of July. It is believed that this cargo will be the last shipment of old crop of importance to this market. Regarding the new crop cable advices report unfavorable weather conditions, but with no damage sustained. The crop prospects at last mail advices favored a yield of about 160,000 tons. The unsold portion of the old crop still remaining in Greece is estimated at under 10,000 tons in some advices.—N. Y. Journal of Commerce, June 22.

The ammonia works of J. G. Harvey, Todmorden, have had a very busy season. The demand for dry household ammonia packed in cartons has exceeded his most sanguine expections.

HOW TO FILL A PIPE.

How to fill a pipe properly is explained in an interesting booklet called "Points on Pipes, by a Connoisseur," which has been brought out by an English pipe house. "Put a small plug of tobacco right down into the bottom of the bowl, then add the remainder gradually, pressing lightly round the inside of the bowl, especially next the stem. This insures the tobacco burning evenly. It is better to undercharge than overcharge. Never refill a pipe until it has quite cooled down; it is a practice of regular smokers to have two pipes in use, so that they never have to recharge a pipe until it has had ample time to become perfectly cool. A new pipe should only be half-filled and the tobacco smoked slowly right out to the bottom. If necessary relight again and again, that the tobacco may be smoked right to the end and the bottom of the bowl charred. If the pipe is smoked thus, carefully, a few times until the whole of the interior of the bowl is well charred, there will be no danger of the pipe burning afterwards."

HOME-COMERS' FESTIVAL.

"The day will seem bright
When the boys come home;
And our hearts will be light
When the boys come home."

THE Home-Comers' Festival, to which Toronto has been looking forward for some time, is now under way. The "Home-Comers" are home, and the city is "en fete." Everywhere the fact of the presence of the home-comers in the city is demonstrated.

Only once in her history, namely at the time of the visit of the Duke and Duchess of York, has Toronto been so plenteously and artistically decorated. The old red, white and blue bunting, with many different descriptions of flags, are everywhere in evidence.

The Board of Trade, who inaugurated and are managing the festival, have been lavish with the decorations on their own building, corner of Yonge and Front streets. This corner, from its prominent position, attracts the attention of all comers on their way from the docks or from Union Station. The top of the building is festooned with bunting, which is supported by columns of bunting to the third storey. Above the windows of this storey is a display in red, white and blue bunting, which is in turn supported by columns of lattice work also in red, white, and blue. The two entrances are festooned in a very artistic style. The whole decorations are set off by numerous small flags.

The grocers and allied trades have done their share in the decorating. The Salada Tea building is artistic with its innumerable flags of all descriptions. At night, every eye is attracted by the company's sign, composed of electric lights in which "Salada" stands forth in letters of fire.

The Blue Ribbon Tea building is neatly and handsomely decked with bunting and flags. The company had its electric sign put in shape for the occasion, and "Blue Ribbon Tea" shines forth with noonday brightness.

George S. Foy's wholesale wine and liquor warehouse, Front street, is ornamented with three red-white-and-blue columns, connected at the top with a cross festoon.

Wholesale grocery firms who have decorated are Davidson & Hay, Perkins, Ince & Co. and Eby, Blain Co.

The retail grocers have also showed their loyalty to the city by making their places of business look as attractive as possible with flags and bunting. The home-comers are in Toronto and they have to be fed. For the retail grocers this will certainly mean an increase of trade. Perhaps in the family orders there will be a very noticeable increase, but the grocers who supply hotels will doutbtless notice the larger orders. One grocer says that his hotel orders have been and will be very much heavier than usual.

There is another way in which the Home Comers' Festival has affected the grocery trade. In view of the festival many families, which usually leave the city for the summer long before July 1st, have remained over. Thus grocers have continued to receive family orders into July, which are usually cut off early in June.

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"
St. John, N.B., June 29, 1903.

BUSINESS continues good. Payments are reported satisfactory. There were large losses through forest fires last week, particularly in Nova Scotia. This has been the worst summer in this respect for many years. In the markets cream of tartar is still moving up. Prices are higher than for years. Rice is slowly advancing. The holiday broke into the business of the week causing two days of rush. Our dealers are carrying quite large stocks of pure lard. The outlook is mostly unfavorable though the lower prices are difficult to understand. In cheese the prospect is for a large output. Prices keep quite high.

OIL.—There continues to be quite an active demand for illuminating oil at even prices. In lubricating oils the rather quiet season at the lumber mills is affecting the consumption. Paint oils are unchanged in price. In cod oil stocks are light and prices quite firmly held. It is as yet early for new oil.

American Water White	0 20	0 21
Best Canadian	0 19	0 20
Prime	0 18	0 19
Linseed oil, raw	....	0 64
" boiled	....	0 67
Turpentine	0 84	0 86
Cod Oil	0 29	0 31

SALT.—Quite a large cargo of Liverpool salt arrived this week and another is due. Demand is only fairly active and while cargoes are landing prices are being shaded. There was some factory filled in the cargoes which found a prompt sale. Complaint is still heard over the slow arrival of Canadian salt.

Liverpool coarse, per lb	0 55	0 60
English factory-filled, per lb	0 95	1 00
Canadian, per bag	....	1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl	....	3 10
" " 10-lb " "	....	2 85
" " 20-lb. wood boxes, each	....	0 25
" " 10 " " "	....	0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.—Active interest is taken in the question of who is to represent the association. This means considerable to several. The matter may be settled before this is read. Dealers are displeased over the lack of information in regard to prices and other arrangements in reference to the methods of the association. Corn while firm is quite plenty. Peas are scarce and very firm at full figures. Tomatoes remain unchanged at the same high prices. New salmon are quoted at prices about as last year. Fruits and meats find steady sale at even prices. New sardines show quite a demand.

Tomatoes, 2's	$1 25	1 40
" 3's	1 50	1 60
Corn	0 90	1 00
Peas	1 05	1 20
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3's	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" spring	1 25	1 35
" Rivers Inlet, red sockeye	1 35	1 40
" Fraser River "	....	1 50
Domestic sardines, oils, ½	3 00	3 25
" mustards, ½	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.—With the arrival of small California fruits dealers are even more busy than before. This line is not at its height till pears come. New lemons are freely offered at firm prices. Oranges find a fair sale. Limes are rather firmer with larger sales than usual. Bananas are finding a large sale at low prices. Tomatoes are still quite high. Cucumbers remain unchanged. Strawberries show large sellings. Ontarios still have the market. Rhubarb is lower. It is not as plentiful as usual. Melons are offered. The weather is too cold for large sales. California peaches, apricots and plums find a fair demand.

Mediterranean oranges	3 50	4 00
Californian navels, per box	3 75	4 50
Valencias, 420s "	6 50	7 00
Messina lemons "	3 00	4 50
California apricots	1 75	2 00
" plums	1 75	2 00
" peaches	....	2 50
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Strawberries	0 10	0 12
Rhubarb	0 01½	0 02
Cucumbers, per doz	....	0 80
Pineapples	3 50	4 00

DRIED FRUITS.—This is a quiet line. Demand is largely confined to prunes, seeded raisins and currants. Prices are lower. In other lines of raisins the market is very dull. Orders for new peels are quite freely given. Dates have a steady sale. Evaporated apples are rather firmer. Onions show but a fairly active market.

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	....	0 06

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers "	0 08	0 08½

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½ boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ¼s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 08½	0 09
" " seeded, in 1-lb. packages	0 10	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10½	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

	Per lb.			Per lb.	
30-40s	....	0 08½	70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06	0 06½
50-60s	0 07½	0 08	90-100s	0 05½	0 06
60-70s	0 07	0 07	Egyptian onions	0 02½	0 02¾

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

ONIONS.

Bermuda onions, per crate	2 50
Egyptian onions, per lb	0 02½

SUGAR.—Sugar finds a good steady sale. While the market keeps firm there has been no further advance. Granulated has the bulk of the business. The low prices have caused yellows to take a very secondary place. There is very little foreign sugar here.

Paris lumps, in 50-lb. boxes	5 00
Redpath's granulated	4 25
St. Lawrence "	4 25
Acadia "	4 20
Bright yellow	3 90
No. 2 "	3 60

MOLASSES.—In this line stocks are light. More stock than ever before is coming via American ports. Porto Rico has the chief sale. Some good values are shown in New Orleans.

Barbadoes	0 36	0 38
Porto Rico	0 40	0 43
New Orleans	0 30	0 35

FISH.—Salmon continue to have the chief attention. Prices are firmly held. The catch here is light and the quantity shipped to Boston lighter than usual. More North Shore salmon is being used here than is the rule. Gaspereaux and shad are about done. Halibut is not so freely received. In dry cod some new fish are offered at rather easier price. Pollock are dull. New pickled herring are offered but the sale is light. Smoked are still scarce. A few pickled shad are offered.

Haddies, per lb	0 05	0 06
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	1 75	2 00
Pickled herring, per ½-bbl	2 00	2 20
Dry cod	3 00	3 70
Pickled shad, ½-bbl	5 00	6 00
Halibut	0 08	0 09
Fresh salmon	0 15	0 16

FLOUR, FEED AND MEAL.—In flour prices are quoted higher. In Manitobas there is quite a range in prices. Oatmeal is firm and sales are light. Package oatmeal cuts out the bulk business largely because so much of the bulk goods is poor. Cornmeal is firmer. Beans remain unchanged. Barley and peas show a light stock.

Manitoba flour	$4 80	5 00
Best Ontario	4 10	4 15
Medium "	3 95	4 00
Oatmeal	4 10	4 15
Cornmeal	2 56	2 75
Middlings, in small lots	24 00	26 00
Oats	0 40	0 44
Hand-picked beans	2 00	2 10
Prime "	1 86	1 90
Yellow eye "	2 80	3 00
Split peas	5 25	5 50
Barley	4 25	4 40
Hay	9 00	11 00
American timothy	2 00	2 50
Canadian "	2 70	3 15
Red clover	0 11½	0 15
Mammoth clover	0 15	0 15
Alsike "	0 13	0 15

NOTES.

Messrs. Baird & Peters, packers of "Vim" tea have undertaken a most popular method of advertising. They have engaged one of the best bands to give evening open air concerts weekly, during the next three months, in different parts of the city.

Messrs. Copeland & Chatterson have opened a branch office here. Mr. Huyck, who has been their Maritime representative, and who is very popular, is in charge. It is one of the handsomest and best arranged offices in the city.

The Maritime Spice & Coffee Co. have found it necessary to increase their premises very largely.

Messrs. T. Collins & Co. received this week a shipment of New Orleans molasses. They offer two grades.

It does not matter

WHEN you buy Canned Meats, or HOW and WHERE you buy;

but, WHEN you buy **Clark's**

you get absolute satisfaction,

60 VARIETIES TO CHOOSE FROM.

TRY — DELICIOUS ACID FRUITS — FOR SUMMER USE — CORONA FRUIT MEAT — FOR SPRING USE — FOR PIES PUDDINGS ETC — TRY

Delicious, Healthful
The Ideal Fruit
—FOR—
SPRING and SUMMER USE
Once Tried, Always Used.
ASK FOR IT.

CANADA'S IDEAL WORCESTERSHIRE SAUCE

A pure, wholesome, appetising
Canadian product of High Quality
Of special interest to the Canadian Grocer.
—It gives complete satisfaction.
—It shows a good profit.
—Your jobber supplies it.

L & L GOLDEN SEAL Trade Mark

LEES & LANGLEY, 53 COLBORNE ST., - - TORONTO. PHONE MAIN 1975.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

FANCY CALIFORNIA, NAVEL, VALENCIA, SEVILLE. ORANGES

Car FANCY MESSINA LEMONS just in, free of frost. Finest Brands of Oysters and Finnan Haddies, all at lowest possible prices. Send us your orders.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.

THE BELLEVILLE BUSINESS COLLEGE, LIMITED
BELLEVILLE, ONTARIO.
Send for handsome Catalogue describing fully all courses taught. J. Frith Jeffers, M.A., Principal.

Window and Interior Displays

Timely Hints and Suggestions.

IT HAS become a recognized fact in almost every merchant's mind, that to a great extent the success of his business depends upon the use he makes of his windows. He realizes that a well-arranged window means increased sales, both through the advertising it gives him and through the attractive way in which a certain article is displayed.

That he may not sell much of the article displayed is by no means any proof that that window was a failure.

He may spend a great deal of time and attention and even money on the arrangement of a window, and may not sell $5 worth of the article displayed during the next week. But it is decidedly rash to jump to the concluston that he has gained nothing from that display, and that it has been a waste of energy and money.

The advertising he may receive by that tastefully decorated window may amount into the hundreds of dollars, if a valuation could be put on it.

His fellow townspeople may have been well supplied at the moment with the article over which he spent so much time, or it may even have been a little unseasonable in its nature, but he can rest assured that when anyone needs that ware he will not forget that Blank carries it in great variety and at good prices.

In addition comes the immediate result, that the window stops people, and the carefulness displayed will not only make or sustain a reputation for the firm, but will attract the passers-by into the store for anything they may need in the lines handled by the store.

It is practically impossible to estimate correctly the benefits derived from a certain window. A customer may see an article in a window to-day and may not buy it until some months from now. And yet it will have been the display of it that kept before his mind just where that article is sold.

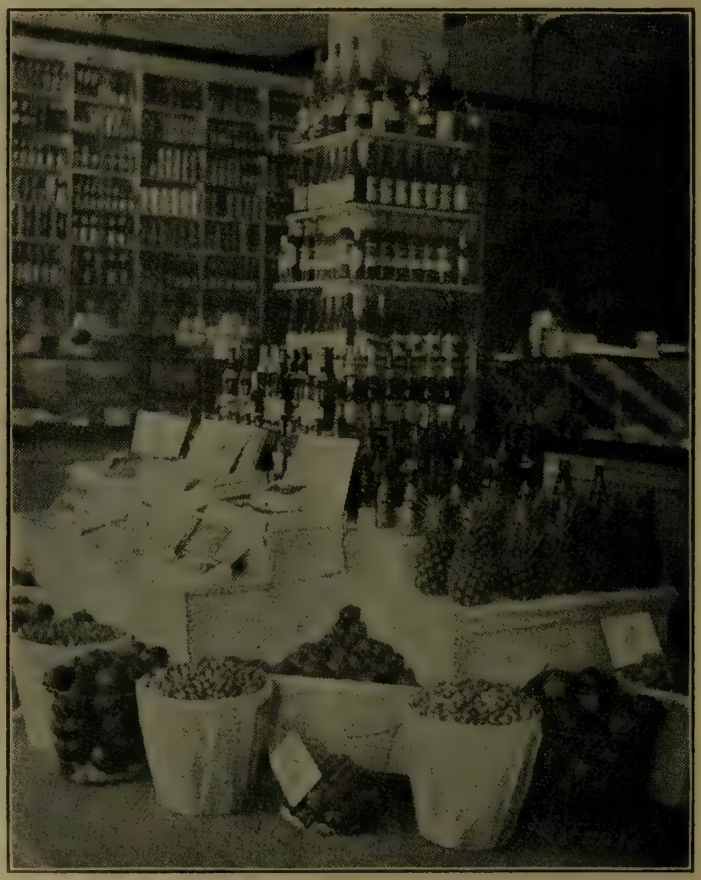
It is very much similar to advertising. An advertiser fills his space attractively, pays his bill and then sits down to watch for results. Simply because people don't immediately rush to his store and clamor for the thing advertised, and exclaim that they saw it in the advertisement, many fairly thoughtful merchants conclude that the results have not paid for the cost of the advertisement.

The results from a window display or advertisement may extend over months, or may do nothing more than present the name of the firm to a few people who have never had their attention called to it. In either case it pays, and pays well.

The merchants who employ in their windows mechanical displays or attractions not in their line of business, are aware of the fact that results from show windows cannot be based entirely on the direct sales. Although it is a debatable question whether such exhibits bring the trade they are often supposed to bring it cannot be denied that much good is done by stopping pedestrians and drawing the name of the firm to their attention.

The writer has for years passed back and forward on a certain street and never noticed or knew of the existence of a certain cigar store, and yet, only two days ago, he suddenly became aware of it by noticing a crowd looking at a well set up collection of coins in the window.

To a new or small store, such attractions are of particular value, and to any store they are worthy of trial.



Interior Arrangement of Fruit.

This Week's Illustration.

The interior display presented is from an exchange, and contains a few very useful ideas for economy of space and the display of certain goods. The arrangement of shelves around the pillar conceals its bareness and provides an excellent display stand for bottles or cans.

The wire baskets used to hold the fruits and nuts are a solution of a difficult problem with the grocer. The effect is neat and the display satisfactory. In the open-work baskets are the larger fruits, while every other one is lined with a colored or white paper and contains small things, such as nuts or the smaller fruits. These baskets cost very little, last for years and always look neat.

CANADIAN EXPORTS GROWING.

Mr. H. Goff, the Canadian Government agent at Bristol, stated in evidence before the House of Commons Committee on the Bristol, London, and Southern Counties Railway Bill, that there were many complaints of insufficient railway accommodation at Bristol to take away such Canadian produce as butter, cheese, bacon, eggs, and fruit. The absence of refrigerating apparatus on the trains was a disadvantage for the trade in the articles mentioned.

Artistic, Sanitary Durable

WHAT MORE COULD BE SAID OF AN INTERIOR FINISH?

OUR

METALLIC CEILINGS AND WALLS

give the acme of lasting satisfaction of all classes of building.

Such a multiplicity of decorative designs—and such a perfection of best workmanship in every detail—their unequalled popularity is fairly earned.

You can find no better interior finish and decoration for almost every class of building Estimates. furnished, if you send measurements.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

EATS DIRT

and seems to like it, too.

The Cleveland Wall Paper Cleaner

does marvellous work. A 25c. can is sufficient for the average room. Samples sent with each order.

GEO. RIDOUT & CO.,
77 York St., Toronto.

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition	$5.00
A.B.C. Code, 5th Edition	7.00
A1 Code	7.50
Robinson's Code	1.50
Armsby's Code, 1901 Edition	2.50
Economy Code	3.00
Scattergood's Fruit Code	5.00
United States Code	3.00
Arnold's Tobacco Code	2.50
Baker's Potato Code	2.50
Broker's Code	1.00
Citrus Code	2.00
Index Code	2.00
Universal Sugar Code	1.00
National Coffee Code	1.00
Riverside Code 1890 and 1901	3.00

All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, $1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, $1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

FOREST CITY GOSSIP.

Office of "The Canadian Grocer,"
365 Richmond street,
London, June 30, 1903.

THE wholesale as well as the retail grocers of this city are a unit in saying that while the camp was here a visible increase took place in the grocery and provision trades. The commissariat department of a camp of 2,000 men and officers can dispose of quite a few tons of provender in 12 days, and although this special increase in this branch has now dropped out, business under the ordinary conditions remains brisk, and good, all round activity can be reported during last week. Prices of canned goods are very firm, and owing to light stocks there is a possibility of higher figures before very long. Sugars, coffees, teas and nearly all staple lines remain at the prices of a week ago.

* * *

The famous Covent Garden market last Saturday was an interesting sight. Market Square was literally jammed with farmers' wagons laden with the choice products of the best of Ontario's farms. Farmers and their wives and daughters were in their element, as they disposed of their tempting and appetizing commodities and raked in the ready cash from well-pleased purchasers. It is here in the early hours of market days that many of the 200 retail grocers of London bring their delivery wagons to draw home their selections of butter, eggs, vegetables, etc.; enough to supply during the great part of the following week.

* * *

The Dominion Day holiday this week accounts in some degree for the increased attendance and unusual impetus to the disposal of the heavy offerings. An extra large business was done with the hundreds of housekeepers who come from every quarter of the city on the trolleys, and return with full baskets, as well as with the corner store grocery men, who buy in large quantities.

* * *

Mr. Charles S. Hyman, M. P. for this city, carries on one of the most extensive tanneries in Ontario, and in this business has been very successful. He has been very prominent at Ottawa as chairman of the Railroad Committee, and the business men here allege that he is slated as member of the Cabinet when the changes soon to take place have been made.

* * *

By the failure of The Cosmopolitan Assurance Co., of Chicago, just announced, about a dozen London, Ont., people will lose sums varying from $100 to $1,000, or more.

* * *

James Tune & Sons, of this city, and Charles Wilson, of Toronto, are defen-

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

WANTED --- We want a number of bright young men to represent us in various parts of Ontario; must be first-class salesmen; those having experience in general stores preferred; address giving age, experience and references, to Box 30 CANADIAN GROCER. (26-2)

MILLER — Second miller—for three hundred barrel plansifter mill. Apply immediately, The Hedley, Shaw Milling Co., Limited, No. 208 Board of Trade building, Toronto. f.

CLERK for wholesale and retail cigar business; must have knowledge of bookkeeping. G. W. Muller, 9 King street west, Toronto. f.

FOR SALE.

FOR SALE—Thriving business; bakery, grocery and restaurant. Proprietors health failed, Apply at once, Box 36 CANADIAN GROCER, Toronto. (25-10)

FOR SALE — Grocery, fruit and ice cream business; going west. A. E Code, Waterloo, Ont. (26-3)

COFFEE ESSENCE

SOLE purchasing agent wanted for a very fine coffee and chicory highly recommended by The Lancet, THE GROCER and other papers. Highest awards where shown. Apply "Essence," THE CANADIAN GROCER, 109 Fleet st. London, Eng. (24 4)

BUSINESS.

A Canadian gentleman, with capital, now residing in England, with business experience in both countries, desires to meet exporters or manufacturers in Canada, in view of doing business by agency, purchase or otherwise. First-class security and credentials. Will soon arrive in Canada. Meantime, Address, "Export," Box 37 CANADIAN GROCER. (26-2)

The Canadian Grocer has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

STRETTON'S PRIZE MEDAL SAUCE
Worcestershire
PURE, DELICIOUS, BEST.

STRETTON'S IMPERIAL RELISH—A splendid selling line.
STRETTON'S MUSHROOM KETCHUP—The best on the market.

Montreal Agents
S. H. EWING & SONS,
96 King St., MONTREAL.
Telephone Bell Main 65.
" Merchants 522.

dants in a suit that has been carried to the Privy Council on appeal by the plaintiffs, The Grand Hotel Company, of Caledonia. The Court of Appeal recently decided that the latter had no exclusive right to use the word "Caledonia" in describing the water from the springs. That company have now appealed the case to the Privy Council. Mr. Frank Arnoldi, of Toronto, sailed yesterday to argue the case.

* * *

The cigarmakers are on strike. Formerly earning $12 on an average weekly, they are now only receiving $5 from the union every week. In their aid an open-air band concert was given in Victoria Park and a good sum was realized.

* * *

Mr. Frank Thompson, son of W. J. Thompson, carriage manufacturer, and Miss Sylvia, youngest daughter of Mr. J. A. Balkwill, were married last week by the Ven. Archdeacon Davis, in St. James Anglican Church, this city.

* * *

At the London Cheese Association rooms on Saturday about 3,000 boxes were boarded. Four or five lots were sold, the price being 10½c.

* * *

The Scotchmen in business in this city, who are numerous, are gone daft in anticipation of the big day they are to enjoy at the Caledonian games in the Queen's Park on Dominion Day; and the Scotch grocers and provision men are quite as keen as any. The local St. Andrew's Society certainly deserves much credit for the splendid and extensive arrangements they have made. An unusually large gathering from outside towns is expected.

* * *

At a meeting of the creditors of Clark, Vandelinder & Co., of this city, last week, a statement was submitted showing the assets to be $63,697.79, and the liabilities $50,567.22, leaving a surplus of $13,130.57. Against this is a claim of $11,000, made by M. A. Halliday, of Chesley, Ont., who was admitted to the partnership after the retirement of Mr. Vandelinder.

CANADA AND AFRICA.

W. E. EARLE, head of The Earle Publishing Company, St. John, N.B., who has but recently returned from a six months' visit to South Africa, says that trade in that country since the close of the war has begun to pick up wonderfully, and that it is beginning to feel the stimulus of competition.

He thinks that the present would be a good time for Canadian firms to enter the South African market. There is a good open market for food products, canned goods and manufactures, which, he thinks, Canadians might easily capture, provided they pay particular attention to the packing of the goods so that the articles may arrive on the market in the best possible condition.

He found that the merchants there are anxious to get into closer touch with Canadian conditions, and with this in view a number of them will attend the convention of the Chambers of Commerce of the Empire to be held in Montreal in August.

NO HALF-HOLIDAY FOR "TWIN CITY."

At the regular monthly meeting of the "Twin City" Retail Merchants' Association, held in Waterloo on June 15. the question of having a weekly half-holiday was discussed. It was decided to circulate a petition among the merchants, and have the matter reported at a special meeting to be held in a week's time. The special meeting was held, and the report submitted, which showed that the majority not in favor of the half-holiday was ten. Therefore the matter was dropped.

King's Elevator, Port Arthur, is adding a 500,000 bushel annex and The Canadian Northern Railway Company are contemplating the erection of another elevator with a capacity of 3,500,000 bushels at the same place.

Quina Excelsior
Composition of Kola, Cacao in Kalisaya, and Electrified Oxygene : : : : : : :

The Very Best Medicine for convalescents and sick persons.

AN IDEAL BEVERAGE in Summer time when mixed with cool water. It is refreshing, healthy and curative for all affections of the stomach.

—SOLE AGENT FOR CANADA.—

B. O. BELAND,
—IMPORTER OF—
Champagnes, Brandies, Dutch, Holland and Russian Gins, Wines, Clarets, Liqueurs, Olive Oils, Perfumes, etc.

26 Lemoine Street (near McGill Street), MONTREAL. Telephone Main 181

SOCKEYE SALMON

"Clover Leaf Brand"

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

Sardines

Henri, Golf Club,
Romain, Gladiator,
Albert.

Probabilities are higher prices. Kindly write for samples.

The F. J. CASTLE CO., Limited,

OTTAWA, CANADA.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Look out for our Ad. next week—It will be interesting—in the meantime sell that up-to-date article—

Jersey Cream Yeast Cakes

Supreme Court——Privy Council—We are with you.

New pack Strawberries, New pack Raspberries, New pack Peas.
New pack Rhubarb. Now ready for shipment.

LUMSDEN BROS., Hamilton and Toronto.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink

Hires'

Root Beer

the whole day long,
And you will feel "all right."

Stock with **HIRES' Root Beer.** See that your travellers have it on their price list. It pays a GOOD PROFIT.

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds, as follows :

Squirrel, Fox and Tiger.

OLIVE OIL—"TUSCAN"
Finest Cream Salad in Gal. Tins.

☞ Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.

W. P. DOWNEY,

SOLE AGENT FOR CANADA.

26 St. Peter St., —Prices on Application— MONTREAL.

FLOUR AND CEREAL FOODS

The Cereal and Food Question.

ALBERT STRITMATTER says in the last number of The American Miller: The writer has been considerably interested in the various articles that have appeared from time to time in The American Miller on the subject of cereal breakfast and "health" foods. Some wheat flour millers seem to think that the advent of cereal foods has crippled or will eventually cripple the wheat flour business to a large extent. There are other millers who, in the past, have believed or at least have hoped that the "fad" would be a passing one and would soon be over with, but within the last year they have been, as it were, overwhelmed by the amount of advertising and the show of the cereal foods and have begun to be disheartened, believing that sooner or later these foods must make an enormous inroad on the sale of wheat flour.

There have been so many views expressed by millers and others on the matter that the writer has for some time past been trying to ascertain to just what extent the cereals were displacing the wheat miller's product. There is one thing that I believe flour millers do not recognize in this question, and that is, simply because a package of cereal food is advertised as a good thing to eat for breakfast, dinner and supper, and as a blood, flesh and brain food, the consumer of this class of foods does not, as a consequence, eat them alone and all the time. As a matter of fact, several of these cereal food cartons bear specific instructions against overfeeding. They state that when being used at first one is apt to become enthusiastic and eat so much of the food as to become tired of it very soon. They then go on to state that a certain amount is the proper quantity "for the cereal portion of a meal." Millers and others too often overlook this fact, that few people make an entire meal out of a cereal food. If they do, it is likely to be the breakfast, rather than any other meal, but the writer does not know of any one who makes a practice of eating nothing but cereals even for one meal a day right along. People may do so occasionally, but I seriously doubt if any large number do so regularly.

Then, too, from the writer's observation there are few people who eat these foods regularly at every meal in the day, even in small quantities. Many people use them for breakfast, or for supper, and sometimes for two out of the three meals each day, but I doubt if many use them for every meal. I do not mean that these foods are not sometimes used three times a day, or for a few days, but I know of no one who uses them at every meal (or even at two meals a day) every day, week in and week out.

About the only places where the writer has known of their being served at every meal are the restaurants and the hotels. One can always get them at such places for any meal, and there is probably a very large quantity consumed at these places, but I have never seen any one make a meal out of the cereal foods at a hotel, or tell the waiter he did not wish any bread because he had some breakfast food!

Another thing that investigation along this line by the writer, as well as by others, has brought out, is that the cereal foods have affected meat to a greater extent than any other foods. The high price of meat and the amount of work to prepare it have caused the people to turn to something which was cheaper and more easily prepared.

That there are enormous quantities of these cereal foods being sold to-day cannot be denied, and there are many people who do not think it is to be regretted. That the foods are valuable is questioned by some and is enthusiastically proclaimed by others is to be expected. That there may be some of these foods which the ordinary wheat flour miller could put out at a much lower price than they are sold for, is perhaps the case. That the foods are a success is due partially to the advertising policy of the manufacturers, but as advertising is open to wheat millers as well as cereal food manufacturers, everyone has the same chance. What would be the result if some of the flour millers adopted similar methods can only be guessed at, but it is a fact that many a flour miller would do well to compare his advertising with that of some of the cereal food people.

The writer believes, therefore, that the effect of the cereal foods upon the wheat flour miller has been very slight. Bread seems to be as abundant as ever, and as popular as ever. On the other hand, less meat is being used. This is due not only to the higher cost of meat and the extra work of preparing it, but in not a little degree is it due to the difficulty, especially in large cities, of securing perfectly fresh meat.

Wheat is King.

WHEAT is king. His subjects are everywhere. His army is confined to no clime or country. Wherever wheat can be produced there the wheat army labors. Flags and allegiance and patriotism place no limitations on the wheat king. His orders override all earthly laws. His decrees are unassailable. The country that suits him best he occupies without human opposition of any sort. The world must have wheat. It can consume 2,900,000,000 bushels of wheat a year, and the demand increases. So the reign of old King Wheat, which dates back further than human records can trace, and will continue so long as human life lasts, is the longest reign and the most important reign of all time.

Western Canada is the latest discovery and conquest of the wheat king. Within the memory of many now living, it was generally supposed that wheat could not be successfully raised in those northern latitudes. People spoke of frosts and shook their heads wisely. It was a rash and venturesome enterprise to attempt when raising on the western prairie. Even after the success of the experiment had been demonstrated cautious folks whispered about impending disasters. They did not dream that a day was near at hand when all would concede that Canada had the best wheat fields in the world; that in the virgin prairies that had for, perhaps, millions of years awaited the wheat sower there were possibilities and potentialities far exceeding the wildest dreams of man; that the western country would soon give the world the very best wheat known, and that that glorious crop would prove a loadstone for people in the four quarters of the world. Yet that is the sober truth. And not the least remarkable circumstance of this national romance is the fact that the Canadian wheat paradise has proven an irresistible attraction to thousands of workers in

FOR fifty years Tillson's mills were kept busy supplying the best rolled oats in the world to a district within a radius of fifty miles of their mills. This district knew Tillson's Oats and took all the mills could then supply. But greatly increased facilities have for over a year been turning out sufficient quantities to supply the demand from all over the Dominion.

Good advertising induced the public to buy the first package, good Oats is keeping them insisting on Tillson's Oats.

Put up in attractive two-pound packages.

Tillson's Oats--Pan Dried

A Food, not a Fad.

The Tillson Company, Limited,

TILLSONBURG, ONT.

the greatest wheat-growing country in the world, the United States. This is what the founders of Canada predicted, but few others believed.

To the wheat grower Canada has a double advantage over the United States. Not only is the wheat vastly superior by reason of the higher latitude, but land is a good deal cheaper. A farmer to the south of the international boundary has from forty to fifty dollars an acre invested in his wheat fields. He can realize on that and secure a farm in Canada for nothing. Or, if he wishes a choice location, he may by paying four or five dollars an acre operate in Canada with the same capital as he had in the United States ten times the area. This, of course, is a condition of things that cannot last always. In time land will appreciate in value until the financial advantage of a change will be materially lessened, if not altogether wiped out. In the meantime, however, the American farmer who has the instinct of a land speculator can see that Canadian farm lands are a splendid investment at their present values. Hence there is a migration of land speculators as well as of prospective settlers. In either case the movement demonstrates a faith in the future of the country, and will in the end promote its material benefit. We can regard with less confidence the operation

JOHN MacKAY, Limited,

Successors to John MacKay, deceased

ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills

BOWMANVILLE, ONT.

HEAD OFFICE : 1 Adelaide St. East,

Correspondence solicited. *Toronto, Ontario*

THE BEST FLOUR.

Calla Lily Choice Manitoba Patent

G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc , etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,

PERTH, - ONT.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. **SATISFACTION GUARANTEED.**

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley,
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,

ST. MARYS, ONTARIO.

of the wealthy land companies which are purchasing large areas in the West, and retailing them to settlers at a considerable advance. The effect of this wholesale speculation may be to advance prices.

With the migration of wheat to Canada another important movement has been set on foot. The western millers who depend on American wheat are wondering what will be their fate when the new wheat empire is established in Canada. They would like to get Canadian wheat to grind into flour for the export trade. The American manufacturers have a similar interest. They can see growing up in the Canadian west a wealthy community which will require agricultural implements, and all the conveniences and luxuries of modern life. They would like to capture the trade of the people and make it tributary to the United States. This desire has given a fresh impetus to the movement for reciprocity. The movement has been stimulated by the prospect of a preferential trade arrangement between Canada and Great Britain.

In the current cartoons Uncle Sam and John Bull are pictured as both anxious to make love to the promising Miss Canada. The Americans are impatient at the slowness and shyness of the advances of Uncle Sam. While he is preparing his toilet blunt old John Bull is engaging the attentions of the young Canadian charmer. All this is very interesting and amusing, but it reveals aspirations on the part of Uncle Sam that are doomed to disappointment. Miss Canada's affections are already fixed. She has already expressed a preference for John Bull, and if he reciprocates, as we are confident he will, the advances of Uncle Sam will be quite unavailing. In any event Miss Canada knows that Uncle Sam would insist upon a large measure of advantage in any bargain he might make, and she would prefer the old informal friendship to any closer and more definite alliance.

Poor Appreciation.

The "Force" Food Co. recently made a very generous offer to the Canadian grocery trade. Attached to each package of their June shipments of "Force" was a coupon entitling the grocer handling the goods to two cents on each package, and allowing two cents also to the clerks who made the sales.

The idea of the "Force" company in offering this inducement was to assist the retailer to make a little additional profit and certainly not to encourage the indiscriminate slashing in price which has been indulged in by some of the trade. The "Force" company do not appreciate this abuse of their liberality and have notified the trade that the coupons in the hands of grocers cutting the price will not be recognized. The "Force" company wish to establish the price of their goods at 15 cents per package, and those in the trade who are meeting their wishes in this regard will get their coupons redeemed by sending them to the head office, Buffalo, when the goods are sold.

It is to be lamented that when some special consideration is made to the trade as an inducement to establish an understood price, some grocers will deliberately sacrifice the few opportunities afforded them of making an extra profit.

NOTES.

The Moose Jaw flour mill is again in running order.

The large flour mill at Gilbert Place, Manitoba, will be erected by October 1.

The Dowling Milling Co., of Edmonton, will soon have an elevator capacity of 150,000 bushels.

The output of The Ogilvie Milling Co. will be enormously increased as a result of arrangements now in progress.

J. W. Larke, Canadian Trade Commissioner, reports a good demand for Manitoba flour in New South Wales.

The capacity of The Lake of the Woods Milling Co. at Portage La Prairie is to be increased from 900 to 1,200 barrels per day.

The new mill built recently by The Renfrew Roller Mills Co. commenced operations last week. It has a capacity of 200 barrels a day.

One million acres of land is said to have been bought by an American syndicate in Manitoba. They propose to raise wheat on an enormous scale.

It is said that The Minneapolis Milling Co., the largest concern of that kind in the world, are laying plans for the erection of an immense flour mill at Fort William.

Representative Bede, of Duluth, Minn., speaking a few days ago in Washington, prophesied that in a few years the great exporting flour mills of Minneapolis and Duluth would be compelled to shut down unless by a measure of reciprocity they were enabled to grind the Canadian crop.

SWISS FOOD.

When buying—Remember!!

"Swiss Food stands pre-eminent."

Swiss Food has stood the test of competition and now stands easily top as leader of BREAKFAST FOOD.

The grocer who sells it
Pleases his customer and profits himself.

P. McINTOSH & SON, MANUFACTURERS, TORONTO.

CANADA BROKERAGE CO., Limited

F. W. HUDSON,
President.

W. F. MORLEY,
Vice-President.

H. T. WILSON,
Sec.-Treas.

Telephone Main 2282.

48 WELLINGTON ST. EAST,

TORONTO.

General Agents and Wholesale Dealers in Fancy and Staple Groceries.

UPTON'S

JAMS, JELLIES AND MARMALADE ARE THE FAVORITES OF THE PARTICULAR PEOPLE, AND AS YOUR CUSTOMERS ALWAYS WANT TO BE SUPPLIED WITH THE BEST IT IS OBVIOUS THAT, TO KEEP UP WITH THE DEMAND, YOU MUST STOCK THE GOODS THAT ARE MOST IN DEMAND. IF YOUR JOBBER OFFERS YOU A SUBSTITUTE FOR UPTON'S SEND YOUR ORDER TO US AND WE SHALL SEE THAT YOU GET WHAT YOU WANT.

A. F. MacLAREN IMPERIAL CHEESE COMPANY, Limited, SELLING AGENTS, TORONTO.

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

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A handsome Diary is presented free to annual subscribers.

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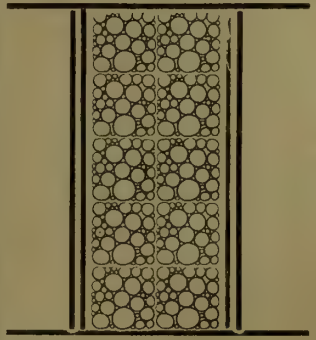
Specimen Copies Free on Application.

EVERY GROCER WHO ADVERTISES



MacLEAN PUBLISHING COMPANY, TORONTO

ought to have **"100 GOOD ADS. FOR A GROCERY STORE,"** recently compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion and Criticism in THE CANADIAN GROCER.

The hundred ads. illustrate a number of ways of talking interestingly about a grocer's stock, and are full of suggestions as to what to advertise and how to advertise it.

An introductory talk tells how, when and where to advertise, and included in the book are nearly 100 short, catchy sayings for ad. headlines, show-cards, etc.

A copy of the book will be sent, postpaid, to any address on receipt of ONE DOLLAR.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

PUBLIC MEN WHO SMOKE.

THE ladies of the Woman's Christian Temperance Union's anti-cigarette deputation doubtless felt a thrill of satisfaction the other day when the Prime Minister told them that he was a non-smoker. Yet it was only modified rapture that should have been experienced by those earnest and energetic women, for the First Minister eschews the weed because he cannot use it. To him belongs no laurel wreath for abstinence.

It is not a matter of choice, it is a case of stern necessity, for Sir Wilfrid has said in his salad days he tried to do as other men did. He tried to smoke, but the sweet solace was not for him. To put it badly, it made him sick. Two or three times he essayed to school himself to the use of the greatest anodyne for mental worry that the world knows, or ever will know, but Nature stepped in with a veto. Sir Wilfrid's brain is strong, but the internal economy further down is weak. This incapacity caused him some regret, and occasionally does to this day. In the company of friends who have been enjoying their cigars, the First Minister has often said: "I wish I could enjoy a cigar the way you fellows seem to"—for Sir Wilfrid's language, as may be seen, and, as is known to all who have had much contact with him, is pleasingly direct and delightfully simple. He does not, like some other men high in office in Canada, make speeches in private.

Another big man who cannot smoke is Sir Charles Tupper—the Old Man, for "Young Charley" cares for few joys more than for those which his old black briar-root gives. The former Premier says that public dinners are always a possible infliction to him. This is when they are held in small or low-ceilinged rooms, where the smoke cannot ascend. At the dinner of the press gallery of Parliament a year or so ago, Sir Charles mournfully referred to his limitations in the way of enjoying a smoke. He told his hearers how he, too, had challenged and had been vanquished by our Lady Nicotine. When he was a young man in Nova Scotia, he said, everybody chewed tobacco, in addition to using it in a decent and sensible manner. Always progressive, and always striving after some new thing — Sir Charles is a very Athenian in this latter respect—he essayed to smoke. The result was so disastrous that, unlike Sir Wilfrid, he never tried again. Once was enough for him. The War Horse of Cumberland was put to rout by one solitary pipeful of superior smoking mixture. Like an astute war horse he knew when he was licked, and he retired from the fray.

Sir Charles, Junior, had no difficulty in contracting the habit that had conquered his father.

Robert Laird Borden, leader of His Majesty's Loyal Opposition, has two prime passions—a love of Kipling and a love of smoking, not that Mr. Borden carries either to excess. Extravagance in any line of life is totally foreign to him, but he can quote Kipling by the yard, and he allows himself a moderate number of cigars per day, perhaps six or seven. And his cigars are about as good as can be found anywhere. In other things Mr. Borden is almost ascetic. He is an indefatigable worker. No man in the House of Commons more continuously scorns delights to spend laborious days. But the laborious days must be broken by a cigar once in a while.

And then comes Hon. Clifford Sifton. The cigar bill of the Minister of the Interior must tot up to a pretty figure at the end of the year. He, too, will have naught but the best, and, as he gives away twice as many as he smokes, the expenditure must be high.

Once in a while Mr. Sifton induces his colleague, Mr. Paterson, to accept a cigar, but the Minister of Customs insists on preferring the common clay pipe, beloved by childish bubble-blowers, and retailing for one cent. With this filled with strong tobacco, between his teeth, Mr. Paterson is quite happy. Once upon a time, when the Liberals were in Opposition, it was

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

"A Choice 10 center"

'Choice" is the exact word that critical smokers use to express their satisfaction with my famous ten-cent "Pharaoh" Cigar. Better yet is the steady profit these "choice" Cigars bring *you*. Once a smoker of the 'Pharaoh" means *always a smoker of the "Pharaoh."* Let me send you proof!

My "Pharaoh" Cigar.

J. BRUCE PAYNE, Mfr.,
Granby, Que.

"La Fama Cigars"

are Good Cigars.

The kind that makes a man risk burning his lips to get the last whiff.

They are the "come-again" sort. Try one and you'll try more.

A man can smoke one with his head in the air. He can give one to a friend or sell one to a customer and not lose either of them. When a dealer sells a "La Fama," he makes a friend for his store, and friends are money in the cigar business.

Brener Bros., London, Can.

Manufacturers.

Throwing Away Money—Yes!

But there's a positive pleasure in getting rid of your money when you get in exchange

Tuckett's "Marguerites"

Swell Cigars for swell people, and good enough for anybody drawing the breath of life through a cigar.

Tuckett Cigar Company, Limited, Hamilton.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

The Grocery Trade and "Ronto"

ought always to be united. **"RONTO"** is a 5c., union-made cigar —the best we can roll for the money.

T. J. HORROCKS, 6 WELLINGTON STREET EAST, **Toronto**

HORROCKS, the only wholesale tobacconist outside the trust. **Back him up.**

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

Have put upon the market a new brand known as **The Great 5c. Cut Plug,** 2-oz. package, retails at 5c. per pkg.

The Chamberlain Cigar

is as pre-eminently a leader as the politician whose name it bears. It will establish its own following wherever introduced.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

Cigars from $13 to $125 per 1,000.

Strictly Union-Made

TOBACCOS

CHEWING

BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

SMOKING

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE.

McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

charged by a rather excitable member that Mr. Paterson smoked too much, that he spent too much time in Number Six, the Opposition headquarters, enjoying that clay pipe when he should have been in the House showing up the iniquities of the Conservatives. It was borne in upon this censorious gentleman that it was his duty to remonstrate with Mr. Paterson but, luckily, he mentioned his intention to a friend. That gentleman was aghast at the very idea. "Why," said he in horror, "don't you know that while Paterson is sitting there, speaking to nobody and apparently doing nothing but smoke, he is getting up the framework of some speech? If you don't I tell it to you now. And don't you say a word to him unless you're looking for trouble." It was a true bill. Many of the best speeches that Big Thunder ever delivered were plotted out while he was sitting with his heels high in the air. If any figures were needed, the requirement was remembered, and was filled after smoke was finished. But the groundwork was settled by the grateful comfort and aid of Nicotia.—The Toronto News.

LONDON NEWS.

This has been a busy week with all our manufacturers—the last week previous to July 1st, stock-taking, and the last in the fiscal year, which ends June 30th. Special efforts are made by all to make the last month of the year just ending a hummer as regards output. Not far short of five million cigars will go out of London for June. That means one cigar each for every man, woman and child in Canada for this bridal month.

A notice in the local papers to the effect that a benefit band concert in aid of the striking cigar makers would be held in one of the city parks, Thursday of this week, was the first reminder for a long time that we really are supposed to be in the throes of a strike.

Commercial travellers are appreciated everywhere as bright, hustling intelligent people. To no class are the adjectives used above more applicable than to the Tobacco leaf salesman. Montreal and London are the points most favored with calls from these gentlemen. Here, (the hotel registers show) they average about seven per day the year through.

T. P BLACKWELL DEAD.

Mr. Thomas P. Blackwell, one of the best known cigar travellers in Western Canada, died at his home in London on the 14th inst.

Mr. Blackwell was born at Mount Pleasant and was in the 53rd year of his age. He was for many years a clerk in the employ of Priddis Bros., London, afterwards joining the travelling staff of his brother-in-law, Joseph Smith, cigar manufacturer. Mr. Blackwell took a very active interest in the affairs of the Western Ontario Commercial Travellers' Association, and was its first vice-president at the time of his death.

He was also a very prominent Oddfellow and Freemason, and his funeral was under the auspices of the Masonic order. Many friends and fellow travellers will learn of his death with profound regret.

CIGARS AT $4 EACH.

A consignment of cigars to be retailed at $4 each has just been passed through the New York custom house.

There were about 1,500 cigars in the consignment and the duty was 69c. on each.

The tobacco was grown in the Vuelto Abajo district of Central Cuba and the plant is the result of years of cultivation. Perfect leaves only are used and the cigars

MR. J. M. FORTIER, President J. M. Fortier, Limited.

are rolled by experts who make only eight a day. The cigars are sixteen inches long and weigh 60 lbs. to the thousand. Each is wrapped in Japanese paper and put in a little scented wooden box, which is air-tight.

A TOBACCO CASE.

Lord Chief Justice Alverstone has delivered judgment in the test case arising from the agreement made by Ogdens, Limited, at the time of the tobacco war to distribute to retailers $1,000,000 annually for four years. Ogdens at that time represented The American Tobacco Co. The Lord Chief Jnstice found that Ogdens was not relieved of these contracts by the sale of its business and its incorporation into the Anglo-American combine.

Pipes S. H. AND H. TRADE MARK.

The Largest Pipe House in Canada.

Write for Prices.

THE W. H. STEELE CO., LIMITED

40 SCOTT ST., TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

NOTES OF THE TOBACCO TRADE.

"VAN HORNE" and "Col. Steele" the two leading brands of cigars manufactured by Harris, Harkness & Co., Montreal, are meeting with a very heavy sale through Ontario and the Western provinces. THE GROCER had a recent visit from Jack Hamilton, this firm's well known representative in the West, and he seems very sanguine as to the prospects of the cigar trade this season.

Horrocks, of Toronto, says that he is much behind in his orders for the "Ronto" cigar and is surprised at the success this brand has met with, considering the short space of time it has been on the market.

Robert Craig, for many years one of the best known cigar travellers in Canada, died very suddenly in Toronto a few days ago.

THE GROCER has received a catalogue of the presents given in redemption of tags by The Empire Tobacco Company. It is profusely illustrated, handsomely got up and its contents speak well for the liberality of the company.

Among The Retailers

By Rambler

IT is a pity that there is not some more uniform hour for the closing of grocery stores. In the different towns and cities some close early and others late. Of course the early closers are down on the late closers. One grocer thinks that there should be a uniform hour and that hour should be an early one. He closes at eight.

"That's quite late enough for anyone to keep open," he says. "I think we should all get together and decide on some earlier hour than that. Until something like that is done of course there will not be early closing, for no grocer is going to close at six if his next-door neighbor keeps his door open until eight."

That grocer had a family trade. Another grocer, not so very far away, was differently situated, and so had different views on the subject. He had not been in business very long, and as his stand, before he took it over, had been altogether different from a grocery, he had inherited no family trade, and had so far been unable to work up one.

"Mine is a 'catch' trade," he said, "and if I closed up at an early hour I might as well close up entirely. A very large per cent. of my business is done after eight o'clock, and I'd be a fool to close early. Being on a prominent corner like this, I have a good chance to pick up roving trade. It would kill my business to close early."

"Of course, I don't keep any help until such late hours; I work hard myself."

"I know the other grocers don't like my keeping open late, but I can't help that. It pays me to keep open late and I keep open."

* * *

"What are your views on the exposing of goods on the sidewalk?"

"My views? Well, I think it pays," said the grocer. "Now, for instance, at the present time the only way of selling fruit and early vegetables is to expose them to the sight of the passers-by."

We were standing at the door. A lady was passing, noticed some cabbages on the stand, stopped, examined, asked the price, and purchased one.

"There's a practical illustration," said the grocer with a smile.

"Well, how about canned goods? Would you expose them at the store-front?"

"I wouldn't at the present time, but, when there is nothing else, we generally make a display of canned goods outside, although it may not be as appropriate as fruit. However, I find that what we expose we sell, and that," he said, laughing, "is the principal thing."

Another grocer spoken to on the subject held the same views.

"But," he said, "whatever a grocer displays on the sidewalk it should be attractively arranged and the goods should be saleable. If they are not saleable, far better is it to dump them out the back door, and get rid of them at once. I have seen store-front displays the general appearance of which would do the very opposite to that which was intended. I would feel like steering clear of those places."

Another grocer was of the opinion that to sell fruit it was necessary to display it on the sidewalk. It was necessary because it was the custom to do it.

"But," he said, "it would be far better for us if we all kept the fruit inside. Strawberries are not out there half an hour before they become the worse for the exposure to the heat and dust."

While what this grocer says about the detriment to the fruit is correct, there is something else to be considered. While, on the condition that all fruit be kept inside, all grocers would be on the same footing, none would fare so well—none would make so large sales—as they would if the fruit were prominently exposed.

The reason for this is of course evident. There is an old proverb: "Out of sight, out of mind." That would be the case with the fruit; not being brought prominently before people, it would not be in such great demand.

* * *

"Then you have had experience in the credit system of doing business," I asked a grocer the other day. "Yes, twenty-nine years! It's only the last three or four years that I have stuck strictly to the cash system. Formerly, I had to invent excuses for not paying my creditors up on time; now, I haven't the least trouble in meeting my bills. That is good enough proof to me that the cash system is best."

"How did you manage to change your tactics? Did you do it gradually?"

"Yes, gradually! I stopped giving credit to my customers one by one, until I had done away with it."

"But didn't you lose customers?"

"Yes, certainly. My trade now isn't so large as it used to be, but for all that I am far better off. I know exactly how I stand; I know exactly how much money is coming in and how much I can afford to pay out."

"Do you give credit?"—this to another grocer.

"Very little, and that little to people we can absolutely trust."

"Have you ever given credit?" I asked still another grocer.

"Yes, some years ago we carried on a considerable credit business. However, it was far from a paying scheme, so we cut it out. Why, we used to get done right and left. A fellow would come along and ask to run a weekly account. We would try him. The first two or three weeks he would pay up all right, but after that he would get more and more behind each week until we had to stop him.

"Of course, we wouldn't see him again. The next thing we would hear of him would be that he had done the grocer up the street in the same way. The scheme having become played out in this district he would move to some other part of the city and likely play the same game there.

"We came to the conclusion that this credit business was a too one-sided affair, and we therefore dropped out."

QUINA EXCELSIOR.

Quina Excelsior Tonic Wine is bottled and prepared at St. Etienne, France, by Massardier & Granjon and is a most healthful and refreshing drink at any time, mixed with water, or it may be taken pure before meals. There is no sediment left in the bottom of the bottle after pouring off the contents, the liquor being quite clear to the last drop. B. O. Beland, Montreal, has the agency for Canada for the Quina, and reports large orders to hand from grocers and druggists in all parts of the Dominion.

JAMAICA TO EXHIBIT.

G. Eustache Burke, commercial agent for Canada in Jamaica, reporting to the Department of Trade and Commerce, states that the Agricultural Society of the island has voted a credit so that Jamaica may be fittingly represented at the Dominion Exposition in Toronto in August next. Hon. Sidney Oliver, Colonial Secretary, who is now in Boston, promises to visit Toronto before his return to Jamaica.

"The Hand-Writing on the Wall."

"In the near future Government will protect consumers by demanding "that all food products are entirely free from adulteration."

The Pure Gold Manufacturing Company, desiring to keep a step in advance of legislation and the trade generally, have decided that on and after the 1st of July, 1903, they will manufacture and sell only "perfect pure Spices," and every package leaving the factory will have a seal bearing the name of the Company, guaranteeing purity and quality of contents.

This action will bring our Spice department into conformity with our other products, and it is a matter which THE PURE GOLD COMPANY can congratulate itself upon that it will be indifferent as to food adulteration legislation, as the Company's products are far above any possible standards demanded by law. No manufacturing concern in the Empire excels this company for quality, and very few approach it for attractiveness of their output, and the Company will be pleased to forward descriptive catalogue and spice list of July 1st, 1903, to the trade desiring it.

White Goods.

Baking Powders
Cream Tartars
Bi Carb. Soda
Cake Icings
Jelly Powders
Gelatine
Pudding Powders
Ice Cream Powders
Salad Powders.

Essence Dept.

Essential Oils
Flavoring Extracts
Cake Colors
Bay Rum
Wine of Rennet
Vanilla Beans
Rennet Tablets.

Spice Dept.

Whole Spices
Ground Spices
Spices in pkts. and tins
Mustards
Herbs
Curry Powder
Celery Salt and Pepper.

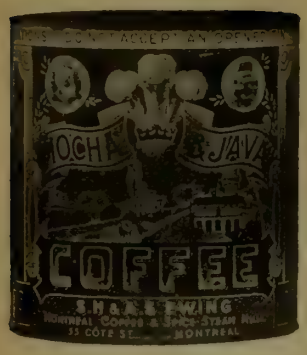
Jam Dept.

Tomato Catsup
Preserved Ginger
Worcestershire Sauce.
Butter Color
Preserves
Jam and Jellies
Marmalades
Fancy Vinegars.

Coffee Dept.

Green Coffees
Roast Coffees
Ground Coffee
Coffee in small tins
Chicory.

Established 1845 Established 1845



1 and 2-lb. Tins.

COFFEE

S. H. & A. S. E. MOCHA AND JAVA COFFEE, put up in 1 and 2-lb. tins (as cut) possesses a peculiarly rich aromatic flavor. It is something RICHER, BETTER than the others, hard to define, but easily distinguished by a trial. NOT CHEAPER, BUT BETTER. If you have, or want to gain, a good class of customers whom it is difficult to satisfy with coffee, give them **S. H. & A. S. EWING'S,** and watch results. PURITY, QUALITY AND UNIFORMITY GUARANTEED.

SPICES

S. H. & A. S. EWING'S HIGH-GRADE SPICES have stood as a standard of the BEST for over half a century. Why handle inferior goods when you can get **S. H. & A. S. EWING'S** at the same figures. QUALITY FIRST.

S. H. & A. S. EWING,

The Montreal Coffee and Spice Steam Mills.
55 Cote St., MONTREAL, P.Q.

TIP-TOP SOAP CHIPS

Send for sample packets for free distribution.

In Carton Packets.

The Industrial Soap and Oil Co., Limited, Toronto, Canada. **Telephone, 1618 Main.**

JOHN BROMLEY & SONS,

The largest manufacturers of (Highest Quality only) Coffee Essences in the world.

BLOOMSBURY WORKS, LEEDS, ENGLAND.

(With Branches in Australia, New Zealand and South Africa).

REQUIRE A SOLE WHOLESALE PURCHASING AGENT IN CANADA FOR

BROMLEY'S COFFEE ESSENCES

Which are the only Essences prescribed by the Medical Profession of Great Britain for their
PURITY AND EXCELLENCE OF QUALITY.

DR LAING'S CREAM SAUCE

The only sauce in the world containing
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

ONE OF OUR PRINCIPALS (MR. JAMES W. BROMLEY), WILL PERSONALLY VISIT

CANADA IN SEPTEMBER, TO COMPLETE ARRANGEMENTS.

In the meantime we shall be pleased to receive applications for our Agency from firms of good repute in Canada, on receipt of which samples will be at once despatched so that each interested firm will have an opportunity of testing our specialties and becoming thoroughly conversant with their exceptional high quality, previous to our Mr. James Bromley's visit.

ALL APPLICATIONS TO BE MADE TO

JOHN BROMLEY & SONS, BLOOMSBURY WORKS, LEEDS, ENGLAND,

Stating what other English Agencies are held, if any.

Flett's

Pickle Satisfaction.

Satisfaction may be a silent salesman, but it works overtime for the dealar who handles

Flett's Pickles.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

REVERSE THE WHEEL OF FORTUNE

Turn failures into success. There is an absolutely sure and certain way that never fails. **Handle only reliable goods.**

Paterson's Worcester Sauce

is an article that gives uniform satisfaction—enough said.

ROSE & LAFLAMME, Agents, MONTREAL.

BRAND'S ESSENCE OF BEEF FOR INVALIDS.

(Established over half a century.)

Prescribed by all the leading physicians, and sold throughout the world.

For terms and descriptive advertising matter apply to our agent—

I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Grimble's

PURE MALT

BRAND.

Vinegar

Brewery: London, England.

Agent:

MR. I. S. WOTHERSPOON,
Board of Trade Bldgs., MONTREAL.

FINANCE AND INSURANCE

Speculation and Insurance.

LIFE insurance has of late years undoubtedly inculcated habits of thrift among the Canadian people, and the growing influence of the principle has been very noticeable during the past few years. Since, however, the introduction into Canada of the stock-gambling craze, one of its most regrettable results is the effect it has had upon the life insurance companies and the policy holders of the Dominion.

Many who were, a short time ago, considering the advisability of effecting some provision for the protection of their families in this direction are now unfortunately not in a position to discuss the matter, their ability to pay their premiums being an impossibility. Called upon for margin after margin, the holders of policies, endowment and otherwise, have been compelled to sacrifice them in common with other securities to protect their stocks, and to-day the condition of the insurance business is very seriously affected, as is also the condition of the assurers themselves. This is truly a very lamentable state of affairs, and its seriousness is fully apparent to those on the inside only. Thousands of our people, who a few months ago were in comfortable circumstances, are now in a condition bordering on penury, and have in addition parted with securities which would have been a help in their old age, or in the event of their death, a comfort and support to those whom they left behind.

It is to be hoped that the mania has nigh spent itself and that the sad lesson it has taught will prevent a repetition of such regrettable folly for all time to come.

Why Gold Was Not Shipped.

REFERRING to the fact that no gold shipments, contrary to expectations, had been made from New York during the week ending June 20, Bradstreets says: "A factor in deciding the general result was the condition of the London money market and the action of the directors of the Bank of England. Money at the British capital has tended to work easier, and the confidence which is shown by the financial powers of that city was strikingly displayed by the somewhat unexpected announcement made on last Thursday that the discount rate of the institution had been again reduced from 3½ per cent. to 3 per cent.. Following as this did closely upon the marking down of the minimum discount figures of the Bank of England from 4 per cent. to 3½ per cent., it evinced a degree of confidence on the part of the leaders of the British financial world, which would seem calculated to induce confidence in the other large financial markets. It has been noted that the principal English financial journals have taken the ground that the course of the Bank of England and the tendencies in the London open money market were likely to be uncertain, and would be in a large degree governed by what occurred at New York, and the probabilities as to whether the liquidation which has been going on here would proceed in an orderly fashion or would be attended by positive banking troubles."

Ames & Co.'s Statement.

REFERRING to the statement recently issued by Ames & Co., Aemilius Jarvis & Co. say: "The rapid and satisfactory reduction of the liabilities of Messrs. Ames & Co. has proceeded, contrary to general expectations, without weakening the market to a very material extent. Immediately after the failure we spoke of the likelihood of payment in full by the above-named firm of all their liabilities, and even at this early date a proposition with this end in view is before their creditors. The plan proposed would involve the payment of 100 cents on the dollar within 18 months, interest being paid in the meantime at the rate of 6 per cent. The first payment would be one of 25c. on the dollar on July 15 next. The magnitude of the firm's operations and their very large liability at the time of suspension, only about two weeks ago, makes it a remarkable thing that such a proposition as they are now offering could at this stage be submitted. The liabilities, we understand, have been reduced from over ten millions to somewhere in the neighborhood of four millions. The proposal has been very favorably commented on by bankers and brokers, and we should think no creditors would refuse their offer."

Canadian "Rails" in London.

A fortnight ago we published an article showing why prices of Canadian rails would probably go lower, and arguing that on any material decline Canadian Pacifics were worth the attention of those who were prepared to take the shares off the market and hold for dividends. This view we still entertain, and during the past week an opportunity has been given for acquiring Canadas at what, having regard to the outlook for the company, must be considered very favorable terms. The London Report, June 6.

Life Insurance as an Investment.

THE Canadian public has been taught a severe, and, it is to be hoped, a wholesome, lesson, in the prolonged depreciation of railway and kindred speculative stocks during the past few months. Millions of dollars have been placed practically at the disposal of professional manipulators during that short period and the result to many has been the loss of the savings of a lifetime. Gambling under the guise of stock speculation has been rampant in our midst, and it can truthfully be said that thousands of our heretofore well-to-do citizens are now sadder but wiser men.

Canadians as a class are a saving and thrifty people, but the alluring prospects held out to them were too much of a temptation, and ordinary prudence and caution were thrown to the winds. Now that the mining and stock speculative craze has well nigh spent itself, the community are looking for safer channels of investment, and our financial and insurance institutions will soon experience the benefits of its return to reason. Perhaps no principle of investment appeals more strongly to the economical class than that of life insurance, and the immense amount of money involved in the transactions of life insurance companies shows how their methods recommend themselves to the confidence of the public. Encouraging saving and thrift, they appeal strongly to the thoughtful man, and as an investment promote a feeling of independence equalled by no other security.

Investment in life or endowment insurance means provision for old age or a protection to those we leave, and to carry it out saving and prudent habits are necessary, and with the incentive the necessity should be a pleasure. The large deposits made with the Government and the safe and careful management of the standard companies doing business in Canada are an ample safeguard against possible loss, and the growth of their business is a certain indication of the prosperity and welfare of the country.

THE
Canada Permanent and Western Canada
MORTGAGE CORPORATION
Toronto Street, . . TORONTO.

President: GEORGE GOODERHAM.
1st Vice-President and Managing Director: J. HERBERT MASON.
2nd Vice-President: W. H. BEATTY.

ABSOLUTE SECURITY

We invite your deposit account, and are prepared to grant the best terms consistent with the absolute safety of the deposit.

YOUR SAVINGS SAFE

Paid-up Capital $ 6,000,000
Reserve Fund . $ 1,600,0 0
Invested Funds $23,600,000

EVERY FACILITY.

The Bank of Toronto.
(Incorporated 1855.)
Head Office: - TORONTO, ONTARIO.

Paid-up Capital, $ 2,500,000.
Reserve Fund, $ 2,600,000.
Total Assets, $24,000,000.

Business Accounts opened on favorable terms.
Savings Accounts for your spare money. Interest paid on these compounded twice a year.
Drafts Sold for use anywhere in North America or Europe.
Letters of Credit Issued Cash Credits for convenience of Travellers in Europe. Time Credits for Importer

SEND FOR OUR BLUE BOOK ON "BANKING."

At any of our Offices you will receive courteous treatment and our best services.

The accounts of **Merchants** and **Manufacturers** are cordially invited.

INVESTMENT SECURITIES, GOVERNMENT, MUNICIPAL AND CORPORATION BONDS
Yielding from 3½ to 6½ per cent
Four per cent interest allowed on funds awaiting investment.

A. E. AMES & COMPANY
MEMBERS OF THE TORONTO STOCK EXCHANGE.
BANKERS
18 KING STREET EAST, TORONTO.

— BONDS —

PROTECTION We protect you and also save the employee from being under obligation to anyone.
PROGRESS Because we always lead and never follow
PROSPERITY On account of fair dealings with its patrons, so as to secure a continuance of their business.

The above refers to **THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.**

Bonds issued on persons holding positions of trust. For rates and full particulars, apply,

J. E. ROBERTS, General Manager,
Cor. King and Yonge Sts., - TORONTO.

WESTERN ASSURANCE COMPANY.
Incorporated 1851
FIRE AND MARINE

Head Office
Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,333,000.00
Annual Income - 3,536,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

Money
CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

THE PRUDENT BUSINESS MAN
will name as his executor a Trusts Corporation possessing a large Capital Stock, a Board of Directors of high standing and a trained staff of officers to ensure the efficient and economical administration of his affairs and comfort and happiness of his family.

THE TORONTO GENERAL TRUSTS CORPORATION,
59 YONGE STREET, TORONTO.

PAID UP CAPITAL - - $1,000,000.
RESERVE FUND - - - 290,000.
Booklet on application.

Confederation Life ASSOCIATION.
W. H. BEATTY, PRESIDENT.
W. C. MACDONALD, ACTUARY.
J. K. MACDONALD, MANAGING DIRECTOR.
HEAD OFFICE, - TORONTO, CANADA.

Special Advertising Rates have been arranged for Space in "Finance and Insurance," and will be gladly quoted on request.

The Annual Bank Meetings.

MONTREAL.

THE annual report of the Bank of Montreal was submitted to a meeting of the shareholders on June 1. This bank is to be congratulated on its magnificent showing. The statement gives a net profit for the year of $1,813,483, the largest in the history of the bank. It has increased its capital to $14,000,000; of this $1,379,240 is already paid up and on this the net profits for the year would amount up to 13.55 per cent. This statement also shows that $1,000,000 has been added to the rest, bringing the account up to $9,000,000. The public deposits and the current discounts have largely increased, and the directors have every reason to be satisfied with the bank's prosperous expansion. The annual meeting will henceforth be held on December 1, when the presidential address will be delivered.

HAMILTON.

The annual meeting of the Bank of Hamilton was held at the head office on June 15. Mr. John Stuart, who has been president of the bank for many years, resigned from the directorate, as did also Mr. A. G. Ramsay. The bank recognized the services of Mr. Stuart by granting him a retiring allowance of $5,000 a year for the remainder of his life. This sum was unanimously voted on the motion of the largest shareholder and was a generous testimonial to the ability and faithful services of the retiring president. Senator William Gibson succeeds Mr. Stuart as president, and Mr. J. Turnbull will fill the position of vice-president and general manager for the ensuing year. The shareholders are to be congratulated on the satisfactory showing made in the annual report—the most prosperous yet presented. It represents the most successful year's business in the history of the institution. The feature of the meeting was the interesting and able address of General Manager Turnbull, who gave a resume of the business and progress of the bank since his appointment to the management. The bank has now 50 branches; its deposits have increased to $16,000,000, and its loans to over $21,000,000. Under its careful management the Bank of Hamilton stands high in the confidence of the Canadian people and gives every promise of additional prosperity in the future.

IMPERIAL.

The 28th annual meeting of the Imperial Bank of Canada was held at the head office, Toronto, on June 17. The directors' report, showing the continued prosperity of the institution, was read by the general manager, and, at the subsequent meeting of the directors, Mr. T. R. Merritt was elected president, and Mr. D. R. Wilkie vice-president for the ensuing year.

SOVEREIGN.

The first annual report of the Sovereign Bank was presented to the shareholders at a meeting held on June 9, at the head office, Toronto. Twenty-one branches were opened during the year, and results were of a very satisfactory nature. Mr. H. S. Holt was re-elected president, and Randolph McDonald and James Carruthers, vice-presidents.

ONTARIO.

The annual report of the Ontario Bank shows that it participated in the general prosperity. Five thousand dollars was granted to the officers' pension fund. Mr. G. R. R. Cockburn was again elected president, and Mr. Donald MacKay, vice-president.

EASTERN TOWNSHIPS.

The shareholders of the Eastern Townships Bank have every reason to feel pleased at the annual report submitted at their annual meeting, held in Sherbrooke on June 3. Public deposits have increased three-quarters of a million, and nearly a million more of the bank's funds is available for immediate use than ever before.

STANDARD.

At the annual general meeting of the shareholders of the Standard Bank, held in Toronto, Mr. W. F. Cowan was elected president and Mr. Frederick Wyld, vice-president for the ensuing year. The net profits for the past year amounted to $181,893.48, of which $75,000 was added to rest account.

THE TRADERS.

The president of the bank, Mr. C. D. Warren, presided at the annual meeting of the shareholders of the Traders' Bank, held in Toronto on June 16. Eleven branches were opened during the year. The net profits amounted to $167,340,78; of this $100,000 was added to rest account.

UNION.

The annual meeting of the Union Bank was held in the City of Quebec on June 15. The bank has now 69 branches throughout the Dominion, and the business for the year was of a very satisfactory character.

Financial Notes.

The Royal Bank of Canada is about to open a branch at Chilliwack, B.C.

The Bank of British North America has opened a sub-branch at Longueuel, Que.

The Sovereign Bank are now operating their new branch at the corner of Guy and St. Catherine streets, Montreal, with Mr. E. G. Spinney as manager.

S. A. Codd has been appointed manager of the branch of the Bank of Ottawa, recently opened at Regina.

The Canadian Bank of Commerce are opening a branch at Morrisey Mines, and have closed the branch at Sandon.

The Bank of Montreal have purchased a lot on the south-west corner of St. Catherine street and Pauineau road, Montreal, and, it is understood, will open a branch there in the near future.

The Banking and Commerce Committee at Ottawa have passed the bills incorporating the United Empire Insurance Company, the Pacific Bank of Canada and the City and County Bank of Canada.

The provisional directors of the Pacific Bank of Canada are Wm. Postlethwaite, W. J. Hetherington, Geo. C. Thompson, and Geo. Clay, of Toronto, and A. G. Murray, of Gore Bay, Ontario. The capital stock is placed at $2,000,000. The head offices of the bank will be in Victoria.

The Municipal and General Securities Company, Limited, have been organized to conduct a general brokerage business, with a capital of $500,000. The provisional directors are W. R. Johnston, G. T. Clarkson, H. Langlois, R. R. Bongard, and R. H. Parmenter, all of Toronto.

PROFITS OF THE LIPTON CO.

The advertising of the Lipton Company is being paid for by the company instead of being, as in the previous year, paid out of Sir Thomas Lipton's pocket. A gross trading profit is reported of £226,915, while expenses of management absorbed £45,559. The heavy increase in working expenses is due to the inclusion of advertising expenses in the present accounts. The directors recommend a final dividend on the ordinary shares at the rate of 8 per cent. per annum for the past half-year, which, with the interim dividend, makes 8 per cent. for the year. £10,000 is placed to reserve, and £4,814 is carried forward. The sum of £19,630 is written off for depreciation.

MEETING OF CREDITORS.

A meeting of the creditors of H. M. Peterson & Co., Toronto, was held on June 24 at the office of E. R. C. Clarkson, the assignee. The assets are placed at $18,000 and the liabilities at $90,000. The Dominion Bank, which has a secured claim for $25,000 on notes endorsed by Peterson Bros., Chicago. have issued a writ against H. M. Peterson & Co., Toronto, and the Chicago firm. The principal creditors are English and American houses.

He Sings, and so will you

if you sell Brock's Bird Seed

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO.

GUELPH Business College

The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.

MALCOLM MACCORMICK, B. A., Principal, GUELPH, ONT.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

Capstan Brand Baking Powder

is equal to any in the market. Try a sample case and be convinced of its high grade and quality.

ASK YOUR WHOLESALE GROCER FOR IT.

The Capstan Manufacturing Co.

Toronto, Ontario, Canada

COWAN'S

Perfection Cocoa (Maple Leaf Label) Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

Maple Syrup

Quality the very best. Package the neatest. The "EMPRESS" BRAND put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO Canada.

"ACME"

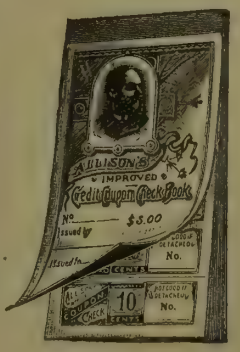
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Agents for the Canadian Salt Co., Windsor, Ont.

20th Century Account Keeping.



Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,

Indianapolis, Indiana.

Their cost is so trifling

and their convenience so great that the wonder is that merchants do without RUBBER STAMPS.

Tell us what you would like and we'll tell you the cost.

C. G. Young Co., 1 Adelaide E., Toronto

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'

TempleHouse, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited

Montreal and Toronto

Keen's
Selling
Lines
are
Keen
Selling
Lines.

You know all about the quality of

Keen's Mustard and

Keen's Oxford Blue

Ever handle our

Robinson's Patent Barley?

It is a perfect food for infants and invalids, put up in 1-lb. and ½-lb. tins.
You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited,

LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

July 2, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

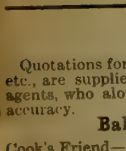
W. H. GILLARD & CO.

Diamond—	
-lb. tins, 2 doz. in case	$2 00
-lb. tins, 3 " "	1 25
-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
½ doz.	2½-lb.	10 50
1 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 "	Per case $4 55
1 "	12 oz.	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz. in a case	$ 45
Ocean Baking Powder, ½ lb., 5 doz. in a case	90
Ocean Baking Powder, 1 lb., 3 doz. in a case	1 25
Ocean Borax, ½-lb. packages, 4 doz. in a case	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50

Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size.
Full price list on application.

Boeckh's Corn Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Bamboo Handles, A, 4 strings	$4 35
" " B, 4 "	3 95
" " C, 3 "	3 70
" " D, 3 "	3 50
" " F, 3 "	3 20
" " G, 3 "	2 95
" I, 3 "	2 60

Biscuits.

CARR & CO., LIMITED

Frank Magor & Co., Agents.

Cafe Noir	$0 15
Ensign	0 12½
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00

French Sardines—		
¼ Rolland	9 50	10 00
¼ Delory	....	10 50
¼ Club Alpins	....	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.

Frank Magor & Co., Agents.	Per doz.
Cocoa essence, 3-oz. packages	$1 65
Mexican Chocolate, ¼ and ½-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb tins	0 35½

WALTER BAKER & CO., LIMITED.

	Per lb
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

STARCH PRICES

If you are offered STARCH at seemingly attractive prices, be sure and ask **WHAT BRAND?**

There are **Starches** and **Starches.** **Don't** be persuaded that another is **Just as good.**

Ask for **EDWARDSBURG** or **BENSON'S**

—and INSIST upon getting it.

NOTE OUR PRICES.

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Cocoanut.

L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Dominion" brand, cases 4 doz. (48 lb. net)	5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods —	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 60
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz.
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

RECKITT'S BLUE and BLACK LEAD

Always give your Customers Satisfaction.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
"Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints "	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	0 09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda---cases 100---10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¼
Rice Starch	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH.

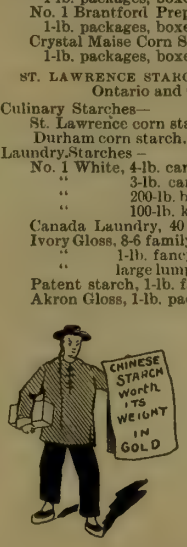
Cases, 64 packages, 48's	5 00
½-Cases, 32 packages, 24's	2 50
Packages 10c. each.	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Star hes—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06¾

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

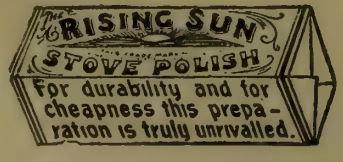
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



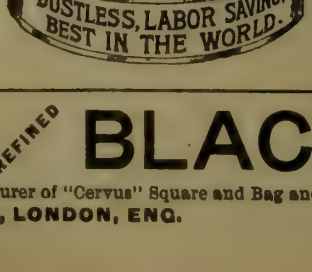
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6 oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

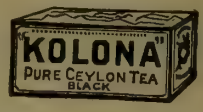
	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label -	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " 1 " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

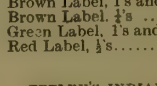
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 28	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal,

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37½
" IV 80-lb. "	0 34
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 26
" XXXX 30-lb. "	0 27½
" XXX 80-lb. "	0 23½
" XXX 30-lb. "	0 24½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas - "Nectar" in lead packets—	
Green Label, retails	0 26 at 0 20
Chocolate Label	0 35 at 0 25
Blue Label	0 50 at 0 36
Maroon Label	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50
"Condor" Ceylon black tea in lead packets—	
Green Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases, retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 60 at 0 40
Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

	Per lb.
No. 1, cases 50 lb., (50 ½-lb. packages.	$0 35
(25 1-lb. "	0 34
No. 1, cases 50 lb., in 5-lb. tins	0 35
No. 2, cases 50 lb., (50 ½-lb. packages.	0 29
(25 1-lb. "	0 28
No. 1, cases 50 lb., in 5-lb. tins	0 29
No. 3, cases 50 lb., (50 ½-lb. packages.	0 23
(25 1-lb. "	0 22
No. 3, cases 50 lb., in 5-lb. tins	0 23
Green Ceylon, No. 1, (50 ½-lb. packages	0 35
(25 1-lb. "	0 34
Green Ceylon, No. 2, (50 ½-lb. packages	0 29
(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, ¼ oz.	0 38
" Bobs, 5s. and 10s.	0 39
" " 11½ oz. bars, 5½s.	0 39
" Currency, 13½ oz. bars, 11s.	0 42
" " 6s. and 11's.	0 42
" Old Fox, narrow, 11s.	0 42
" Snowshoe, 1 lb. bars, sp'c'd 6s	0 46
" Pay Roll, 6s.	0 47
" Fair Play, 7s. and 12s.	0 48

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities.

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Leader Globe	$1 45
" Improved Globe	1 45
" Standard Globe	1 55
" Solid Back Globe	1 90
" Jubilee (perforated	1 90
" Crown	1 30
No. 1 2-hoop pails	1 65
" 1 3 "	1 80
" 0 tubs	10 00
" 1 "	8 00
" 2 "	7 00
" 3 "	6 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. Q. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H. T. BAKER.

Wasting Your Energies ?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,

Montreal. Toronto.

ARE YOU USING OUR——

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

MR. GROCER—

The profit in your business rests upon little things—"mites." If you are forced by the scales you are using to give 50 customers daily one cent each in down or over-weight, you are 50c. poorer and they do not know of or feel any benefit. If you use a Toledo Automatic, Springless Computing Scale the 50 customers will give you the one cent each that you would otherwise give them and you gain 50c., a difference in your favor of $1.00 on the day's business and the customer gets his just dues, so loses nothing.

MADE IN CANADA.

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HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 251 St. James St.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.

—:o:—

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MOTT'S.

James Ewart

MANUFACTURER OF

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WAGONS

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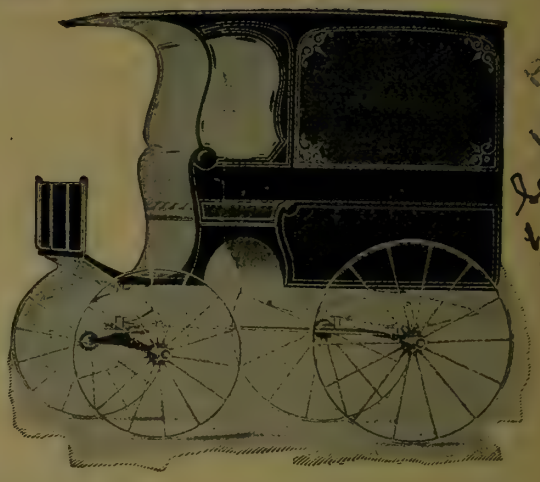
TORONTO.

Write For Prices. Phone Main 1188.



JUL 10
See page 10
J. Mc

BRITISH COLUMBIA SALMON.

Red Sockeyes,
Cohoes,
Nimpkish,
Griffin,
Sunset,
Golden Net,
Empress,
Harlock,
Maple Leaf,
Lowe Inlet.

The pack famous for quality.
Grocers everywhere endorse it.
Note our leading brands.
They all give satisfaction.

The British Columbia Packers' Association,
VANCOUVER, B. C.

"THE

Perfection Canister"

is just what its name implies.

Write us for information.
It will pay you.

THE DOMINION CANISTER CO.
LIMITED

DUNDAS, CANADA.

Prepare for the hot weather by stocking up with

LIME JUICE

LIME JUICE CORDIAL

RASPBERRY VINEGAR

These drinks are unsurpassed as a home beverage. They are hygienic and pleasing.

Your customers will appreciate the courtesy if you bring these wines to their attention.

The **T. A. LYTLE COMPANY,** Limited
124-128 Richmond St. West, TORONTO.

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC

RAPID GRINDING AND PULVERIZING **Mill**

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee

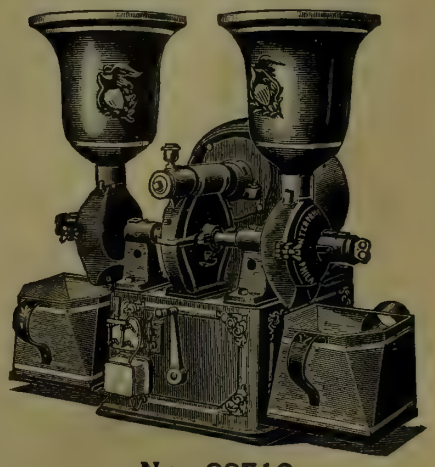
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA. U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs. "

JAPAN TEA

In selling **JAPAN TEA** the grocer gives his customer a **pure, wholesome, unadulterated Tea,** very refreshing and invigorating. There is great satisfaction all round in selling the genuine—

JAPAN TEA

Rich in Flavor **Full Strength**

Use Crystal Granulated Sugar.

It is an all-Canadian product and the quality is right.

The Wallaceburg Sugar Co.

LIMITED

WALLACEBURG, ONT.

Borden's

Brands of Condensed Milk and Evaporated Cream at Canadian Prices.

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**

CONDENSED MILK

The MOst Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application **Trade Orders Solicited**

SELLING AGENTS

City Dairy Co., Limited, Toronto **E. L. Clarke, Montreal** **D. Rattray & Son, Quebec**
Jos. E. Huxley, Winnipeg **The Baker, Leeson Co., Vancouver**

LIPTON'S TEAS

Have the largest sale in the world.
Direct from our own gardens.

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

WRITE TO THE AGENTS—

Laporte, Martin & Cie., - - - Montreal.

PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.
Halifax, N.S —J. Peters & Co., 47 Upper Water St.
St. John, N.B.—Robert Jardine.
Montreal—J. M. Kirk, 18 Hospital St.
Toronto—J. Westren & Co., 630 Ontario St.
Hamilton —mperial Vinegar Co.
Winnipeg—A. Strang & Co., Portage Ave.
Vancouver, B. C.—C. E. Jarvis & Co., 328 Holland Block.

Facts

No. 6.

The particularly delicious aroma of Ceylon Tea is a feature alone sufficient to give it the "premier" place among teas, and is attributable to the excellent soil and peculiarly favorable climatic conditions and places it at once a ready favorite with tea connoisseurs as the leading palatable and refreshing drink, stimulating and exhilarating in the highest degree.

Pure Ceylon Tea Black or Green,

unalloyed by other blends is the tea to satisfy your customer, and

it pays best.

Ceylon Green Tea

is Canada's Favorite.

The Best

wrapping is the kind to use. Poor quality papers mean loss and dissatisfaction. Our brown and manilla wrapping papers are strong and durable.

MADE IN CANADA

BY THE

Canada Paper Co., Limited

TORONTO and MONTREAL.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

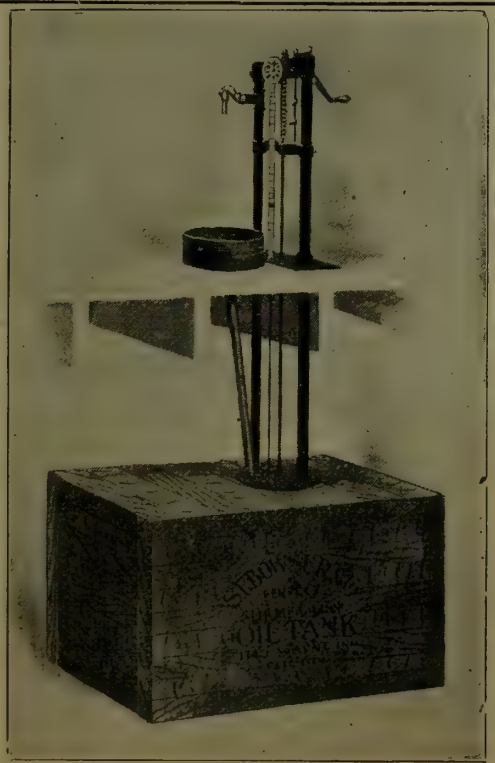
NO TRADE HINDRANCES

Quaker Ceylon Tea—A good Tea well packed in most artistic packages, sealed in Ceylon, goes to the retailer unhampered by any condition, except its payment. Sell it however you please.

J. A. MATHEWSON & CO., Montreal.

Agents for CANADA and NEWFOUNDLAND.

LITTLE LEAKS SINK THE SHIP



BASEMENT OUTFIT

There are leaks in your business other than those from leaky barrels. For instance, there's the "leak," and not necessarily a little leak either, from

PILFERING

There is a class of people who can't, or at least *don't*, distinguish between what's *theirs* and what's *yours*. They "help themselves" during your absence from the salesroom, while you are gone to the basement for oil, perhaps. These continual "pilferings" must foot up a snug sum in the course of a year. Whatever it amounts to, it's *your* loss. And how easy to fool the pilferer. Stay where you can watch him.

BOWSER'S Measure Self-Measuring **OIL TANK**

PUMPS GALLONS, HALF-GALLONS AND QUARTS.

Tank in cellar. Pump on store floor.
Safe, clean, handy. It fools the pilferer.

It is better than a bulldog,
Ask for Catalogue "B"—IT'S FREE.

S. F. BOWSER & CO., Factory: FORT WAYNE, INDIANA.

65 Front St. East, TORONTO.

HAVE YOU TRIED

"Montserrat"

Pure Lime FRUIT Juice

With Aerated Waters or Water, as a cooling and refreshing beverage at all seasons? If not, try it.

Obtainable from Grocers and Druggists.

"MONTSERRAT" is the best Lime Fruit Juice obtainable. Analysis in June, 1898, pronounces it 25 per cent. stronger than other juices, therefore better value for your money. The small bottle contains 40 drinks and is equivalent to 30 lemons and much more convenient. A quarter to half a wineglassful in a tumbler of cold water, sweetened to taste, is the most delightful, healthful and economical beverage. "MONTSERRAT" is made from CULTIVATED LIMES.

EVANS and SONS, Limited,

MONTREAL AND TORONTO.

Some Grocers get the best.

Some grocers get the best goods they can find; others get the cheapest they can.

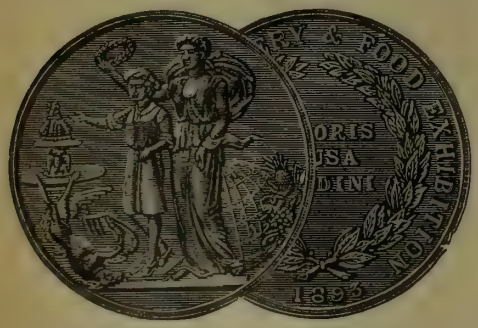
The biggest success comes to those who insist on quality, and carry only reliable goods.

If you want to tie your trade to you, give

DWIGHT'S "COW BRAND" SODA

the prominence it deserves. Uniform in quality and always satisfactory. That means business.

JOHN DWIGHT & CO., - MANUFACTURERS.



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

STRETTON'S MUSHROOM KETCHUP—The best on the market.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

RECEPTION WAFERS

In one pound tins. A very attractive package.
Something nice for Teas, etc.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. King and Bathurst Streets, TORONTO.

TEA ROSE DRIPS

When Children Bring Home

big appetites the mother knows nothing gratifies them like good home-made bread and Tea Rose Drips. This is one of the many reasons for the steadily growing sale of this pure cane sugar syrup.

ROSE & LAFLAMME, Agents, - MONTREAL.

Nonpareil Jellies.

The Trial—proves their goodness.
The Evidence—is in the package.
The Judge—is public opinion.
The Sales—Well—just lay in a stock and judge for yourself.

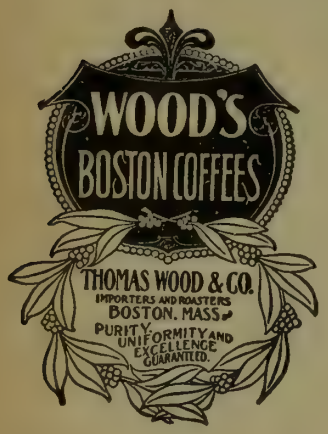
ROSE & LAFLAMME, Agents, MONTREAL.

THE PERFECT RESULTS

achieved with **Dixon's Carburet of Iron Stove Polish** have made it the most widely used polish in the United States to-day, and Canadian consumers are fast finding out its superior merits as well.

There's a handsome margin of profit in it for the wide-awake retailer. Ask our travellers for particulars.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**



TAKE A REST

Men tire themselves in pursuit of rest. The Grocer tires himself in pursuit of bargains.

If you cannot take a wholesale rest in selecting goods, get at it by degrees. Begin with the adoption of . . . .

WOOD'S COFFEES

then your Coffee Department will run itself and keep your clerks running to attend to customers, while you take the rest.

THOMAS WOOD & CO., - No. 428 St. Paul St., MONTREAL.

REGISTERED.
Trade Mark.

GROCERS' WHOLESALE COMPANY, Limited

HAMILTON.

Authorized Capital. $100,000. | Incorporated July, 1901. | Divided into Shares $100 each.

Capital Stock offered to Retail Grocers.

Business conducted strictly upon wholesale co-operative lines.

Stock subscribed for by merchants of the very best standing. If interested, write for particulars.

Direct Importers of Teas, Coffees, and General Groceries.

CANADA BROKERAGE CO., Limited

F. W. HUDSON,
President.

W. F. MORLEY,
Vice-President.

H. T. WILSON,
Sec.-Treas.

Telephone Main 2282.

48 WELLINGTON ST. EAST,

TORONTO.

General Agents and Wholesale Dealers in Fancy and Staple Groceries.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

SINCE writing our article of last week, a part of which dealt with the purchase of cattle for restocking Boer farms in South Africa by the British Government, the purchases being made in the United States, a little more light has been thrown on the subject.

We are the last to wish to complain of the British Government, which, as representing the Home country, we wish to support on all occasions and in every way in our power, but the truest support, after all is said and done, is that fair criticism which points out faults, so that those committing them, frequently unwittingly, may expunge them, and restore confidence and good feeling. For this reason we shall continue to blame what we think blameworthy in England's treatment of Canada, in the hope that a similar course pursued throughout this land may take effect across the sea, where things Canadian are getting such attention as never before.

But, to come back to our subject, it is now stated that the main reason for the purchase of the cattle in the United States is one of the best, a reason that we can all accept, for this is a commercial age—the very simple, but all-sufficient reason, that they can be purchased cheaper there. In spite of this, however, our point remains good that our representations made to the Home Government were not met with that promptness which we think they deserved. Had this very reasonable explanation been made to us in time, a lengthy and somewhat acrimonious debate would have been spared us. Canadians are anxious for trade, but we are not begging for it, even from the Mother Country. Our position summarized is this; we do not want Britain to buy our products at a higher price than for what she can obtain them from other countries, (always, of course, excepting the case of a mutual preferential arrangement,) but we do think that where price and quality are equal this land should have the first chance.

It may be mentioned that, in connection with this matter, a motion censuring the Government was introduced by Mr. Pope, who claimed that our interests had not been sufficiently pressed on the British authorities. Mr. Fisher, the Minister of Agriculture, defended himself by stating that two communications had been addressed to the Old Country people by our officials, but without result. The vote, when taken, resolved itself, as usual, into a straight party one, and the Government was sustained by the usual large majority.

* * *

Speaking of England's relations with Canada, one may say that this is a most convenient centre for getting light and information upon this subject. Not only are Imperial politics given a great deal of attention by the members, many of whom are extremely well posted, but the well-equipped library and reading-room afford the very best sources of information.

The English press is, at present, most interesting. For example, we learn that in a bye-election, now in progress, "Remember Canada," is a battle-cry for one of the parties. "Remember Canada," just fancy that! "Where is Canada?" was the cry in English mouths which a few years ago was most familiar to the chagrined ears of Canadians. Now, a nation undoubtedly needs advertising, just as a business does, and whether, in the fulness of time, Mr. Chamberlain succeeds in evolving and carrying out some scheme of Imperial preference or not, Canada is bound to be a large gainer by the campaign which he has inaugurated.

* * *

As was to be expected, Mr. Labouchere has arrayed himself strongly against Mr. Chamberlain, and in answering the former, the latter has said, in part; "No suggestions have been made, by England or the colonies, that the colonies surrender the liberty of framing their own tariffs, or of an alteration in the practice of leaving the colonies to decide, for themselves, their adherence or otherwise, to the commercial treaties of the Motherland. No colony ever suggested to the Motherland the manner of protecting the fiscal freedom of the Empire." We should think not. Fancy Canada, for example, surrendering so important a part of her legislative rights, of her boasted rights of self-government. The country would be ablaze from Gaspe to Vancouver at the very idea of such a thing. To one of us, it seems rather amusing that British statesmen should so gravely discuss such a thing. They certainly understand but little, as yet, of colonial feeling.

There is yet more significance in that catch-cry, "Remember Canada," than appears at first sight. Why "Remember Canada," rather than "Remember Australia;" or more likely yet, "Remember the Colonies?" Because Canada is at last beginning to get her rights in the minds of the people in Britain. In richness of territory Australia cannot compare with us. In proximity to England she cannot compete with us, and yet for years, yes, almost until the present, the average Englishman knew all about Australia and but little of Canada. To the average Briton, gold is indeed a strong drawing card, and its discovery, in such rich quantities, in Australia, brought, to that country, an inrush of British immigration which put it to the fore-front of the colonies, in the attention received across the Atlantic. Canada moreover, was regarded as a cold country; too cold a country in which for a white man to live, with any degree of comfort, while, strange to say, the torrid heat of Australia, had no terrors for the men of a temperate clime. Well, everything comes to the nation, as well as to the individual, who waits, and things are, indeed, coming to Canada, none of them better for us than the friendly interest at last aroused in England.

The Duke of Argyll, our old-time Governor General, has taken sides with Mr. Chamberlain, and summarizes his views by saying that, in his opinion, the Mother Country and the colonies can assist one another, not in matters of defence only, but in commercial affairs as well.

* * *

In reading a recent issue of The Toronto News, we notice the fact that an English official, in discussing a big contract, used the expression 'Canadians preferred,' and yet, it is not more than half a dozen years since English merchants used to request Canadian shippers to send their goods in packages resembling this, that, or the other style of shipment of other countries, in order that it might not be discovered by the purchaser, that the goods came from this Canada of ours. To-day, we venture to assert, the inscription "Made in Canada" is not a detriment, but an assistance to the British retailer.

* * *

While England is being stirred as it has not been stirred for years on any commercial matter, we must not forget that

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH
IN CAKES
WELL KNOWN AND RELIABLE
RISING SUN STOVE POLISH
DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY
SUN PASTE STOVE POLISH.
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.
IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

Chamberlain's suggestion is under criticism in all parts of the world, and especially in the colonies which would be so largely affected by it. As to foreign countries, it is amusing to see those which are well known to be unfriendly to all things British, warning the British electors against the adoption of a policy which will mean the ruination of the Empire's greatness. Surely Chamberlain could hardly have a more potent argument in his favor than the attitude of these, our enemies. As for Canada, it is not our place to discuss Canadian sentiment in this connection, within the limits of a short article, but we can say that, in Australia, feeling seems to be greatly divided. An ex-provincial premier opposes the crusade most strongly, but the Federal Government, if we can believe Mr. Chamberlain, is friendly to his idea.

* * *

Some uneasiness is beginning to be felt by the members at the possibility of the re-entry of the Manitoba School Question into Federal politics. As a matter of fact, such a thing seems extremely improbable. A general election is now in progress in Manitoba, and the Roman Catholics of the province are, quite naturally, taking advantage of the opportunity to attempt to make what they consider, better terms with the local premier, Mr. Roblin. As at present situated, those Catholics who live in a locality such as Winnipeg, where they are quite numerous, but still in a minority, are unable to establish separate schools by applying a part of their taxation for that purpose. If they want these schools they still have to pay the full amount of taxes for general school purposes, and to maintain their own entirely at their individual cost. Against this state of things the Catholics of Winnipeg have appealed to the School Board, who have politely replied that they are powerless to amend the situation. From the School Board they go to the Provincial Premier, who very much regrets the fact that there should be dissatisfaction, but declares that it is a matter for the Dominion Government. We are told, that to the Dominion Government then, the Catholics of Manitoba will shortly come, when, no doubt, it will be in order for the Premier of Canada to say that matters of education are for the provinces, that Mr. Roblin was in error when he said that he had not the power to make the changes asked, and that he, personally, with all the good will in the world to see wrongs righted, is constitutionally powerless in this case.

The fact is, there is nothing so dangerous and unpleasant for politicians to handle as questions affecting religion. Old friendships count for nothing, the political allegiance of years goes by the board, the fire and the rope, the rack and the thumb-screw, once more are invoked, not as applied to the body, it is true, but to afflict the mind of former friend and present bitter foe. It is, in public life, what civil strife is in the realms of war, a frightful thing, arraying brother against brother and friend against friend. May it no more come into the realms of politics in this busy Canada of ours where all we want, at present, is opportunity to develop our great resources and our national spirit, undistracted by anything so awful as religious strife.

* * *

If customs returns are an evidence, the general prosperity of Canada goes merrily on, in spite of the few failures we have had in connection with that precarious form of gain, stock transactions. The total receipts for customs last year, that is the fiscal year ending June 30, have reached the splendid total of $36,619,659, an increase over the previous year of no less than $4,566,860. While some may be found to deplore this large receipt, as it means a large increase in importations of manufactured goods, many of which might be made in Canada, we need not feel too badly over the matter, since our factories are, for the most part, working overtime as it is. We have so much to do in a country of our magnificent area that money, and a good deal of it, is an absolute necessity for us. We may write, academically as we will, about direct taxation being the most economical and the best, but we know that a Dominion Government that laid on a large amount of it, would last just until the next election, and not a moment longer. We must take note of conditions, and reckon with them whether we regret them or no. Even from the standpoint of the Canadian manufacturer, the development work which we are enabled to do with a large income is a great boon. We aid a railway, for example, building into some part of Canada theretofore a wilderness. Population follows, goods are required for the newcomers, and the Canadian manufacturer supplies his share. Let us, then, rejoice in our abundant revenues, just so long as our own manufacturers are prosperous, and when they cease to be so, we shall take counsel as is our duty.

TRADE WITH SOUTH AFRICA.

A recent number of The Johannesburg Daily Mail contained an interview with Mr. J. G. Jardine, Canadian Trade Commissioner in South Africa, showing the good progress being made in building up our trade with that colony. Mr. Jardine remarked, among other things, that "In butter, cheese, flour, bacon, hams and canned goods generally, we are doing a large business at present. There are several representatives here from some of our largest firms, and they have 'done' the country from the Cape to the Zambesi, with very encouraging success. A particularly large business is being done at the Cape in Canadian butter. When I left there almost every retail grocer sold our butter—at 1s 6d per lb. In a few weeks the direct steamers brought over 3,000 or 4,000 packages. Talking about steamers, the Canada Steamship Co., who are running direct steamers from Canada to South Africa, had to put on an overflow steamer last month, and to-day there are two steamers in the harbor at Cape Town filled with Canadian products. It is more than likely that in future the two steamers per month will be continued—that is, for six out of the twelve months."

THE GROWING TIME

.s on, and the people want the best. See our travellers' list of goods from Dandicolle & Gaudin, of Bordeaux, France, French Sardines, Paragon Vinegar, Olive Oil, Peas, Mushrooms, Capers, etc., etc.

Also from McMechen, of Wheeling, Salad Dressings, Mustards, Pickles, etc., etc.

LUCAS, STEELE & BRISTOL,
HAMILTON.

Who Ships
BREAD and CAKES ?

We Do!

The Nasmith Co., Limited, Toronto.

OUR friends in New Ontario and the West, who have no home-grown fruits to preserve, cannot afford to be without the unparalleled products of this grand Niagara Peninsula.

Goodwillie's pack of Preserved Fruits

is the choicest to be had. Here is our assortment :

PEACHES, PEARS, PLUMS,
RED and BLACK CHERRIES,
RASPBERRIES, STRAWBERRIES, GOOSEBERRIES.

Do not delay your selection.

JAMES TURNER & CO.
Wholesale Grocers, **HAMILTON, ONT.**

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt Shippers

49 Front Street E., TORONTO

GOODWILLIE'S PRESERVED FRUITS.

WAIT TILL YOU HAVE YOUR CUSTOMERS COME BACK AFTER MORE AND SAY "JUST LIKE OUR MOTHERS USED TO MAKE."

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED, SELLING AGENTS, TORONTO.

A PRO-TRADING-STAMP MAN.

J. E. Wilder, Montreal, proprietor of The Traders Advertising Co., a concern which handles trading stamps, maintains his right to continue business in the face of the recent by-law passed by the Montreal City Council. He argues that the Federal Government only had the right to legislate in the matter, as it was one affecting the conditions of trade and commerce. This is according to a decision given by Mr. Justice Andrews some time ago when he declared a by-law similar to the one in question not only ultra vires of Quebec city, where it was passed, but also beyond the jurisdiction of the Provincial Legislature. According to Mr. Wilder, his company were making preparations to place the trading stamps in a leading dry goods store in Montreal when the by-law was passed, and the firm then refused to take them, causing some loss to The Traders Advertising Company. He will call upon the city to make good this loss ; nor will he cease his fight against the by-law until the Privy Council itself has rendered judgment on the question if no other court will sustain him. If Mr. Wilder intends to do all this, a very interesting struggle may shortly be in progress.

PACKAGE GOODS.

Attractive packages have a great deal to do in the sale of goods, and the United Factories, Limited, seem to appreciate this fact, as they are now placing all their better lines of Boeckh's and Bryan's scrubing brushes, dandy brushes, bannister brushes, hair brooms and whisks in neat cardboard cartoons. These cartoons not only add materially to the appearance of the goods, but they also protect them and keep them from becoming shop worn and are much more easily handled. This move on the part of the United Factories will doubtless be appreciated by both the dealer and consumer and will add greatly to the popularity of their lines.

DRIED FRUITS IN GERMANY.

FROM the fact that Canada exports considerable quantities of dried apples to Germany the following letter from Joseph I. Brittein, U.S. Consul at Kehl, may be of interest to buyers and exporters.

"While in the United States last year, I visited a number of the larger prune and apricot orchards in the vicinity of San Jose, Cal., and since my return to this country have given the importation of evaporated American fruits considerable study. For this part of Germany—namely, Baden and Alsace-Lorraine—I find the outlook for increased sales most encouraging. From the leading importer in the western part of Germany I learn that California prunes and apricots are rapidly supplanting the products of France and Italy. The California fruit is cheaper and its flesh brighter and more solid.

Speaking of the packing and drying of prunes and apricots, my informant tells me he has no fault to find, except with the manner in which the boxes are put together. He says there would be less breakage if they were dovetailed instead of being simply nailed.

Regarding the time in transit, he says that he has experienced considerable annoyance and some loss of trade in consequence of shipments being delayed en route from California. One shipment was over ten weeks on the way; the buyers think the goods were held in New York several weeks. California fruits are generally paid for in advance, which fact makes delays in shipments especially annoying.

The Elsassische Conserven-Fabrik und Import Gesellschaft, of Strassburg, last season sold eight carloads of apricots, 10 carloads of prunes, and 25 carloads of evaporated apples. Prunes and apples retail here at from 12½ to 15 cents per pound and apricots at 20 cents.

The evaporated apples come from the vicinity of Rochester, N.Y., and find a ready sale. Considerable fault, however, was found with the shipments of last season. The apples were not all sufficiently dried before packing, which caused them to mould in the boxes. The metric system should be used in foreign shipments."

According to the last trade and commerce reports Canada exported to Germany in 1902, 787,224 pounds of dried apples, valued at $62,382. In 1899 we exported 1,735,387 pounds, valued at $265,690. The fruit is used for domestic consumption and in the arts, for preparing certain dyes.

THE FRUIT OUTLOOK.

The fruit division of the Dominion Department of Agriculture has issued under date of July 2 the following summary of the crop report to date:

Early apples are reported a good crop in all sections. Winter apples will be only medium. The fruit has been singularly free from the ravages of insects and fungous diseases, though a few correspondents are noting the development of some scab since the wet weather has set in. The Fruit Division a few days ago issued a timely warning that spraying with the Bordeaux Mixture would be doubly necessary as long as the wet weather continued.

Pears in Southern Ontario and Georgian Bay districts are a good crop. In Eastern Ontario they are a failure in many places.

Plums are a heavy crop in all the plum-growing sections, but the rot is developing with the wet weather, and will, if it continues, cause a serious depreciation.

Peaches are also a large crop. Mr. J. L. Hilborn, of Leamington, says: "Peaches of all varieties, except those subject to curl leaf, are heavily loaded. The Elberta, a variety much subject to curl leaf, has suffered very little where it was sprayed early, but where spraying was done late or not at all, many of the trees will probably die."

Small fruits are a heavy crop everywhere except in the eastern portion of the province, where the drought is responsible for the failure.

UPTON'S JAM,
UPTON'S JELLY,
UPTON'S MARMALADE.
THREE OF A KIND——IF YOU CARRY THESE YOU ARE ALL RIGHT.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

Canned Haddie

Best Packs

PRICES RIGHT

The DAVIDSON & HAY, Limited

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Butter in England.

THE development in Canada's butter export trade in the past five years has been great, and Canadian makers and exporters may well be proud of the good reputation their butter has in foreign markets.

In 1897 Canada exported 11,453,351 lb. of butter of her own production, valued at $2,089,173. Last year she exported 27,855,978 lb., valued at $5,660,541. These figures show an increase of 16,402,627 lb. of butter exported, and an increase of $3,571,368 in the value. Taking the values as a standard, there has been an increase of, roughly speaking, about 175 per cent. Great Britain is the importer of nearly all our butter. Of our exports in 1897, 11,413,131 lb. out of a total of 11,453,351 went to the Old Country, and $1,912,389 out of $2,089,173 in values. Of our total exports in 1902, 26,846,205 lb. out of the total of 27,855,978 went to the Old Country, and $5,459,300 out of $5,660,541 in values. From these figures we see that there has been an increase in our exports to Great Britain of 16,433,074 lb. in volume, and $3,546,011 in the value in the last five years.

The foregoing review of the export figures should be a convincing argument to show the great development of our foreign butter trade. However this year, chiefly on account of the big home demand, which keeps the price of Canadian butter very high, and the weak market in the Old Country, the exports of butter so far are behind those of last year.

Now the question is whether this situation is to continue. The competition on the English market is very keen, and special efforts will have to be made in order to keep the position we have gained. One way to do this will be to improve the quality of our butter, and put it on a footing with the Danish, and thus remove it from the competition of countries such as Russia, Holland, Ireland and France.

At present, of course, the Danish is the best butter on the English market, and consequently brings a higher price than that from other countries. We have great difficulty in competing with these other countries on account of our greater distance from the market, and also on account of the high prices ruling here.

If we are to improve our butter we must begin at the beginning, namely, with the farmer. Since the introduction of cream separators the farmers have been doing their own separating, and the butter makers say that the cream is not being brought to the creameries in such good condition as formerly. This should be remedied. Then the packing of the butter for the export trade should be well looked after. English importers state that on account of careless packing Canadian butter often arrives on the market in poor condition, and consequently the dealers are rather shy of handling it. One of the chief faults to be found in the packing is the lightness of the boxes. This could be remedied surely.

It is the duty of all connected with the production of Canadian butter to do what is in their power to help on the good cause, and to try in every way to bring the standard of our butter to a par with the best on the British market.

Warm Weather Poultry Packing.

The following instructions are given by W. H. Rudd, Son & Co., for packing poultry in warm weather :

Leave heads on and entrails in. Strong, sound barrels (sugar barrels preferred) are best for the packing, and the ice should be washed before using. Place a good layer of broken ice in the bottom of the barrel and then a layer of poultry, commencing in the middle and packing in a circle, with heads down, backs up and feet towards the centre ; then alternate layers of ice and poultry, filling the barrel to within six inches of the top, taking care to have ice between the poultry and the staves of the barrel ; top off with large pieces of ice and cover the barrel with bagging (which insures its being kept right side up) and mark with brush or stencil. If shipped from any considerable distance, put an extra large piece of ice on the top ; and if properly packed the poultry can be on the road 50 hours without injury ; and if heavily iced and shipped in refrigerator car, can safely be four or five days in transit ; but even for short distances it is better to use ice, as poultry, especially if not drawn, packed without it in warm weather, if only for an hour or two, will turn green across the back, and become almost worthless. — The National Provisioner.

Argentine Cattle.

According to The Bulletin of Commercial Statistics, for the first quarter of the calendar year 1903, issued by the Ministry of Agriculture of the Argentine Republic, the following data show the conditions prevailing in the cattle industry of the country during the period in reference:

There were brought into the capital 151,772 head of cattle, of which 74.47 per cent. were for slaughtering, 26.35 per cent. for storing, and 0.18 per cent. for exportation. There were brought into the Matanzas and South Barrancas markets 1,094,941 sheep and lambs, of which 787,040 were for the "frigorificos," 258,296 for the "mataderos," and 49,605 for storing. The number of pigs slaughtered for consumption was 1,885. The following was the exportation of live stock : Sheep, 92,101 ; cattle, 25,215 ; horses, 1,530 ; asses, 4,505 (for South Africa) ; mules, 8,584, of which 8,561 were shipped to South Africa. The number of horned cattle slaughtered by the "saladeros" of the Argentine Republic during 1902 was 454,000 (180,600 in the Province of Buenos Ayres and 274,300 in the Province of Entre Rios.

For the month ending March 31, 1903, La Union Argentina Dairy Co. manufactured 470,284 kilograms of butter, obtained from 11,286,816 liters of milk.

Packing House for Woodstock, N.B.

The property-holders of Woodstock, N.B., by a large majority, voted on July 3rd to give The Meductic Meat Co. a bonus of $45,000 to establish a packing house in Woodstock.

Canada's Bacon Trade.

Canada's bacon industry has made tremendous strides in the last 12 years. In 1890 Canada exported $622,761 worth of bacon, and imported $330,424. In 1902 there was exported $12,162,953 worth of

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We are now prepared to supply to the trade, carefully packed, Beef and Pork products.

Canned Goods,
Barreled Pork,
Barreled Beef,
Smoked Meats,
Hams, Bacon,
Lard, etc., etc.

We also handle Butter, Eggs, Cheese and all kinds of farm produce.

Our "Beech-Nut" Hams and Bacon are delicious.

SEND FOR PRICE LISTS.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

"Star Brand" SUGAR-CURED

Hams

may be a little higher in price than the ordinary cure of Hams, but——they are worth it.

Your customers will appreciate a dainty, delicious slice of good Ham, especially at this time of the year. Why not give them the best ?

We can supply you in all sizes, either pickled, smoked, or cooked ready for use.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Mess Pork,
Short Cut Pork,
Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED

PORK PACKERS,

TORONTO, ONT.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.
C. P. FABIEN,
Merchant and Manufacturer,
3167 to 71 N. Dame St. **Montreal, Can.**
Write for Illustrated Catalogue.

Steel Stamps, Machine Plates,
Steel Letters & Figures, Brass Labels,
Trade Checks, Stencil Inks,
Stencil Brands.
All first-class. Send to the....
HAMILTON STAMP & STENCIL WORKS,
HAMILTON, ONT.

WELFORD BROS.,
LONDON, ONT.
MANUFACTURERS OF
Brooms AND Whisks
ROPE, LEATHER AND WEB Halters
Having the most improved Broom Machinery and good workmen we are in shape to give satisf a t Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

BUTTER PARCHMENT PAPER.
BUTTER TUBS.
Prompt shipment ex Factory or Warehouse.
WALTER WOODS & CO.
HAMILTON and WINNIPEG.

bacon, and $656,024 imported. That shows the immense increase of $11,510,192 in the exports. The imports also show an increase of $325,600. T. H. Mason, of the Canadian Department of Agriculture, points out that 10 or 12 years ago Canadian bacon was of an inferior order, and therefore unpopular; but now, he says, Canada is producing a very satisfactory article, and therein lies the impetus to her export trade. He says that the sort of hog the packer requires is one weighing at maturity 250 to 220 lb., preferably between 160 and 200 lb., the largest percentage of first-class bacon being found in carcases between those weights.—Butchers' Advocate.

Creamery for Salt Spring Island, B.C.

H. O. Allen, secretary of the Salt Spring Island Creamery Association, has called for tenders for the erection and completion of a creamery building at Ganges Harbor, Salt Spring Island, B.C.

Provision Notes.

Carle & Fils, butchers, Montreal, have been registered.

William Ladell, butcher, Wyoming, has sold his business to James Kelly.

John Turnbull, canner, Port Essington, B. C., has been advertising his business for sale by tender up till July 9.

Visible Stocks of Lard.

The N. K. Fairbank Co., Chicago, Ill., under date of July 2nd, write THE CANADIAN GROCER as follows:

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on the 1st inst., to which we add estimates of former years, and stocks in cities named.

The Toronto Stock Yard Problem.

The proposal that the city of Toronto spend $30,000 in renovating and enlarging the present cattle markets has brought out a new proposition from The Union Stock Yard Co., of Toronto Junction. The chairman of the Property Committee of the Toronto City Council was startled this week by the receipt of a letter from Mr. Andrew Dodds, secretary of The Union Stock Yard Co., making a proposition that the city of Toronto join hands with the Junction enterprise. After pointing out the cramped quarters of the present Toronto market and the heavy outlay necessary to increase its facilities to meet the growing trade, and also the excellent location of the Junction market, Mr. Dodds concludes: "In view of this, would it not be well for the city, instead of continuing to spend vast sums of money on a place that has been repeatedly declared as insufficient and unsuitable for the trade, rather to avail themselves of the opportunity of developing the trade by encouraging such an enterprise as this with a view to making Toronto as great a live stock and dead meat centre for Canada as The Union Stock Yards Co., of Chicago, and its kindred industries and annual fat stock show with its 40,000 daily attendance has created in that city?

"If a suggestion of this nature is one which would be of service, would it not be well for a committee of your Council to confer with my board and ascertain if some arrangement could not be made which would be of mutual advantage, and through our efforts strive to secure a greater concentration of trade at this centre.

"While we do not urge the matter upon you, yet if the city desired to retain a voice in the market affairs by having representation on our board and would prefer to utilize the $30,000 or more which they propose expending on the old plant by utilizing it in the further extension of our equipment, subject of course, to ratification by our shareholders, I would suggest that the company allow the city a fair amount of paid-up stock for its old plant, exclusive of any land which could be otherwise used by the city."

The aldermen on the committee spoke

	1903. July 1.	1903. June 1.	1902. July 1.	1901. July 1.	1900. July 1.	1899. July 1.
Liverpool and Manchester	22,000	13,000	14,700	20,000	21,000	52,000
Other British ports	9,000	4,500	1,500	6,500	6,500	7,500
Hamburg	15,000	15,000	10,000	13,500	12,000	8,000
Bremen	2,000	1,000	1,000	1,000	3,000	3,000
Baltic ports	2,500	1,500	1,500	1,000	3,000	2,000
Berlin	13,000	12,000	9,000	10,000	7,000	8,500
Amsterdam, Rotterdam, Mannheim	500	500	1,500	1,000	4,500	2,000
Antwerp	2,000	4,000	2,700	3,000	3,000	10,000
French ports	1,000	900	1,400	3,000	7,000	7,000
Italian and Spanish ports	500	500	1,000	1,000	1,000	1,000
Total in Europe	68,000	52,900	44,300	60,000	68,000	101,000
Afloat for Europe	50,000	45,000	55,000	48,000	57,000	70,000
Total in Europe and afloat	118,000	97,900	99,300	108,000	125,000	171,000
Chicago prime steam	45,618	23,949	46,070	47,193	120,000	196,738
Chicago other kinds	11,643	10,611	14,764	8,498	17,792	13,620
East St. Louis	844	132	1,440	4,260	8,550	14,000
Kansas City	10,044	....	5,932	11,976	11,797	30,013
Omaha	5,742	6,274	4,735	5,670	5,268	5,752
New York	7,834	7,742	9,371	10,379	8,766	13,036
Milwaukee	2,473	1,997	1,347	1,765	8,583	11,762
Cedar Rapids	....	....	3,960	2,022	2,337	3,327
South St. Joseph	5,246	1,683	2,614	5,990	2,163	13 497
Total tierces	207,444	150,288	189,533	205,703	310,489	472,745

Handle only the Best!

Gillett's Perfumed LYE

is the **Standard** article.

There are many imitations of it being offered. **REFUSE THEM** and handle only the **ORIGINAL** and **BEST**, the kind that pleases your customers and gives you no trouble to sell.

E. W. GILLETT COMPANY LIMITED

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BUTTER OR EGGS

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The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

Provisions that are most subject to getting rancid are generally those that are most impure. Fairbank's

BOAR'S HEAD

brand of REFINED LARD COMPOUND

Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

will keep under the same conditions fully twice as long as hog lard. The oxygen of the atmosphere attacks where there is the least resistance. The more pure an article is the less subject it is to this atmospheric influence, which very plainly argues why **Fairbank's Boar's Head Brand of Refined Lard Compound** is purer and more wholesome than hog fat. Then, too, it costs less.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs - -	60 lbs.	" " - -	5 lbs.
Pails, wood	20 lbs.	" " -	3 lbs.
" tin -	20 lbs.		

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

strongly against the removal or any change in policy. The communication was laid on the table.

England's Dairy Imports.

By the two tables following Canada's standing as an exporter of butter and cheese to England in comparison with other countries may be fairly well arrived at. The tables give the amount of cheese and butter imported into England for the five months ending May 31, 1. and for the same period during the preceding year :

CHEESE.

	1902.	1903.
Holland	108,267	126,865
France	20,593	15,197
Canada	182,665	170,105
United States	227,498	183,174
Other countries	24,704	40,757
	563,727	536,098
Australasia—		
Victoria		
New South Wales		
Queensland	1	
New Zealand	46,378	42,829
	46,379	42,829
Total	610,106	578,927

BUTTER.

	1902.	1903.
Russia	158,404	113,397
Denmark	726,671	774,990
Sweden	79,455	89,697
Germany	22,383	11,486
Holland	122,783	132,807
France	127,346	151,962
Canada	13,573	7,323
United States	30,343	25,193
Other countries	87,989	103,348
	1,386,947	1,410,185
Australasia -		
Victoria	61,507	17,879
New South Wales	17,503	2,123
Queensland	20	
New Zealand	144,310	169,082
	223,330	189,084
Total	1,610,277	1,599,269

THE PROVISION MARKETS.

TORONTO.

Dealers on all hands report continued brisk and firm demand for all kinds of smoked and cured meats. The hot weather seems to help the smoked at the expense of the fresh meats. The hot weather, however, is affecting lard ; there is small demand and accumulating stocks have resulted in an easing off of about ¼ cent. Other prices continue unchanged. We quote :

Long clear bacon, per lb	$0 10	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11½	0 12
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 11	0 11½
Backs, per lb	0 15	0 16
Heavy mess pork, per bbl	21 00	21 25
Short cut, per bbl	22 00	22 50
Shoulder mess pork, per bbl	18 00	19 00
Lard, tierces, per lb	0 9½	0 09⅝
" tubs "	0 09⅞	0 10
" pails "	0 10	0 10¼
" compounds, per lb	0 08½	0 09¼
Dressed hogs, light weights, per 100 lb	8 50	9 00
" " heavy " "	7 50	7 75
Plate beef, per 200-lb. bbl	....	12 50
Small butchers' hogs	8 00	8 25
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcases	6 00	7 25
" medium	5 50	6 50
" common	5 00	5 50
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

There has been only a quiet trade in pork during the week. Lard meets with a fair inquiry, but is rather easier, while there is a fairly good business in smoked meats. We quote :

Heavy Canadian short cut mess pork	$22 00	$23 00
Light Canadian short cut clear pork	21 00	22 00
Canadian short cut back pork	21 50	22 50
American short cut clear pork	22 00	24 00
American fat back pork	24 00	25 00
Hams, per lb	80 12	80 13
Bacon, per lb	0 14	0 15
Extra plate beef, per bbl	14 50	15 00
Pure Canadian lard, in tubs, per lb	0 10	0 10⅝
" " " pails, per lb	0 10	0 10¾
" " " cases, per lb	0 10⅞	0 11⅛

Fairbank's "Boar's Head" lard compound, 8⅝c. tierce basis, with extras as follows :

60-lb. tubs, over tierce	....	0 00½
20-lb. wood pails, "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01
American can meats :		
1-lb. corn beef	....	1 60
2 lb. "	....	3 00
1-lb. lunch tongue	....	3 90
2-lb. "	....	8 10
2-lb. Ox-tongue	....	8 10
2½-lb. "	....	10 40
3-lb. "	....	13 00

ST. JOHN, N.B.

In barrelled pork business is dull and rather easier prices rule. In clear pork considerable of the cheaper grades have been sold. The quantity of regular clear backs is small ; buyers will not pay the price. Beef shows little change. In pure lard rather lower prices rule ; fair stocks are held ; the demand is rather quiet. Refined lard is lower ; there is but a light sale. In fresh beef, domestic is quite plentiful, but of rather poor quality ; Western is unchanged in price. Veal is offered freely and is of good quality. Lamb is rather lower, but quite full prices still rule. Mutton is low and the sale but limited. Pork is also in light demand. We quote :

Mess pork, per bbl	$21 00	$22 00
Clear pork "	20 00	23 00
Plate beef "	14 00	15 00
Mess beef "	12 50	13 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 07	0 09
Lamb "	0 09	0 10
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 10½	0 10⅞
" " pails "	0 11	0 11½
" compound, tubs, per lb	0 09	0 09¼
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09⅞	0 10
" " " pails "	0 10	0 10¼

LONDON, ONT.

The figures paid for the best select live hogs here on Monday of this week was $5.10 per cwt. Dressed hogs ranged from $7 to $7.25. Other meats are the same as a week ago, and at the Saturday market sales were somewhat brisker than for some weeks past.

DAIRY PRODUCE.

TORONTO.

BUTTER.—The easier feeling in the butter market reported last week has continued and developed in a drop of from ½ to 1 cent per pound in the country. Offerings have been very large and as there is practically no demand for Canadian butter in England, accumulations have increased and depreciation in values has necessarily followed. Prices are 2s. lower in England, and Danish, French, Prussian and English butter have displaced the Canadian product. One dealer reports any amount of first-class dairy prints offered at a cent below last week's quotations. We quote :

	Per lb.	
Creamery prints	0 18	0 20
" solids, fresh	0 17½	0 18
Dairy rolls, large	....	....
" prints	0 15	0 16
" in tubs	0 14	0 16

CHEESE.—The cheese market has been weaker since last issue, and experienced a drop of about a half cent all round. The local demand continues unchanged, but the English demand is very dull. Practically nothing is doing. We quote :

	Per lb.	
Cheese, large, new	0 10½	0 10⅞
" twins, new	0 10¾	0 11

MONTREAL.

Cheese prices continue to decline, averaging ⅛ to ¼c. per lb. lower to-day both on spot and at country points, and values as they stand are fully ⅜c. per lb. below where they were this day week. The extraordinary make now in progress is responsible for the heaviness, and the only surprise is that it did not exert a depressing influence before this. Up to the present time the arrivals at Montreal since the beginning of the present season amount to 494,000 odd boxes, a gain on last year of over 18 per cent. Our exports also are ahead of last year, and from New York also, in marked contrast to last year, there has been a substantial increase. Taking it altogether the present statistical position is bearish, the high prices having decreased the output of butter and increased that of cheese. The aggregate offerings at the various country markets are an additional evidence of this. Last year on the same date the aggregate offerings were over 75 per cent. less, and when this remarkable difference is borne in mind, easier prices are not surprising. The average price also is still fractionally above last year's basis. On spot there have been sales of Ontario white at 10c., though 10⅛c. was holders' asking price, but when the country advices commenced to arrive buyers cut down their offers still further. Business in Quebec goods was transacted at 9⅞ to 9½c., but it could hardly be repeated again. The slump has naturally led to new attempts to gamble on the decline, and offers of finest have been made for forward shipment at 47s., or about equal to 9⅜c. here. Should these result in any extensive short interest being created, the fact may have a tendency to check the declining disposition of the market.

The butter market, while heavy, did not record any further radical change. There was business in fine creamery all the way from 18½ to 19c., with a fraction more in the case of some pet marks, but the outside is an extreme price, and no extensive trading is likely where holders insist on it. The shortage in the butter output also is decreasing. A fortnight ago the aggregate receipts here were over 54 per cent. below last year. This shortage has been made up somewhat, as at present they are only 46 per cent. behind.

ST. JOHN, N.B.

BUTTER.—There is quite a wide range in price. Receipts are large, and much of the quality is good, so that even first-class stock is low. However, for small tubs of fancy a good full figure is still asked.

CHEESE.—There is but a fair quantity of cheese offering. Most of the large cheese is bought for the English market. For local sale demand is for twins, or small singles. These latter are largely shipped to the West Indies.

EGGS.—These are quite scarce. The quality is good and there is an active demand. The local supply is small, and the Prince Edward Island shippers preserve large quantities at this season. We quote :

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 16	0 18
Eggs, new laid, per doz	0 16	0 18
" case stock, per doz	0 13	0 14
Cheese, per lb	0 10½	0 11

DO IT NOW

You have perhaps been intending to order some

RED ROSE TEA

but have been putting it off, waiting from day to day as we often do without any particular reason.

You and I are in business to make money, and we have never yet made any money by waiting. When we wait, some other fellow gets ahead of us and scoops the profits we might have had.

DO IT NOW

is one of the best mottoes a business man can practise. Start in right now by ordering some

RED ROSE TEA

You know it doesn't need any puffing. It is a standard brand of goods that you can't afford to be without.

Do It Now.

T. H. ESTABROOKS

Tea Importer and Blender **ST. JOHN, New Brunswick.**

Branches—TORONTO and WINNIPEG.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITISISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Edited by

W. Arthur Lydiatt,

TORONTO.

The newspaper is a platform from which the merchant addresses the public. The "impression" he makes is gauged by the weight of his cash drawer and the number of used pages in his order book at the end of the day.

WHEN you try hard to do something well and feel confident that you have succeeded, it is a little disappointing to have someone pick out the faults in your work and exhibit them in a critical, "fault-finding" way.

You are inclined to feel rather harshly toward the person who "dared" to pull your work to pieces and belittle its value.

You are liable to criticise his criticism, in an endeavor to justify your own opinion of work well done.

Yet, after all, it is only by looking for faults that we are enabled to decide on the degree of perfection which has been attained. The fewer the faults the more perfect the work.

When you pick up the paper containing your advertisement, you naturally turn at once to the page on which it is published and read it over. There is a pleasurable self-satisfaction in seeing your work in print—there before the gaze of the hundreds of readers—and you immediately mentally decide on the merits of the ad., imagining, as it were, the unheard comments of its readers.

Quite naturally you look for the good points.

You think that headline looks all right—and reads about right.

You think those prices are pretty well arranged and enticing enough to draw some trade.

You decide that the argument is well put, that it is convincing.

And while you look at the ad. from this prejudicial standpoint, you are apt to decide that you would have been just as successful as a newspaper editor, or advertising expert, as you are at the grocery business.

Then, perhaps, you send that ad. to me in the hope that I will have some nice thing to say about it.

You would like to be told that it is the best ad. I have ever seen—and have it reproduced in this department as a model ad. You would be inclined to think I was an all-right fellow if I passed you a few compliments on it.

And when you read in these columns a couple of weeks afterwards that your ad. "might be better," you either decide that I'm a crank—that I don't know a good ad. when I see it—or, after a little thought, that your ad. would stand some improvement.

When an ad. is sent me for criticism I don't look for the good points.

I want to help you, in so far as I can, to do better advertising and get the consequent better results.

So I look for the faults.

The first question that occurs to me is "How can this ad. be better?" To answer it I must find some faults—and I generally do.

Most ads. have some good points—some lack but a few details to make them about as good as could be.

But if I took the time and space to call attention to an ad.'s good qualities, overlooking its discrepancies, you might feel satisfied that you were doing all right, and cease your endeavor to improve.

It has been said that it is the easiest kind of work to pick faults in the work of another. But when a remedy has to be suggested in each case, it becomes an altogether different proposition.

Because I use the space in these columns to call attention to the faults in the advertisements submitted for comment, it need not be supposed that the ad. under discussion has no good points. Those you can usually discover for yourself. My mention of them will not help to make the ad. any better.

It is my idea to use the ads. sent me for criticism as illustrations of ADVERTISING AS IT IS DONE, and in my comment endeavor to show HOW IT COULD BE DONE BETTER.

The fact that I use one of your ads. to show how space was wasted should be no occasion for your taking offence at my comment. It should rather be a cause for congratulation that your attention is called to a way by which you could save and make more money, and such suggestions should be always welcome.

It is a good idea to criticise each of your ads. yourself.

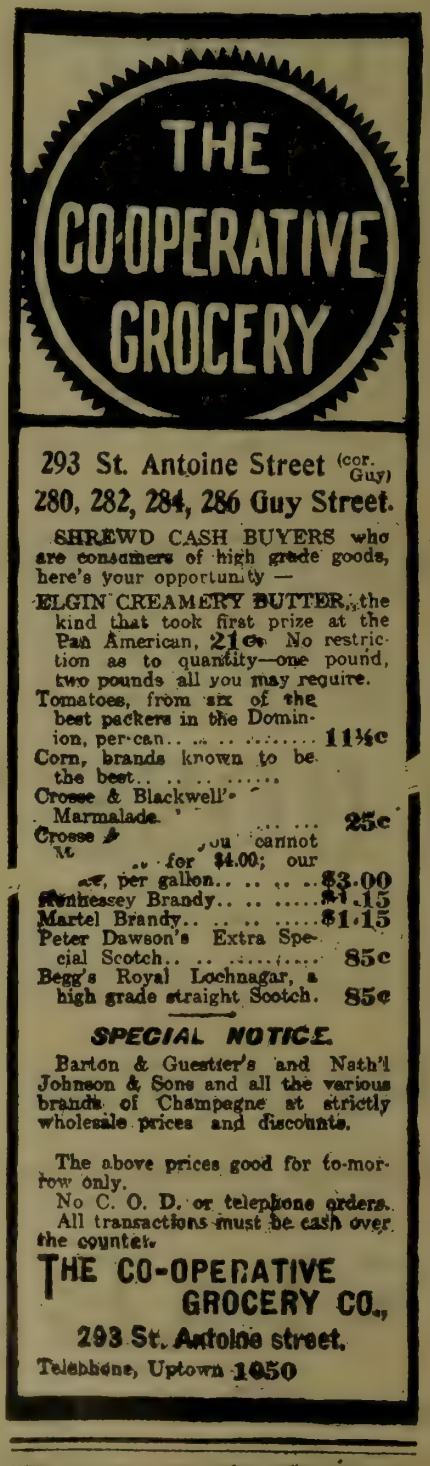
Look for the faults, instead of for the good points.

Give due thought and attention to the preparation of an ad. Then when it appears, study it on the basis of my question "How could this ad. be better?"

If, then, you decide the ad. is not much good, don't get discouraged. Just make up your mind that you'll remedy this error or that in the next ad. you write—then do it.

And when you send me an ad. with a request for my opinion, expect to get whatever is due. If the ad. could be improved I'll try and show you how—if it has some good points that are either unusual or that illustrate some principle of advertising, it's quite likely I'll call attention to them.

Be sure and read over the criticisms


THE
CO-OPERATIVE
GROCERY
293 St. Antoine Street (cor. Guy)
280, 282, 284, 286 Guy Street.
SHREWD CASH BUYERS who are consumers of high grade goods, here's your opportunity —
ELGIN CREAMERY BUTTER, the kind that took first prize at the Pan American, 21c. No restriction as to quantity—one pound, two pounds all you may require.
Tomatoes, from six of the best packers in the Dominion, per can.. .. .. .. 11¼c
Corn, brands known to be the best.. .. .. ..
Crosse & Blackwell's Marmalade 25c
Crosse & ... you cannot ... for $4.00; our ..., per gallon.. .. .. .. $3.00
Hennessey Brandy.. .. .. $1.15
Martel Brandy.. .. .. .. $1.15
Peter Dawson's Extra Special Scotch.. .. .. 85c
Begg's Royal Lochnagar, a high grade straight Scotch. 85c
SPECIAL NOTICE.
Barton & Guestier's and Nath'l Johnson & Sons and all the various brands of Champagne at strictly wholesale prices and discounts.
The above prices good for to-morrow only.
No C. O. D. or telephone orders.
All transactions must be cash over the counter.
THE CO-OPERATIVE GROCERY CO.,
293 St. Antoine street.
Telephone, Uptown 1050

If we were to put a revolver at your head and say "You must sell our tea because we advertise," you would probably tell us to go plumb.

Blue Ribbon Ceylon Tea

is the quality tea of Canada. It is "hill grown" in Ceylon and its value is the very best. The consumer recognizes its superior quality, yet we assure you your profit. You are our selling agents, and we're bound to make it worth your while.

BUTTER TUBS

Made of the best selected spruce wood. They are easy sellers because worthy all through. . .

EASTERN BUTTER TUBS AND COVERS WITH WOODEN HOOPS.

We have a good supply on hand and can ship promptly.
Special prices quoted on application.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES, LIMITED.

Head Office: TORONTO.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

"THE NAME 'IMPERIAL' IS REGISTERED."

TEMPTATION

You all know what a heap of trouble poor Eve got into on account of a little apple, when she fell a victim to the temptor's wiles. It was hard luck, but she went into it with her eyes open. They opened wider afterwards when she saw the mistake she had made. ***Eve lacked experience.***

Since Mother Eve made such a bad beginning, the temptor, in various forms, has been continually getting in his fine work on the human family.

For instance, you may be worried and tempted to buy Vinegar—perhaps not a day passes that you are not asked to buy some kind or other—***with all the absolute guarantees attached thereto that the would-be seller can think of.*** He ***may even*** say, ***"It's just as good as 'Imperial.'"*** That's saying a good deal.

EXPERIENCE IS A GREAT TEACHER. This holds equally good in the manufacture of Vinegar. When we began making "Imperial" White Wine, we engaged the best known expert in this line in Canada—installed the most modern and tried machinery—and made QUALITY our watchword from the start. ***That quality has made a reputation for "Imperial," and got for us the exclusive business of many of the leading pickle and sauce manufacturers in Canada.***

No risk in handling Vinegar that carries the highest endorsation of the best pickle men in the country.

"Imperial" is clear and sparkling, pleasant flavored, full Government strength, and (mark this) ***fully matured in wood before leaving our factory. To bring out the fine quality in Vinegar it must be properly matured.***

DON'T BELIEVE A WORD THAT WE SAY till you've proven its truth, by comparing "IMPERIAL," with other Vinegars. Retailers who originally handled about five barrels of Vinegar a year—just ordinary Vinegar—now sell 20 packages of "Imperial" in the same time.

One Quality, 5 Strengths, **16 to 32 Cents.**

Sold by First-Class Wholesale Grocers.

—— QUALITY TELLS ——

IS YOUR COFFEE TRADE SATISFACTORY?

If not, let us send you a trial order. If our Coffee is not perfectly satisfactory, send it back at our expense.

WE CLAIM WE HAVE THE FINEST AND BEST VALUES IN THE DOMINION.

FOR A **40c.** LINE OUR **"EMPRESS"** BLEND IS WITHOUT A PEER—COSTS YOU **28c.** QUALITY NEVER VARIES.

OUR **"Fancy Bourbon"** TO RETAIL AT **30c.** IS THE BEST COFFEE ON THE MARKET FOR THE MONEY. COSTS YOU **20c.** LB.

PACKED—WHOLE OR GROUND—IN **10, 25 & 50-LB.** TINS—TRY ONE WITH YOUR NEXT ORDER.

THE EBY, BLAIN CO., LIMITED COFFEE SPECIALISTS, TORONTO

each week. You're likely to find many suggestions that fit your case exactly. They aim to make bad advertising better—indifferent advertising different—assist good advertising by suggesting improvements—and as a whole to stimulate all who read this page to make the most of their opportunities for getting more business.

I am reproducing the upper and lower parts of an ad. which appeared in The Montreal Star a few weeks ago, the missing part of the ad. being but a continuation of the list of specials. The following letter brought it :

Montreal, June 29, 1903.

W. Arthur Lydiatt, Esq.
Toronto.

Dear Sir,—

What do you think of the enclosed advertisement? It appeared last Friday (26th) in The Montreal Star, the highest-priced advertising medium in this city, if not in Canada, and we endeavored to get full value for our expenditure by filling up with interesting matter.

Yours truly,
Co-Operative Grocery Co.

The ad., as will be seen by the reproduction, is made up of a list of special bargains for the day following the publication of the ad. I do not know whether the Co-Operative Grocery Co. advertise in this way regularly or not. If they do, I would consider this a better advertisement than if they advertised only occasionally in this way.

If the public are accustomed to seeing your bargain announcements they have some idea what to expect. If they had never seen ads. of yours like this before, it is hardly as self-explanatory as it might be.

The cut at the top of the ad. is distinctive, although a writer in a prominent advertising journal recently pointed out that white letters on a black ground were harder to read than black upon white ground. If this be the case, it might be well to show a preference for the black letters on white.

An occasional use of the white letters is, however, a good idea. The large number of ads. in our newspapers, set in the plain type, cause a cut of this kind to stand out in an attention-compelling way.

Since space in The Montreal Star is so expensive, I cannot understand why a meaningless cut such as appears in the midst of this ad. should be used. It would have been much better to use that space in a few display heads distributed through the ad.

I think this ad. would have made a more striking appearance if set up double column. As it appears it is fifteen inches single column. You might then have used two electros, and divided your matter into two columns, one to the grocery department and one to the drug department.

The Co-Operative people say : "We endeavored to get full value for our expenditure by filling up with interesting matter."

That's the way to get full value out of the space, but whether or not you received full value from the expenditure depends on the measure of actual results received.

As you say, advertising in The Star costs considerable. The question is, do you get sufficient returns to make it a profitable investment?

I am in receipt of a letter from another Montreal grocer who states that it cost him considerable to find out that it didn't pay him to advertise in The Star or any of the other local papers.

A great many city grocers find it unprofitable to advertise in the daily papers, and the reason is that you pay for a large circulation and are benefited by but a small proportion of it.

As the Montreal correspondent puts it : "You can draw trade from the four corners of the city to the centre, but you can't draw trade from the centre or any of the corners to any particular corner."

By advertising in a paper like The Montreal Star and selling goods at bargain prices, can sufficient profit be made on the increased total sales to pay for the advertising, and does sufficient other trade result to make the investment a profitable one?

That's the question for The Co-Operative Grocery Co. to answer for themselves, according to the results they have experienced.

I wish they'd let me know for the information of other GROCER readers.

Harry Jacobs, cigar manufacturer, was interested in the recent fire at Vancouver, B.C., to the extent of $13,000, but claims that his business will not be interrupted.

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink

Hires'

Root Beer

the whole day long,
And you will feel "all right."

Stock with **HIRES' Root Beer.** See that your travellers have it on their price list. It pays a GOOD PROFIT.

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds, as follows :

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"

Finest Cream Salad in Gal. Tins.

Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.

W. P. DOWNEY, SOLE AGENT FOR CANADA.

26 St. Peter St., —Prices on Application— **MONTREAL.**

STRETTON'S PRIZE MEDAL SAUCE

A Delicious
Worcestershire Relish.

Montreal Agents

S. H. EWING & SONS,

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL.

SCOTCH WHISKY.

Macleay, Duff & Co.,
Distillers, Glasgow.

Brands—"Extra Special," "Freedom," "Macduff."
"Special Liqueur Cream," etc., etc.

—SOLE AGENT IN CANADA—

B. O. BELAND,

—IMPORTER OF—

Champagnes, Brandies, Dutch, Holland and Russian Gins, Wines, Clarets, Liqueurs, Olive Oils, Perfumes, etc.

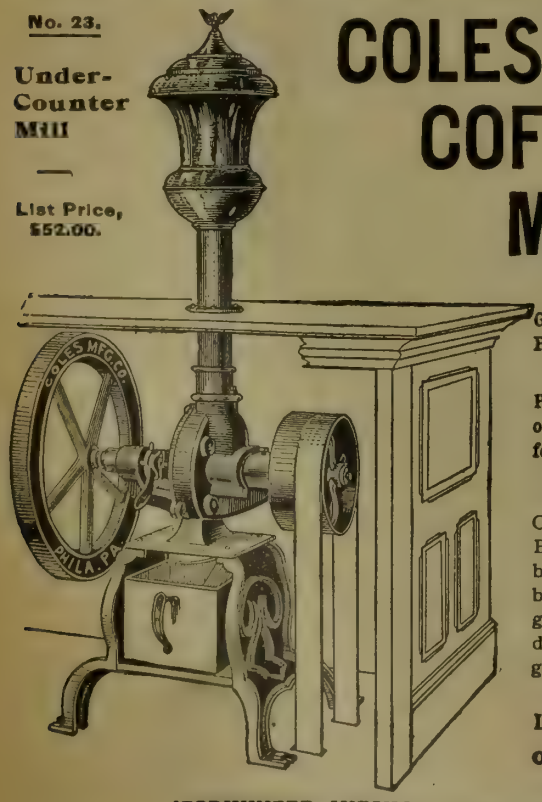
26 Lemoine Street (near McGill Street), **MONTREAL.** Telephone Main 181

No. 23.

Under-Counter Mill

List Price, $52.00.

COLES COFFEE MILLS



None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Saving Pennies

This is one of the first things a careful parent teaches a child.

Why not give your clerks a post-graduate course in this same lesson?

KEEP IT EVER BEFORE THEM.

They can make your business blossom like a rose.

A DAYTON MONEYWEIGHT SCALE does all this more effectually than anything else.

Ask Dept. M for catalogue.

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - - 232 McGill Street. Telephone 1255.
TORONTO - - - 10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C.
MANCHESTER, ENG. - 18 St. Ann Street. H S. Ashburner.
LONDON, ONT. - - - Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White.
NEW YORK - Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN. - 377 Cumberland Ave. D. J. Benham.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

Published every Friday.

Cable Address { Adscript, London. Adscript, Canada.

TWO INTERESTING EXPERIENCES.

THE clause in the charter of The Canada Grocers Limited, empowering the company to engage in retail trade, has given rise to a good deal of speculation in the minds of retailers. It may, therefore, be of interest to review, for a moment, the annual statements of two large English firms, which are, perhaps, typical of the orthodox wholesale and branch store systems respectively. In recent numbers of The Statist, the standings of Brooke, Bond & Co. and of Lipton, Limited, are set forth with considerable detail, and it is from this source that our figures are drawn.

Lipton, Limited, probably the largest, and undoubtedly the most famous, branch store firm in the world, was incorporated in 1898 to take over the business of Sir Thomas J. Lipton. It was capitalized at £2,500,000, one-half million 4 per cent. debenture stock, one million 5 per cent. cumulative preference shares, and one million common stock. In the eight years previous to incorporation, the net annual profits of the concern had grown from £68,046 to £176,984, and it was expected that the growth would continue. In 1899, indeed, the net profits did reach £244,337, but, since then, they have declined, and this year were but £154,948, despite the fact that the turn-over has increased very much, and the trading profits not inconsiderably. The reserve fund of the company is but £266,666 while £1,250,000 is represented by good will; consequently, although 8 per cent. dividend is paid on the common stock, it stands in the market at £1 3-16, although it was issued at £1.5s, and stood at £3 in 1899. The reason given for the failure of the firm to pay the dividends anticipated is "high prices for raw materials," and "severe competition."

In contrast with this state of affairs, the firm of Brooke, Bond & Co., which does a strictly wholesale trade, was incorporated in 1892 as a public company with a share capital of £150,000, and for the past three years has paid a dividend of 17½ per cent. In its prospectus, the company showed for the preceding five years a net annual profit of £24,000. This has been exceeded every year since, and in 1902 there was realized a profit of £39,958, or 66 per cent. above the amount estimated in the prospectus. Although a falling-off has been experienced this year, the company was, nevertheless, able to show a clear £32,725 to the good. With a share capital of £150,000, the company has a reserve fund of £144,000, while £44,000 in debentures and $100,000 goodwill has been written off from the profits. The shares of the company, of £1 face value, bring £3½ in the market.

In comparing the positions of these two companies, it is not to the respective dividends of 8 per cent. and 15½ per cent. that particular attention should be addressed. The difference is obviously due to the large capitalization of the Lipton concern, and the small capital and large reserve fund of Brooke, Bond & Co. The important points to be noticed are, first, the heavy charge of the operating expenses on the trading profits of the branch store concern, and, second, the noticeable falling off of both trading and net profits, in the face of an increased turnover. It is apparent that the minute details of retail distribution demand an attention which is only secured by the personal supervision of the owner.

The Lipton Company is undoubtedly a success, as the 8 per cent. dividend on its large capitalization shows, but comparison with the Brooke, Bond Co. would scarcely tempt one from the wholesale to the retail field.

The Canada Grocers, Limited, indeed, repudiate any intention of taking advantage of their retail privileges, and it seems scarcely probable that a concern which depends so largely on the goodwill of the retail trade, should enter on a course promising so meagre returns, and which would be certain to alienate a great majority of its present customers.

The introduction of the retail power clause in the charter was, doubtless, more a matter of form than anything else, and the result of the corporation lawyer's strong distaste for omitting anything whatever from a charter.

GROCERY TRAVELLERS' VACATION.

THE grocery travellers' summer vacation has become an annual event in Ontario, but, as yet, no set time has been assigned to it. As a result, there recurs, each year, the same old agitation over fixing the date, and much additional and unnecessary work and worry is thrown on those who have the matter in hand. Each house, as might be expected, has its own convenience to suit, and this convenience may or may not coincide with that of others.

There seems no good reason why certain weeks, should not be set part as the recognized date of the travellers' vacation. Such an arrangement would be a great convenience to the retailers, who, knowing the vacation time from year to year, could govern themselves accordingly. At first, such a move might require the sacrifice of a little personal convenience on the part of a few wholesalers, but a moment's reflection on the benefits thereby accruing to the trade in general, and to the travellers in particular, should bring a generous aquiescence.

Should the summer vacation become a fixture like the Christmas holidays, trade

conditions would soon adjust themselves, while the foot-sore traveller could make plans for renewing his youth and acquaintance with his family, without the risk of having those plans disarranged by an unexpected change in the date of his vacation.

A fixed vacation time would make possible a general reunion of Ontario travellers, an event which might be expected to generate sufficient jollity to serve for the rest of the year. And indeed, a field day, in which the wives and families of travellers should also participate, would do much to cement the good fellowship which already exists among the brotherhood.

Nor are the possibilities of this idea confined to Ontario. A general vacation time for the travellers of all the Provinces, which time may not unreasonably be expected to bring forth, would give zest to inter-provincial excursions and visits, engender good feeling, and stimulate trade.

By all means let us have a settled vacation period.

TO THE DEPARTED HOME-COMER.

THE Home-Comers have come and gone. For four days Toronto kept open house for her prodigal sons ; for four days were old friendships renewed, old scenes revisited and old memories recalled. Now the flags are taken down, the bunting removed, the busy city doffs her holiday attire and resumes the wonted routine, for the festival is over.

The "Old Home" weeks and "Old Boys'" reunions have become a noteworthy feature of these latter days, and it is most gratifying to find the enthusiasm for the home land which still burns in the breast of our sons who have become foster children of the great republic to the south. The republic's quota to the crowd of last week was a large one, and showed little trace of inhospitable treatment in the land of their sojourn. They had every appearance of prosperity and contentment. Many of them have attained prominence ; all have taken their part in making the name Canadian a recommendation and certificate of character.

Our sons have done well. We expected none the less of them, and have not been disappointed.

But on coming face to face with the prosperity which has blessed Canada these last eight or ten years, it is not improbable that even the most successful of our sons may have been struck with the thought, "I might have done as well, or better, had I stuck to the old land."

Indeed the same energy and vim which is necessarily exerted in severing old ties and starting over again under new conditions, if exerted at home in Canada, would, without doubt, have produced even greater results.

The material growth in Canada during the past ten years has been remarkable, and out of all proportion with the increase in the population. In 1892, our total exports of home produce amounted to $99,000,000. In 1902 they were $196,000,000. For the same years our total imports, exclusive of coin and bullion, were $125,000,000 and $205,000,000 respectively. Our national revenue has increased from $36,000,000 to $58,000,000, while the burden of taxation has been unnoticeable. The bank discounts, during this decade, have increased from $210,000,000 to $426,000,000 per annum, while savings banks balances have grown from $51,000,000 to $78,000,000. Ten years ago our iron and steel industries were practically non-extant. There were, indeed, one or two smelters at that time, but their output was small, and little faith was placed in their future. Last year our furnaces produced 327,000 gross tons, and there are now in operation, or in course of construction, 16 iron furnaces with an annual capacity of 1,100,000 gross tons. Despite the sneers of Andrew Carnegie, Canadians are anticipating the day when we shall be one of the great factors in the world's iron and steel markets.

As our population has by no means kept pace with the increase in material wealth, the average individual wealth has inevitably grown very greatly. Indeed per head of population our export trade is double that of the United States.

The tide of immigration has been slow in coming our way, but it has come at last with a rush. The world has awakened to the magnificent possibilities of the land of the maple, and is losing no time in getting here. Last year our immigration returns showed an unprecedented influx, and this year settlers are pouring in, in ever increasing numbers. Many of these are from the home land, and many more from across the border, some of whom are prodigals returning after many days.

We are all enthusiastic Canadians nowadays, and it is doubtful if a single Old Boy has been allowed to return to Uncle Sam's domain without being made to realize that this is our growing time, that we are on the crest of the wave and we won't be stopped.

But there is more in life than the amassing of wealth. What are a few thousands more or less, if a man has to live in Pittsburg, a place not inaptly described as "hell with the lid off." These brilliant July days, the golden Autumn, the clear sparkling Winter, the reviving Spring, with which nature has blessed this favored land are enough alone to teach a man to swear by her. Nor can the home life across the border be compared with that which obtains here. American cities may be distinguished for taller buildings, wider avenues, or gaudier residences, but Canadian cities are not less distinguished as cities of homes.

Home-comer, Canadian cities welcome your advent : if you must return, they wish you Godspeed. But remember, if ever wealth palls and the strenuous life grows wearisome, up north, under the maple, lies the Old Home, and the latch-string hangs outside.

FRAUDULENT DEBTORS.

THE Hon. Mr. Beique's bill to amend the Criminal Code 1892, respecting the punishment of fraudulent debtors, has received its second reading in the Senate. The bill deals with the keeping of books by tradespeople, purchasing goods on credit, and is copied from the Scotch Debtors' Act of 1880. The bill provides that any debtor to the extent of $1,000, who for five years previously had not kept books or could not account for his losses to the satisfaction of the court, should be liable for imprisonment.

The necessity for the bill is urged on account of the number of merchants who

are being tempted into stock gambling, with funds which rightly belong to their creditors, and it is claimed that similar legislation, in France and other countries, has had a salutary effect.

From a casual examination, the bill strikes one as being perhaps too drastic, although its object cannot be too highly commended. In this day and age of the world, business is done on so narrow a margin that the man who fails to keep a keen eye on his business, exact accounts and a clean stock list, is bound, sooner or later, to find himself unable to meet his obligations, and of course his creditors suffer. Such carelessness, as is contemplated in the Hon. Mr. Beique's bill, if resulting merely in disaster to the delinquent, would be regrettable; when the interests of others are imperilled, it is culpable, and when aggravated by outside speculation is deserving of severe punishment. Ordinary commercial morality should teach men in business to keep their books in good shape, and avoid flyers-in-stocks. It is the ignoring of just such rules as these that makes necessary, at times, the passing of bills like the one under discussion.

BUSINESS MEN AND THE MANITOBA ELECTIONS.

MANITOBA is in the midst of a provincial general election. According to the Government papers the Government is very strong and its record so satisfactory that it will have no difficulty in being returned to power. The tone of the Opposition papers, however, would lead one to the opposite conclusion. But business men may be assured that politicians are much about the same, to whichever party they belong. Business men, therefore, need not be very much concerned in regard to the victory of this or that party.

What should concern the business men in Manitoba as well as in every other province of the Dominion is the election of good men—men of sound business common sense. If they are actuated at all times by a party spirit and not by sound business judgment, they cannot but expect the men that represent them in Parliament will be of the same class. Like begets like, in politics as well as in everything else.

It is to be hoped that the business men in Manitoba will support for parliamentary honors men of experience in mercantile affairs, irrespective of what their party affiliations may be.

In all the provinces there is a demand for a larger representation of the business element in the Legislatures and it is to be hoped that the progressive province of Manitoba will set a good example by returning to the next House men of commercial experience and of sound integrity.

THE HALF-YEAR'S FAILURES.

THE summary of business failures in the United States and Canada for the six months ending June 30, which appeared in last Saturday's Bradstreet's, is particularly gratifying to Canadians, and is indicative of the general prosperity which Canada is now enjoying. During the past six months there have been 480 failures in Canada, as compared with 603 for the corresponding months of 1902. At the same time, the liabilities involved have fallen from $5,103,404 to $4,446,743, and the excess of liabilities over assets from $2,855,194 to $2,331,442. In the United States, although the number of failures during the last six months was 4,790, as compared with 5,262 for the first six months of 1902, the liabilities involved have risen from $56,927,688 to $60,251,563.

Canada can be congratulated upon the fact that, in spite of the unsatisfactory condition of the stock market, the mercantile world makes such a good showing.

TO MANUFACTURERS' AGENTS.

A manufacturing exporter, in England, asks to be placed in communication with a manufacturer's agent, in Canada, who is in a position to introduce and handle one or two lines that will sell well amongst confectioners, grocers and provision men. The editor of THE GROCER would be glad to hear from any agents in close touch with grocers who make a specialty of confectionery.

Attention is directed to the advertisement of Lumsden Bros. in this issue of THE GROCER. The matter referred to is one that has interested the trade for some time.

PASSING OF A VETERAN TRAVELLER.

It is with deep regret that we are called upon to announce the death of Wm. B. Croy, who passed away Monday morning, after a very brief illness.

Mr. Croy was one of the best known grocery travellers in western Ontario. About 20 years ago he came to this country from Scotland, where he had gained an excellent knowledge of the grocery business. It was not long before he gave evidence of his ability, and was first engaged as traveller by the then firm of Brown, Balfour & Co., during which time he gained a reputation which has stood with him until the end.

He entered into partnership with Balfour & Co. in 1890, and in this connection undertook to establish business relations in Manitoba and the Northwest Territories. Here, also, he had the satisfaction of establishing not only the highest reputation as a grocer, but a business connection which stands in the first rank in the Dominion.

W. B. CROY.

The commercial travellers expressed their confidence in Mr. Croy by electing him several times as the director of their association.

He had been anticipating a long and well earned holiday with his wife in Europe, but has been cut off in the prime of life and usefulness, and will be sadly missed, not only in Ontario, but throughout the broad territories in which he has been so favorably known.

The funeral, which was conducted with Masonic honors, took place Wednesday afternoon, from the residence of his brother-in-law, Mr. George A. Matheson, and was attended by a large concourse of friends.

Buyers of table raisins may procure some from H. P. Eckardt & Co.

"THE MAKING OF MONEY."

"SALADA" Natural Leaf Ceylon Green is still making great strides in popular favor with those heretofore used to Japans.

The successful building of a business—the gaining of a good reputation, isn't "just luck"—don't believe it. It's the "Knowing How." There's only one safe, sure and lasting way, and that is to serve the public "well," not passably so, but "well."

So far as your Tea department is concerned, it is our business to put you on the right track, as by helping you we are also helping ourselves. This is not a philanthropic proposition, but a business one.

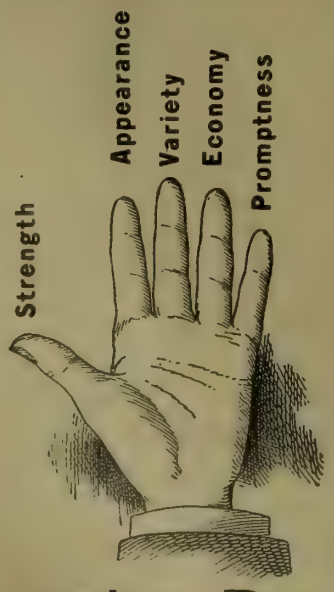
"SALADA" Ceylon Tea is the Best Tea and the Best Value in the wide world. That the public think so, too, is conclusively evidenced by a sale of Eleven Million packets annually.

"This is a certificate of character that is unquestionable."

CORRESPONDENCE SOLICITED.

Address, "SALADA," Toronto or Montreal.

5 STRONG POINTS.



Wrapping Papers

CONSULT OUR TRAVELLERS OR WRITE US.

DOUGLAS & RATCLIFF

Paper Dealers,

TORONTO.

The best advertising on earth is by word of mouth. That is the kind of advertising that is rapidly increasing the sales of

Celluloid Starch

Never Sticks Requires no Cooking.

Our newspaper advertising induces a first trial, but the excellent qualities of Celluloid Starch make a living advertisement of every user—they enthusiastically endorse it to their friends.

It is good policy for you to recommend Celluloid Starch to your customers—they'll appreciate your kindness.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, July 9, 1903.

GROCERIES.

BUSINESS since our last issue has continued to give satisfaction, and up to the present time has shown itself in advance of previous years. Trade on the streets is not so satisfactory, jobbers not manifesting too great interest in stocking up. Orders for futures are, however, moving pretty freely. Canned goods continue to occupy a good deal of attention, and several lines are being well drawn upon. We are quoting this week prices for future delivery, which have been issued by The Canadian Canners' Consolidated Co., Limited, in marmalade, jams, jellies, berries, rhubarb, asparagus, spinach, peas, beans; also lunch tongues and Fraser River salmon. In coffee there is little to chronicle, trade has been fairly good, especially in green coffees, and prices rule firm. In sugar, the home market continues steady; trade has been very good and a quantity of sugar has changed hands since our last issue. There has been a modification in quotations as regards domestic; this week it will be noted that Maple Leaf No. 2 is now removed from the list, whilst Maple Leaf No. 1 is reduced to 4.03. Wallaceburg crystal granulated is also quoted at 4.03, as against previous quotation of 4.13.

Spices are moving but slowly, with prices still ruling firm; the primal markets continue firm and pepper is still maintaining a strong position. Rice and tapioca are fairly active with firm prices ruling. Syrups and molasses are featureless with no note of interest at the present season. The tea market maintains a strong position with little prospect of any weakening; the early sales on primal markets are ruling firm and showing advance in prices on previous seasons, whilst the European markets are commanding good quality teas at fully up prices. Foreign dried fruits are selling well for the present season and prices continue to rule firm.

CANNED GOODS.

There has been a steady and well sustained demand for canned goods since our last issue, and previous quotations remain firm. Stocks are well reduced and there are possibilities of prices firming toward rise. Prices for new pack salmon have come to hand and are in advance of last season's opening. The whole of the first pack in several leading lines of Sockeye salmon are already sold out. We give in a separate list below, prices to hand for futures in salmon, jams, jellies, marmalade, berries, rhubarb and spinach. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	....	1 00
" sifted	1 00	1 10
" extra sifted	1 25	1 30
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 35	1 55
" 3's	2 25	2 50
Plums, green gages, 2's	1 00	1 10
" Lombard	0 85	1 00
" Damson, blue	0 85	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 50	1 65
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼'s	0 13½	0 14
" ½'s	0 19	0 20
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	0 90	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
Engilsh brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

Prices to Hand of New Pack Futures.

SALMON.

Maple leaf salmon	1 42½	1 45
Clover leaf "	1 49½	1 62½

ORANGE MARMALADE.

1-lb. glass jars, 2 doz. in case, per doz	$0 95
2½-lb. tin pails, 2 doz. in crate, per lb	0 06½
5-lb. tin pails, 8 pails in crate "	0 06
7-lb. " 6 " " "	0 06
7-lb. wood pails, 6 " " "	0 06
30-lb. pails, per lb	0 06

PURE FRUIT JAMS.

Raspberry, Strawberry, Peach, Plum, Apricot, Red and Black Currant, Gooseberry, Fig Jams packed as follows:

1-lb. glass jars, 2 doz. in case, per doz	$0 95
2½-lb. tin pails, 2 doz. in crate, per lb	0 06½
5-lb. " 8 pails " "	0 06
7-lb. wood pails, 6 pails in crate, "	0 06
14-lb. " 6 " " "	0 06
30-lb. " per lb	0 06

PURE FRUIT JELLIES.

Raspberry, Strawberry, Black and Red Currant Jellies packed as follows:

1-lb. glass jars, 2 doz. in case, par doz	$0 95
2½-lb. tin pails, 2 doz. in crate, per lb	0 06½
5-lb. " 8 pails " "	0 06
7-lb. wood pails, 6 " " "	0 06
14-lb. " 6 " " "	0 06
30-lb. " per lb	0 06
2's, strawberries, heavy syrup, per doz	1 40
2's, " preserved "	1 60
Gals., " standards "	5 00
Gals., " solid pack "	8 50
2's, red raspberries, heavy syrup "	1 40
2's, " preserved "	1 60
Gals., " standards "	5 00
Gals., " solid pack "	8 50
2's, black raspberries, heavy syrup, per doz	1 35
2's, " preserved "	1 55
Gals., " standards "	4 75
2's, red cherries, not pitted, per doz	1 80
2's, " " pitted, "	2 20
2's, English black cherries, not pitted, per doz	1 85
2's, " " " pitted "	2 25
2's, white wax cherries, not pitted, per doz	2 00
2's, " " " pitted "	2 40
Gals., cherries, standards, per doz	5 50
2's, rhubarb, preserved, "	1 10
3's, " " "	1 80
Gals., " standards "	2 50
2's, asparagus tips, per doz	2 50
2's, select table spinach, per doz	1 40
3's, " " " "	1 90
2's, standard peas, No. 4, per doz	0 87½
2's, sifted peas, No. 3, "	0 90
2's, extra sifted peas, No. 2, "	0 95
2's, extra fine sifted peas, No. 1, per doz	1 40

	Plain.	Tomato sauce.	Chili sauce.
1's, baked beans, 4 doz. in case	0 45	0 50	0 50
2's, " tall cans	0 72	0 78	0 78
3's, " "	0 90	1 00	1 00
3's, " flats	0 90	1 00	1 00
1's, lunch tongue	....	....	2 75

COFFEES.

The demand on the home market in coffee continues well maintained and prices remain as previous quotations. The New York market reports denote slowness throughout with offerings constituting little attraction, on account of the firm prices asked. We quote:

	Per lb.
Green Rios, No. 7	0 07
" " No. 6	0 07½
" " No. 5	0 08
" " No. 4	0 08½
" " No. 3	0 09½ 0 11
Mocha	0 23 0 28
Old Government Java	0 22 0 30
Santos	0 09½ 0 10½
Plantation Ceylon	0 26 0 30
Porto Rico	0 22 0 25
Guatemala	0 22 0 25
Jamaica	0 15 0 20
Maracaibo	0 13 0 18

SUGAR.

The course of the market has been interfered with by the holidays in U.S. contingent upon Independence Day, markets there being closed on Friday and Saturday, 3rd and 4th. The market has opened quiet since the holidays, with sellers of raws at quotations, while refiners having ample stocks on hand, and to arrive for prospective requirements, are disposed to hold off and would only accept offerings at a slight concession from current quotations, which may be regarded nominal. Refiners' stocks in store are about 235,000 tons, as against 104,273 tons same time last year; while importers' stocks are, at present, about 84,000 tons, against 31,000 tons at same date last year. It is estimated by N.Y. authorities that Cuba has still to market 246,000 tons, or say over ¼ of the estimated crop for this campaign. Of this quantity, probably 100,000 tons are in the hands of a few wealthy planters, while the remainder is held by merchants and shippers. There is then, little likelihood of any further pressure to sell from these quarters, and it is likely that N.Y. holders will be able to tide over the present dulness and wait for such improvement in the situation as may develop. Sales of raws for the week under review were light, approximately only about 11,000 bags. The larger proportion was centrifugals on spot at 3 9-16, duty paid, landed terms. About 3,000 bags Muscovado sugar were placed on basis of 3c landed terms for 89 test, thus showing decline of ⅛ in this grade. This price is 1-16 below the usual differential in favor of 96 test. For the week ending June 30, receipts at U.S. four ports were 29,299 tons, with meltings unchanged at 36,000 tons. Total stock was 316,227 tons, a reduction of oaer 6,000 tons for the week. Cuban stocks, for same period, were reduced 4,500 tons, and were reported as 340,000 tons, against 407,000 tons same period last year. There are still four central factories grinding. European has fluctuated fractionally for the week and is now quoted at 7s 9d, thus establishing an advance of ¾c per cwt.,

and is reported firm for July delivery. This description is still 33c per 100 lb. above the parity of N.Y. duty paid basis, for 96 test centrifugals. Latest cable advices report that rain is wanted in growing sections.

In refined, N.Y. opened this month with a general decline of 5c per 100 lb. led by the Arbuckle refinery, and the demand is reported fairly active, though confined principally to withdrawals on existing contracts. Little new business is transpiring. Thus far, our local market has not responded to this movement, though there have been modifications in the domestic beet sugar list. All eastern refinery prices remain unchanged, but Wallaceburg "Crystals" and Berlin "Maple Leaf" granulated are reduced 10c to basis 4.03 Toronto, while Maple Leaf No. 2 granulated, is withdrawn from the list. We quote :

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb. "	4 68
" "Domino" brand, 50-lb. boxes	4 73
" " " 100 "	4 63
St. Lawrence granulated	4 13
Redpath's granulated	4 13
Acadia granulated	4 08
Maple Leaf granulated (Berlin)	4 03
Maple Leaf No. 2	....
Crystal granulated (Wallaceburg)	4 03
Beaver "	3 98
Imperial "	4 03
Phoenix	4 03
Cream	3 88
Bright coffee	3 88
Bright yellow	3 88
No. 3 yellow	3 78
No. 2 "	3 58
No. 1 "	3 48

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

There is no new feature to record in regard to spices ; the home trade is particularly dull with prices remaining at previous quotations. We quote :

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 14 0 35
" white	0 23 0 27	Cream of tartar	0 24 0 30
Ginger	0 22 0 25	Allspice	0 13 0 16

RICE AND TAPIOCA.

The home trade continues fair but without any distinctive feature ; previous quotations still rule firm. The primal markets are making but limited offerings and what is marketed finds ready outlet. Tapioca is reported as holding an erratic market, without any indication of firmness. We quote :

	Per lb.		Per lb.
Rice, stand. B	0 03½	Sago	0 03¾ 0 04
Patna	0 05 0 05½	Tapioca	0 03 0 03½
Japan	0 05½ 0 06		

SYRUPS AND MOLASSES.

There is nothing of interest to report, the present season being a particularly quiet one ; local holdings, however, are light, and prices are consequently ruling firm. We quote :

Syrups –	
Dark	....
Medium	0 30 0 32
Bright	0 35 0 37
Corn syrup, bbl., per lb.	0 02¾
" ½ bbls., "	0 02⅞
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses	
New Orleans, medium	0 22 0 30
" open kettle	0 45 0 50
Barbados	0 38 0 40
Porto Rico	0 38 0 42
Maple syrup –	
Imperial qts	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

TEAS.

The home market in tea is without distinctive feature, little inclination being shown to purchase beyond immediate requirements. The London market reports denote fair activity, with prices, for any attractive grades, ruling firm. There are few new season's Indian teas coming to hand, any with flavor or strength being well competed for. Calcutta advices, also, point to early sales realizing prices in advance of usual opening averages. In Ceylon teas, the best invoices ruled firm at full figures, while the less attractive weakened in favor of buyers. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	0 23	
" " thirds	0 16	0 18
" " common	0 15	
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

FOREIGN DRIED FRUITS.

The demand has continued satisfactory since our last issue. Advices from primal markets still point to the unsettled condition of the Greek currant market. It would appear that neither of the recent movements, in the Chamber, have actually received royal assent, and meanwhile, a great deal of excitement and uncertainty prevails amongst growers and merchants. It is generally believed, however, that a protective measure will shortly come into operation which will have the effect of fixing the minimum price f.o.b. at primal ports of 11s 6d.

Malaga vines are reported in good condition and outlook for crop is very promising. We quote :

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 07 0 08
" selected	0 08½ 0 09
" selected layers	0 09 0 10
Sultana	0 09 0 13
Californian seeded, 12-oz.	0 08½ 0 09
" 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04 0 05	Fards	0 07½ 0 08
Sairs	0 03½ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 07 0 07½
90-100s	0 04½ 0 05½	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	.... 0 04	Elemes	0 10 0 15
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 08 0 12

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

Old stock, on track, Toronto, per bag	1 25 1 35
New American, on track, Toronto, per bbl	5 00

COUNTRY PRODUCE.

EGGS.—Values in eggs are down and easier since last writing. Receipts have

LEMONS

Demand very active. We have a full stock **Messinas, Sorrentos and Maioris**, sizes 300's, 360's and 420's.

All November cuts. Juicy Lemons.

Headquarters for Peaches, Plums, Apricots, Bananas and Oranges.

WHITE & CO.

WHOLESALE FRUIT AND PRODUCE,

64 Front St. East,

Phones { Main 4106 / Main 4107 TORONTO.

This plan is slow and not very sure.

Wilson's Fly Pads

Will kill millions and do it quickly.

10 Cents

PEACHBLUFF FARM

High-Class Fruits

FRUITS : Peaches, Sweet Cherries, Plums.
VEGETABLES : Early Tomatoes, Early Cucumbers, Early Musk Melons.

Hilborn & McLachlan, Proprietors

Growers and Shippers. Leamington, Ontario, Canada.

Strawberries

TOMATOES PINEAPPLES
CUCUMBERS CABBAGE
ORANGES LEMONS
BANANAS

Let us hear from you with an order.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.

82 Colborne St., TORONTO

Phones Main 54, Main 3428.

THE FRUIT WE SHIP

Is the fruit you want—THE BEST.
Everything in season—Domestic and Foreign

Ask and receive our weekly price list.

McWILLIAM & EVERIST

FRUIT and VEGETABLES.

Telephone Main 645, Office
" 3394, Warehouse ...TORONTO

C. Gardiner Johnson & Co.,
VANCOUVER, B. C.
Importers of . . .
Skinner's Queensland Turtle Soup
Dealers in . . .
Fraser River Canned Salmon
British Columbia Herrings
IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

Established 1869.
A. GIBB & CO.
BUTTER, CHEESE, EGGS, HAMS, BACON, LARD, JAMS, ETC.
Consignments solicited. Prompt returns.
83 COLBORNE ST., TORONTO

BUTTER
We are Buyers. Get our Prices.
EGGS
The Wm. Ryan Co., . . . Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets, TORONTO

SPECIAL VALUES
In Lemons, Oranges, Berries and Vegetables.
GET OUR QUOTATIONS.
CLEMES BROS.
37 to 41 Church St., TORONTO.
ASK FOR OUR WEEKLY PRICE LISTS.

been very liberal and show considerable "less off" owing to the hot weather. Much firmer prices are not anticipated for the immediate future. We quote :

Fresh laid eggs, per doz	0 14 0 15

HONEY.—The fresh fruit season has made the demand for honey largely nominal. Prices are easier from last week's quotations. We quote :

Extracted clover, per lb	0 07½ 0 08

WHITE BEANS.—The market is quiet at this season of the year and demand nominal. No change in prices has been noted. We quote :

	Per bush.		Per bush.
Mixed	1 50	Prime	1 90
Handpicked	2 00		

DRIED APPLES.—Are extremely dull. The fresh fruit has the call and prices remain unchanged. We quote :

Apples, dried, per lb	0 03 0 03½

POTATOES.—Prices are somewhat lower since last writing. Old stocks are practically out of the market and movement is but nominal. Canadian stocks are arriving freely and have displaced American stocks at prices ruling. We quote :

Ol stock, on track, Toronto, per bag	1 25 1 35
New Canadian, per bush	0 90 1 25

POULTRY. — Little movement is reported this week in poultry. Receipts have not been over large. Prices remain unchanged. We quote :

Spring chickens, per pair	0 90
Old hens, per lb	0 10 0 12

(For Butter and Cheese, see Dairy Produce).

GREEN FRUITS.

The fruit market has shown considerable activity this week. Although strawberries and cherries are dropping out they are being replaced by raspberries and currants. Oranges are a little firmer than last week, and pines have increased in value. Raspberries have responded to the larger deliveries by dropping from 14 and 15c to 7 and 8c. Red and black currants have made their appearance on the market at 40 to 75c and $1 to $1.25, respectively. Tomatoes have eased off 50c. per crate. California apricots and plums have shown a disposition to ease off a little, but peaches maintain their value. Watermelons and cantelopes are unchanged. We quote :

Mediterranean sweet oranges	3 50 4 50
Sorrento oranges	3 25 4 00
Valencias 420's, small	6 00
Pineapples, per crate	3 00 4 00
Grape fruit, per box	3 50
Bananas, per bunch for ordinary	1 25 1 75
" large bunches	1 75 2 50
Messina lemons, per box	2 50 3 50
Limes, per crate (8 doz.)	1 25
Canadian strawberries, per qt	0 05 0 06
Raspberries, Canadian, per qt	0 07 0 10
Tomatoes, per crate (4 baskets)	1 25 1 50
Canadian apples, in bbls	2 50
Cocoanuts, per sack	3 50 4 00
Californian cherries, per box	1 00 1 50
Canadian cherries, per basket	1 00 1 25
Gooseberries, "	0 40 0 90
Wax beans, per basket	0 50 0 75
Red Astrachan apples, per hamper	1 25 1 80
California apricots, per crate	1 50 2 00
" peaches, per box	1 50
" plums, "	1 50 2 50
Watermelons, each	0 30 0 35
Cantelopes (musk melons), per crate	3 00
Red currants, per basket	0 40 0 75
Black " "	1 00 1 25

VEGETABLES.

The first great break in the price of green vegetables occurred this week and values are from 15 to 50 per cent. lower on many lines than last week. Receipts are very large and the demand at the reduced prices is brisk. Cauliflower are offered at 75c to $1.25 per dozen and carrots at 15c per dozen. Canadian potatoes are displacing Americans and are quoted at $1 to $1.15 per bus. We quote :

Cabbage, per doz	0 40 0 60
Green peas, per basket	0 25 0 40
Green peas, per bag	0 90 0 95
New potatoes, American, per bbl	4 00

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CANADA and the U. S.
INCREASE YOUR TRADE. WRITE ME.
E. NICHOLSON, - WINNIPEG,
Wholesale Commission Merchant and Broker.

New potatoes, Canadian, per bush	1 00	1 15
Cucumbers, Baltimore stock, per basket		1 25
" hot house, per basket	0 90	1 00
" Canadian, per doz		0 50
Bermuda onions, per case		1 50
Egyptian onions, per 100-lb. sacks		3 00
Lettuce, per doz bunches		0 20
Cabbage lettuce, per doz. bunches		0 20
Butter beans, per peck		0 70
Asparagus, per doz. bunches	0 60	0 70
Fresh onions, per doz. bunches	0 12½	0 15
Rhubarb " "		0 20
Radishes, per doz. bunches		0 20
Mushrooms, per lb.		0 75
Mint, per doz bunches	0 10	0 15
Parsley, " "	0 15	0 20
Spinach, per bush		0 25
Potatoes, "	1 00	1 15
New beets, per doz	0 15	0 20
Cauliflowers, per doz	0 75	1 25
Carrots, per doz		0 15

FISH.

Conditions last week were disappointing, but the outlook is better at present. Receipts are liberal except of mackerel, which are very scarce and quoted at 25c. instead of 15c., as last week. Eastern salmon are freer. We quote :

Whitefish, fresh, per lb		0 09
Trout, fresh, per lb	0 08	0 09
Herrings, fresh, per lb	0 06	0 08
British-Columbian salmon, per lb	0 20	0 25
Halibut, per lb	0 12	0 15
Perch, per lb		0 05
Mackerel, each		0 25
Eastern salmon, per lb		0 18

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Wheat is slightly stronger than last week. Other quotations are about unchanged. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto		0 88
" " Northern " "		0 87
Red, per bushel, on track Toronto	0 78	0 79
White " " "	0 78	0 79
Barley " " "	0 45	0 46
Oats " " "	0 34½	0 35
Peas " " "		0 68
Buckwheat " " "		0 41
Rye, per bushel, " " "		0 54

FLOUR.—Since last writing there was a decline owing to the American holidays, but a rally has followed the last three days and values have recovered a firm tone. We quote :

Ontario patents, per bbl	3 50	3 75
Hungarian patents "	4 20	4 30
Manitoba bakers' "	3 90	4 00
Straight roller, "	3 40	3 50

BREAKFAST FOODS.—Prices in oatmeal and rolled oats have advanced considerably since last quotations, owing to increased demands and restricted offerings. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 15	4 30
Rolled oats, standard, carlots, per bbl., in bags		3 75
" " " " " in wood		3 90
" " " for broken lots	4 00	4 15
Rolled wheat, per 100-lb. bbl	2 00	2 25
Cornmeal	3 60	4 00
Split peas		4 75
Pot barley in bags		4 00
" in wood		4 15
Swiss food, per case		2 88
Aunt Sally's Pancake Flour, per case		2 00

HIDES, SKINS AND WOOL.

Hides are steady since last writing and prices are firm. Calf skins and pelts slightly stronger as the animals increase in size. Wool remains unchanged, but very little is coming in. We quote :

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " "	0 07½
Cured, per lb	0 08½

CALFSKINS.—We quote :

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 70
Lambskins, each	0 35
Pelts, each	0 30

WOOL.—We quote :

Unwashed wool, per lb	0 08½	0 09½
Fleece wool, "	0 15	0 16
Pulled wools, super, per lb		0 15
" " extra "		0 18
Tallow, per lb	0 05	0 05½

QUEBEC MARKETS.

Montreal, July 9, 1903.

GROCERIES.

THE grocery market has contributed a fair amount of business and the general tone is steady. Sugar is an instance of this, for, despite a rather slack demand and easiness in New York, and a decline in the Maritime Provinces, spot values are unaffected. The first arrivals of new crop molasses came to hand this week, but it is not discharged yet, owing to the congestion on the wharf. Prices on this staple are as firmly held as ever. The same can be said of tea. Some sales of new crop Japans have been made at 29c., that show excellent cup quality. In coffee, some brands of ground have been lowered from 1½ to 3c. per lb. Standard B. & C. C. rice are 15c higher all round this week. Canned Canadian sardines are higher also. In dried fruit, the general tenor of foreign advice continues bullish, and some speculative business has been put through, but the prices in question are no reliable criterion for basing an opinion of the market's future. The same can be said in regard to some offers that have been made on nuts for importation.

SUGAR.

The week has been a quiet one in refined sugar, and orders are confined to actual necessities, but prices here are steady, as the decline of 10c. in the basis of sale in the Maritime Province territory has not affected the local situation in any way, and trading from the refineries is on the basis of $4 to $4.05 for granulated and $3.40 to $3.80 for yellows. Raw sugar is in fair demand, but the situation is still weak. How much lower prices are going to go is difficult to predict at present, but according to advices from abroad the condition of the market is reported much worse than it really is, as invisible stocks everywhere have been reduced to an unprecedentedly low level, while visible stocks are heavier as compared with previous years, owing to the fact that it is necessary now that practically all stocks are held in public warehouses, which hitherto has not been the case, and the prospects, therefore, are that the market will right itself later on in the year, as the coming beet crop will be late. We quote :

Granulated, bags and bbls	$4 00	4 05
" ½-bbls		4 20
Paris lump, boxes and bbls		4 60
" ½-boxes and ½-bbls		4 70
Extra ground, bbls		4 45
" " 50-lb. boxes		4 65
" " 25-lb. boxes		4 75
Powdered, bbls		4 25
" 50-lb. boxes		4 45
Domino lumps, boxes and bbls		4 50
" " ½-boxes and ½-bbls		4 60
Phoenix		4 00
Cream		3 80
Bright coffee		3 80
" yellow		3 80
No. 3 yellow		3 70
No. 2 "		3 50
No. 1 " bags and bbls	3 35	3 40

SYRUPS AND MOLASSES.

In molasses, the chief news of the week is the arrival of the first direct cargo of new crop Barbados, which is consigned to The Boston Molasses Co., of which Rose & Laflamme are the representatives here. It is too early yet to say how it will turn out, as the Laura C., the vessel in question, has only commenced to discharge her cargo. There has been some new import business also put through, a cargo of 700 puncheons having been taken for local account at 18c. per gallon, first cost, at the islands. So far, therefore,

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The cocoa of superlatives. The aristocrat among cocoas. Made for connoisseurs. England and Europe have paid court to it for sixty years. "Quality first," a watchword for sixty years. For your fine trade. Get it from your wholesaler.

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HARVEY'S (of course), Clear Cloudy, and Perfumed Toilet. In drums, carboys, quarts, pints, flats.
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HARVEY'S Dry Powdered Ammonia, 1½ lb. packets, put up in 1, 2 and 3 doz. cases—a strong well-made article at a low price.
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ALL : KINDS : WANTED
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by the undersigned, who is in a position to place big quantities amongst the largest wholesale buyers in England.
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cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

there have been only two cargoes booked for Montreal account, amounting to 1,300 puncheons, against 12,000 a year ago. At this writing the jobbing range is 38 to 40c., as to quantity. We quote :

Barbados, in puncheons		0 38
" in barrels		0 40½
" in half-barrels		0 41½
New Orleans	0 16½	0 17½
Antigua		0 24
Porto Rico		0 38
Corn syrups, bbls		0 02¾
" ½-bbls		0 02⅞
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90

TEAS.

Trade in this staple has been quiet during the past week, but prices are firmly held all round. Some sales of new crop Japans have been made to arrive at 24c., and show good cup quality. Round lots of old stock have also been turned over at 17¾ to 19c., as to grade. Ceylon and Indian greens have been asked for to a moderate extent, but no large transactions have transpired. Cable advices have been received stating that Canada had made fair purchases of new crop Ceylon green teas at an advance in prices. Recent cables from Japan reported the tea market firm and stated that the second crop will be much smaller than last year. Cable advices from Formosa report a firm market for low grades, 15c. being quoted the inside figure for the lowest Government standard. We quote :

Good to medium Japans	0 17	0 18½
Fine to choice Japans	0 22	0 28
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder		0 23
Common "	0 14	0 15
Ceylon blacks	0 11½	0 20
Indian "	0 11½	0 20

COFFEE.

There has been some alteration in certain brands of ground Mocha and Maracaibo, as Chase & Sanborn have issued a new list that is equivalent to a decline of 1½ to 3c. per lb. on some of their output. In the green market there has been nothing to report, the fluctuation in the New York market being without visible influence locally. We quote :

Good cucutas	0 09½	0 09
Choice "	0 11	0 12
Jamaica coffee	0 07½	0 10

SPICES.

There has been nothing to report in the spice market. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 15	0 18
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 17	0 22
" white	0 25	0 27
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 18	0 20
" " Afghan	0 12	0 13
" ground Japan		0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " Afghan	0 13	0 14

RICE AND TAPIOCA.

The rice market rules firmer and prices are 15c. higher all round for standard brands of C. C. & B. rice. Imported Italian is firmer also. We quote :

B rice, in bags	3 30
" ½-bags	3 20
" ¼ bags	3 25
" pockets	3 30
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 20
" ½-bags	3 10
" ¼-bags	3 15
" pockets	3 20
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less.	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl	0 02¾		0 03
" seed pearl	0 03		0 03¼
" flake	0 04¾		0 05
Imported Italian			0 09

CANNED GOODS.

There has been an advance in Canadian sardines of 25c. per case, or ¼c. per tin. The price for this season's pack of salmon has been named and they show an advance of 15 to 25c. per case over the opening figures a year ago. This fact has not been the means of checking the demand for future delivery any, as it has been larger than a year ago up to the same date. The sales reported of the leading brands aggregate 30,000 cases on both local and western account, and the prices paid are as follows : Fraser River brands, $4.65 ; Skeena River brands, $4.50 ; Rivers Inlet and Lowe brands, $4.25, and spring salmon, $4 per case, f.o.b. coast. We quote :

Tomatoes		1 50
Corn		0 90
Peas	0 95	1 20
String beans	0 80	0 82
Strawberries		1 35
Succotash		0 85
Blueberries		1 10
Raspberries	1 45	1 60
Gooseberries		1 45
Pears, 2s	1 60	1 70
" 3s	2 10	2 15
Peaches, 2s	1 65	1 70
" 3s	2 50	2 75
3-lb. apples	0 85	0 90
Gallon apples		1 75
2-lb sliced pineapples	2 20	2 30
Grated pineapples		2 50
Singapore whole pineapples	2 15	2 20
Pumpkins, per doz		0 90
Spinach		1 50
Sugar beets	0 95	1 00
Salmon, pink	0 92	0 95
" spring		1 25
" Rivers Inlet red sockeye		1 30
" Fraser River red sockeye		1 50
Lobsters, talls		3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 75	1 85
Canadian Sardines, ¼s	3 40	3 60

FOREIGN DRIED FRUITS.

The spot business in dried fruits has been dull this week so far as trading from stock is concerned, and no import contracts of any kind came under notice. Advices on Sultanas state that there were some rumors to the effect that fruit was dropping from the vines, and that peronosporos had again made its appearance, but the available crop promises to be a large one, and the reports prove to be almost groundless. There is no doubt we shall have low prices if weather conditions continue as at present. In figs, the Smyrna crop is progressing favorably, and orders for import are taken subject to confirmation, though 31s 6d c.i.f., Montreal, has been named for September shipment. In currants, late advices assert that the supplies in Greece are being constantly reduced by buying from practically all consuming markets, which, if it continues, will clear up all the old crop before the new fruit is ready for shipment. A recent cable from Patras quoted fine Amalia currants for prompt shipment at 12s. 6d. in barrels and 13s. in cases. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases		0 04
" " cleaned		0 05½
" " in 1-lb. cartons		0 06
Finest Vostizzas "	0 06½	0 07
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 09	0 12

VALENCIA RAISINS,

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers "	0 08	0 08½

FIGS.

Comadres, per tapnet		1 00
Elemes, per lb	0 10½	0 20

DATES.

Dates, Hallowees, per lb	0 04½	0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11
Peaches "	0 09½
Pears "	0 12

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	2 15	2 50
"Royal Buckingham Clusters," ½-boxes		1 15
"Excelsior Windsor Clusters"	4 50	4 60
" ⅛s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07¾	0 08
" " seeded, in 1-lb. packages	0 09½	0 10
" " in 12-oz. packages		0 08¼

PRUNES.

	Per lb.	Per lb.
30-40s		0 10
40-50s		0 08½
50-60s		0 08
60-70s		0 07¾
70-80s		0 07½
80-90s		0 06¾
90-100s		0 06½
Oregon Prunes (Italian style) 40-50s		0 07½
" 50-60s	0 07	0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s	0 04½	0 04½
" " 100-120s	9 64	0 04¼

NUTS.

In nuts, the situation for shelled Bordeaux walnuts is extremely firm, and stocks of 1902 halves are all but exhausted. What remains in Bordeaux is firmly held at 220 fcs.; with 210 fcs. quoted for the 1901 crop. Prospects are good for the coming season, but it is too early to conclude that the crop will be large ; previous years have proven months of August-October as dangerous as any of the season. A speculative price is out for new crop Grenoble walnuts, viz., 74 frcs. per 100 kilos, f.o.b. Havre or Antwerp, which is figured to be equivalent to 9⅞c., re weight gross for net. According to recent advices, a small crop of filberts is confirmed, and new crop have been sold at 45s. 3d. per bale of 100 kilos, c. & f. New York for October shipment. We quote :

Walnuts, per lb.	0 12½	0 13
Tarragona almonds, per lb.	0 12	0 13
Shelled walnuts, "	0 25	0 26
Shelled almonds, "		0 25
Filberts, per lb.		0 09½
Pecans, "		0 16½
Brazil nuts, per lb.		0 14
Peanuts, roasted, according to the brand, per lb.	0 07½	0 11

GREEN FRUITS.

The week has been a satisfactory one in green fruit. Canadian strawberries are now out of season with no more offering. The first arrivals of new raspberries came to hand this week and sold at 10 to 12c., but these first sales are hardly a fair criterion, as much lower prices are expected shortly. We quote :

California navel oranges			5 00
" fancy "	112 and 126's		3 50
" " "	150 to 216's		3 85
Valencia oranges, 714's			5 50
" " 420's			5 25
" " 420's, Jumbo			6 50
Sorrento " 300's, compartment cases			3 25
" " 300's, ordinary boxes			3 00
" " 200's, large boxes			3 25
" " 160's, "			3 50
" " 180's, ½ boxes			2 00
" " 216's, ½ "			2 15
" " 100's, ½ "			1 85
Messina " plain, 100's			1 80
" " ovals, 80's			2 25
Maiori seedless lemons, 300's, extra fancy			3 75
Messina lemons 300's, fancy			3 00
" " 360's, fancy			2 50
" " 300's, choice			2 75
" " 360's, choice			2 25
New Californian lemons			
Cocoanuts, per bag of 100			3 25
Bananas, per bunch		2 25	2 50
Canadian apples, in bbls		4 00	5 00
Pineapples, per case		3 00	3 50
Canadian cherries, per basket		0 75	1 00
" raspberries		0 10	0 12

VEGETABLES.

There is the usual trade doing in vegetables, the only change being a lower range on new potatoes, which have declined to $3.50 per barrel. We quote :

New cabbage, in crates	3 25
Sweet potatoes, per bbl.	5 50
" per basket, about 50 lb.	2 00
Spanish onions, per crate	0 40
" " per case	1 25

Yellow and red onions, per bbl.		1 25
Cucumbers, per basket		4 25
Asparagus, per doz. bunch		5 00
Boston lettuce, per doz.		0 90
Tomatoes, 6 baskets to the crate		3 25
Spinach, per bbl.		2 75
New potatoes, per bbl.		3 50
Radishes, per doz	0 40	0 60

FISH.

There is a good demand for fresh fish, and with light supplies prices have a tendency to advance, especially for salmon and halibut. There is nothing doing in salt or prepared fish. We quote :

Haddies		0 07
Smoked herring, per box		0 15
Fresh haddock and cod, per lb.		0 04½
Dore, per lb.		0 07½
Pike, "		0 06
Halibut, per lb.		0 14
Gaspe, per lb.		0 13
Salmon trout, per lb		0 07½
Brook trout, per lb		0 18
White fish, per lb		0 07½
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
" " half bbl.	2 80	3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 70	0 80
No. 1 green codfish, per bbl.		5 00
No. 1 large green codfish, per bbl.		5 50
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06
Loose boneless cod, per lb. in 40-lb. boxes		0 05
Dried codfish, per 100-lb. bundles		4 50
Alaska salmon, per bbl.		14 00
Standard bulk oysters, per gal.		1 40
Marshall's kippered herring, per doz.		1 45
Canadian kippered, per doz.		0 90
Canadian ¼ sardines, per 100	3 50	3 75
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz		2 25

COUNTRY PRODUCE.

EGGS.—The egg market is firm and active, with prices rather stiff. We quote :

Selected	0 16	0 16½
Straight gathered	0 15	0 15½
No. 2 stock		0 13½

POTATOES.—Old potatoes are in slack demand, and the bulk of the offerings are inferior. We quote :

Choice stock, per bag		1 25
Inferior to ordinary, per bag	0 80	0 90

BEANS.—There is no change in these. We quote :

Primes, in small lots	1 80	1 90
Primes, in carlots	1 75	1 80

HONEY.—Dull, but steady. We quote :

White clover, in comb	0 12	0 13
" strained, in 60 to 70-lb. tins	0 08½	0 09
Buckwheat comb per lb.	0 08	0 09
" strained "	0 07	0 07½

HOPS.—Unchanged as last quoted :

Choice No. 1	0 21	0 22
Fair to good	0 17	0 19
Yearlings	0 10	0 12

MAPLE PRODUCTS.—Quiet and nominal. We quote :

New syrup, in wood, per lb.	0 05½	0 06
New syrup, in large tins	0 70	0 75
New syrup, in small tins	0 55	0 60
New sugar, per lb.	0 08	0 10

ASHES.—Firm and higher. We quote :

First pots	5 20	5 25
Seconds		5 00
Pearls, per 100 lb.		6 25

HIDES.—This market continues quiet but irregular, the opposition buyers still upsetting the standard. We quote :

No. 1 beef hides	0 08	0 09
No. 2 "	0 07	0 08
No. 3 "	0 06	0 07
No. 1 buff sheepskins	0 75	0 77
Lambskins	0 25	0 30
No. 1 calfskins		0 11
No. 2 "		0 09

FLOUR AND GRAIN.

FLOUR.—Business has been active and prices firm at the recent rise. We quote :

Choice Manitoba spring patents	4 20	4 40
Seconds	4 00	4 10
Strong bakers	3 50	3 60
Straight rollers	3 40	3 45
Winter wheat patents	3 85	4 00

GRAIN.—There is a fair demand for grain, both on local and export account. We quote :

Rye	0 58	0 58½
Peas	0 72	0 73
Corn		0 60
Buckwheat		0 48½
Barley		0 52
Oats	0 38¾	0 39

FEED.—Demand for feed has been less active and prices are lower. We quote :

Manitoba bran, in bags		19 00
" shorts		21 00
Ontario bran, in bulk		18 00
" shorts		20 00
Mouillie, as to quality	24 00	30 00

RAW FURS.

Trade continues very quiet this week, only a few furs, of those in season, being offered. A variety of prices are quoted for good furs. We quote :

	Large	Medi'm	Small	Kitts				
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50				
" Territory Rocky Mountains and Western					Fall Beave $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.	
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00	
" Brown "	12.00	7.00	5.00	.....	.....	.....	1.00 to 5.00	
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35:00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3			
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25		
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25		
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large	25-28c.	.10 to .13	8 to 10	2 to 5				
" Territory and Western	20c.	5 to .10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00		$1.00 to $2.00	
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50		.25 to .50	
	Large	Small	2	3	4			
RACOON—	.75-1.25	.60-75	.33-50	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	.75-1.25	.75	.40-.50	.05-15	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM—	$5.00 to $6.00 per pound.							

MARKET NOTES.

Mr. Mann, representative of The Salada Tea Co., reports very large sales this week of Ceylon green teas.

Rose & Laflamme advise arrival of cargo of Barbados molasses in puncheons, hogsheads and tierces, ex. steamer "Laura C." acct. Boston Molasses Co. This is the first direct shipment this season. Market is firm and higher prices are looked for in the near future.

Rose & Laflamme also report Indian and Ceylon teas coming into the market more freely, attributable, no doubt, to the high prices of Japans.

Lockerby Bros'. sales for "Cherry Blossom" package teas are showing very satisfactory increase.

Forbes Bros. say the new 20th Century patent broom is meeting with good reception, their sales being unusually good in this article, and it appears it has made a good impression on the trade.

Jobbers here have sent in their orders for new Valencia raisins and it is expected that earlier arrivals than usual may result.

Wheatine is establishing for itself a very enviable reputation, jobbers reporting it as a splendid breakfast food seller.

PERSONAL MENTION.

Mr. J. A. Vance, representing I. D. Bradshaw, gums, etc., Toronto, is looking after the jobbing trade this week.

Mr. D. W. Douglas, eastern representative of E. W. Gillett & Co., Limited, Toronto, is in town for a few days among the jobbing trade. Mr. Douglas reports the various lines of this firm increasing in sales. He is on his way down to the Gaspe coast and expects to consume five or six weeks on the trip.

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"
St. John, N.B., July 7, 1903.

THERE is a difference of opinion in regard to business. Some are finding it rather quiet and also say they find collections somewhat slow. The first general half-holiday was observed last week; excepting retail grocers, druggists and liquor men, practically all business was suspended. This is a growing movement. Most of the stores kept open on Friday evening. In the markets there is little change. Cream of tartar is hardly as firm but is still high. Rice gains in strength. There was a very large arrival of foreign granulated sugar this week, the largest for some months. The tourist travel is becoming large; cool weather is being experienced.

OIL.—In burning oil prices are quoted rather lower. There is now but a very slight difference between American and Canadian. Dealers are beginning to look toward fall contracts. In lubricating oil a fairly steady and full demand is reported. Linseeds hold quite firm, demand is chiefly consumptive. Turpentine is quoted lower. Little cod oil has yet been received. Seal oil will be high. We quote :

American Water White	0 20	0 20½
Best Canadian	0 19½	0 20
Prime		0 19½
Linseed oil, raw		0 65
" boiled		0 68
Turpentine	0 81	0 82
Cod Oil	0 29	0 31

SALT.—There was quite a large cargo of Liverpool coarse salt, also some fine, received this week. It caused rather lower prices, particularly while landing. There is quite a full stock held. In Canadian fine, it is almost impossible to get supplies. Market is bare of cheese salt. English fine, boxed here, is having quite a large sale. We quote :

Liverpool coarse, per lb.	0 55	0 60
English factory-filled, per lb.	0 95	1 00
Canadian, per bag		1 10
Cheese and butter salt, per bbl.	2 25	2 35
" " 5-lb. bags, per bbl.		3 10
" " 10-lb " "		2 85
" " 20-lb. wood boxes, each		0 25
" " 10 " " "		0 15
" " cartoons, per case	1 90	2 00

English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.—The representative of the association has been appointed, but no prices are yet named. The trade are getting impatient. They cannot understand the delay. They also feel they should know something in regard to the methods of the association. In spot goods corn is firm; peas are scarce and rather higher, but new goods quite close at hand. Tomatoes remain unchanged. Fruits are in good supply. Salmon is rather dull. Meats sell freely at even prices. We quote:

Tomatoes, 2's	$1 25	1 40
" 3's	1 50	1 60
Corn	0 90	1 00
Peas	1 05	1 20
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3s	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" spring	1 25	1 35
" Rivers Inlet, red sockeye	1 35	1 40
" Fraser River "	....	1 50
Domestic sardines, oils, ¼	3 00	3 25
" mustards, ¼	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.—Dealers are very busy. Bananas are very plentiful, good stock retailing two dozen for a quarter. Oranges find a fair sale with a few Valencias offered. Prices are firm. Lemons are held at quite full figures. Pines have sold freely this season. In melons, while there is improved sale, the market is small. Tomatoes and cucumbers are easier. Rhubarb is in less demand. Strawberries now hold the market. Native berries supply the trade. In California fruits, apricots are good, but plums and peaches but fair. Some fine cherries have been received. We quote:

Mediterranean oranges	4 00	4 50
Valencias, "	7 00	7 50
Messina lemons "	4 00	4 50
California apricots	1 00	1 25
" plums	1 50	1 75
" peaches	1 50	1 75
Melons	0 50	0 60
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Strawberries	0 10	0 12
Rhubarb	0 01½	0 02
Cucumbers, per doz	....	0 80
Pineapples	3 50	4 00

DRIED FRUIT.—The spot market is dull. Dealers are well supplied. Seeded have not sold as freely as was expected. New currants are quoted. Some orders for first shipment Valencias have been given. While new apricots and peaches are quoted, there is no sale. Dates are quoted for later shipment, prices about as last season. In peels, prices for new goods are rather lower. Carrots show a slight advance. We quote:

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	....	0 06

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers "	0 08	0 08½

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " " ¼s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 08½	0 09
" " seeded, in 1-lb. packages	0 10	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10½	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

	Per lb.			Per lb.	
30-40s	....	0 08½	70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06	0 06½
50-60s	0 07½	0 08	90-100s	0 05½	0 06
60-70s	0 07	0 07	Egyptian onions	0 02½	0 02¾

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

ONIONS.

Bermuda onions, per crate	....	2 50
Egyptian onions, per lb	....	0 02½

SUGAR.—There was a very large shipment of foreign granulated received this week by direct steamer. Prices of domestic refined were at once dropped 10c, and granulated in bags, 15c. There is a large sale. We quote:

Paris lumps, in 50-lb. boxes	....	5 00
Redpath's granulated	....	4 20
St. Lawrence "	....	4 20
Acadia "	....	4 20
" " in bags	....	3 95
Bright yellow	....	3 80
No. 2 "	....	3 50

MOLASSES.—A cargo of Porto Rico was received this week and some small shipments from American ports. Prices are rather higher and very firm. Some Barbados and New Orleans are offered. We quote:

Barbadoes	0 36	0 38
Porto Rico	0 40	0 44
New Orleans	0 30	0 35

FISH.—In alewives, dealers are quite happy. Prices, which last season showed quite a loss, have advanced to a good average figure. Some old goods held over have been sold, and most of the new pack. This was not large, about eight thousand barrels. Fresh salmon are still a large feature; prices are well maintained as the catch is rather light. There is light sale for dry fish. New pickled herring are received at rather lower prices. We quote:

Haddies, per lb	0 05	0 06
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	1 75	2 00
Pickled herring, per ½-bbl	1 90	2 00
Dry cod	3 65	3 75
Pickled shad, ½-bbl	5 00	6 00
Halibut	0 08	0 09
Fresh salmon	0 13	0 14

FLOUR, FEED AND MEAL.—Flour is unchanged. Sale has been good. Feed is being offered rather more freely. Oatmeal and oats remain quite firm. Cornmeal is rather higher. Beans are rather dull and prices easier. Barley and peas are scarce. We quote:

Manitoba flour	$4 70	4 85
Best Ontario	4 10	4 35
Medium "	3 95	4 00
Oatmeal	4 10	4 45
Cornmeal	2 75	2 80
Middlings, in small lots	24 00	26 00
Oats	0 40	0 44
Hand-picked beans	2 00	2 10
Prime "	1 86	1 90
Yellow eye "	2 80	3 00
Split peas	5 25	5 50
Barley	4 25	4 40
Hay	9 00	11 00
American timothy	2 00	2 50
Canadian "	2 70	3 15
Red clover	0 11½	0 15
Mammoth clover	0 15	0 15
Alsike "	0 13	0 15

NOTES.

Grandy & Allison received last week five thousand bags Liverpool coarse salt and five hundred factory-filled.

E. T. Sturdee has been appointed the New Brunswick representative of The Canned Goods Association, and Erb & Rankine representatives for Nova Scotia.

L. G. Crosby received a cargo of Porto Rico this week. Mr. Crosby represents The Porto Rico Commercial Co.

Bowman & Cole have just received a large shipment of foreign granulated sugar.

Ubero coffee is the latest addition to the regular stock carried by Baird & Peters.

MANITOBA MARKETS.

Office of "The Canadian Grocer,"
Minnipeg, Man., July 7, 1903.

THE week has brought the rains that were beginning to be needed, and copious warm showers have been very general throughout the province. The crop conditions continue to be A1. The only suggestion of shortage is in the hay crop of certain sections and that can be overcome and has been by the sowing of late barley to be cut green. The wheat market has been very materially affected by the rains, and from being strongly bull, has become bearish in tone for the last few days. The 1902 crop in Manitoba and the West generally, is pretty well cleared up, and the offerings for the past 10 days have been very light.

* * *

Feeling is running very high over the action of the Provincial Government selecting July 20, the first day of the Winnipeg Industrial Exhibition, for election day. A more disastrous choice, as far as the exhibition is concerned, could hardly have been made, and it means that the stock and horse section will be practically a failure. The election is exciting great interest and will be a sharply contested fight. For this reason farmers will not leave home on Saturday with their stock, as has been the custom heretofore; they cannot come in on Monday, election day, and Tuesday would be too late. So the chances are strongly in favor of their not coming at all. The general attendance will be lessened and Winnipeg merchants are feeling very sore over the matter, as Fair week has always been looked upon as a good and legitimate opportunity for clearing up Summer stocks.

* * *

The jobbing trade is looking forward with considerable interest to quotations and general arrangements for trade being made by The Canadian Consolidated Canners' Association. Agents have been appointed here in the persons of Jos. Huxley, broker, and Jas. Duncan, broker. It is expected that prices and terms will be received early in the coming week.

* * *

After considerable talk on the matter, the price of Morrisburg sugar has been put down 10c per cwt. lower than the cane sugar brands, extra standard granulated being quoted at $4.70 and the Morrisburg sugar at $4.60.

* * *

The California evaporated fruit situation is full of interest to the West at present, as prices promise to be very high. New apricots will open here at 12c to 12½c, which is practically 2c higher than last year. This is an important factor, for when prices are at all reasonable, enormous quantities of this fruit are consumed in the West. Present indications are that evaporated apples will also be dear and somewhat scarce. At present old stocks of evaporated apples are very firm at 6½ to 6¾c with a good steady demand.

* * *

Green fruit shows no material changes. Strawberries are over. The only fruit

giving unqualified satisfaction was the Hood River berries. Shipments by express from British Columbia were a failure. The fruit having been too ripe when packed, it had to be sold to a local house for jam-making. Much is said of the large crop of fine berries in Ontario, but so far the few shipments arriving here are irregular in size, small, badly packed, and generally as unsatisfactory as fruit from Ontario always is. Western fruit jobbers begin to despair of ever getting decently packed fruit from Ontario.

* * *

Owing to the high price of corn, cornmeal has advanced on this market 15 to 20c per sack and is now quoted at $1.80.

* * *

Flour is in good demand, both for domestic trade and export, at $2.15 for No. 1 patent. The advance of last week seems to hold in spite of the fact that wheat has fallen off in price from the point that warranted the advance in flour.

* * *

The dairy produce situation presents no new features for the week, though matters are slowly, but surely, shaping themselves towards the factories selling at prices that will warrant shipment to Montreal.

Eggs are still high and firm, and no change of situation is now likely until after exhibition.

* * *

Among visitors from the south this week was Mr. Measam, of Libby, McNeil & Libby. Mr. Measam is not offering any new line, nor does he foreshadow any marked change in prices, or conditions, of the canned meat trade.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 3.

THE action of the Vancouver Board of Trade, in moving to obtain the very much needed amendments to the Bills of Sale Act, has been strongly seconded by the Victoria Board of Trade. At its last meeting that body introduced resolutions that the Government should be requested to make such changes in the existing law as would remove the objectionable over-holding of unregistered chattel mortgages. It was further resolved, that any mortgage on current stock of a retail merchant should not be subject to the provisions of the Bills of Sale Act, in such a way as to act to the detriment or exclusion of any creditor, who should have rights because of such being stock. In brief, that is the whole situation. There is an evident desire on the part of the wholesalers to remove any preference in securing open accounts. Of course, while present conditions exist, there is no blame attached to any one who gets in first. As it stands, it is first come, first served, and take the hindmost, as the hindmost have many times learned to their cost.

* * *

Wholesale merchants have had the full benefit of another object lesson on the faults of the Bills of Sale Act, in the experience they have had with The Otto Grocery Co., mention of whose troubles was made in last letter. This company, consisted solely of Otto, a young man who came here, ostensibly from Montreal, and who received a fair report, (guarded in the extreme, as is usual with the mercantile reports,) which credited him with a capital of $5,000. "We are informed," the reports read.

Otto was closed out, and got out of town last week. He gave two chattel mortgages, one of which was paid in full, and there was almoct enough stock left to pay the second. But there was nothing for a single one of the unsecured creditors. And there were plenty of them. Every man in the wholesale trade in the city was caught by Mr. Otto's game. In addition, there were a number of people, tradesmen, who had fitted up the premises for the "company," and supplied materials, who were all more or less let in.

Otto appears to have had great ideas. He set out to do a commission business, by getting out circulars to shippers of produce in the eastern portions of Canada, and also to local British Columbia merchants, in rural districts. He stated that, as Peter Otto & Co., he proposed to do business as brokers and wholesale commission merchants, and solicited consignments of produce, poultry, hides, furs, pelts, wool, fruit, etc. He smoothed the mercantile agencies with the finesse of a past master. He simply entered into a contract with each of them to become a subscriber, agreeing to pay the $75, annual fees to each on July 1. His circulars evidently produced some results, for he had orders filled in several U.S. coast cities, all the way from Seattle to San Francisco. Evidently, he expected the produce he would get from the Northwest and Manitoba, on consignment, to serve as security for his chattel mortgages, as he contracted to keep his stock up to a certain standard. But well-laid schemes have gone astray many times before, and the case of Otto is no exception, though he gained a good deal of credit before he gave the chattel mortgages.

* * *

The general condition of the grocery and provision trade is excellent. Most of the wholesale dealers simply tell one that they have so much to do they cannot keep track of changes, if any are being made, in prices and stocks. The local demand in all lines is active, in the extreme, the week being especially so on account of the two or three days' holidays. Vancouver always takes the lead, in this province, in a Dominion Day celebration, and, as a result, a large number of visitors spend the week in the city.

* * *

There was some disturbance of conditions in the local sugar market last week, but it has all been fixed up, though prices have not yet advanced to normal. The British Columbia Sugar Refinery, which controls the situation on this coast, put the price of sugar down to 4c, but it went up again next day, and is now, possibly, fairly to be quoted at 4½ to 4⅝c. There are two factors in the trade which have always been working smoothly under a practically permanent arrangement since the establishment of the refinery here. The firm of Rithet & Co., Victoria, has been an importer of sugar to some extent and the refinery has recognized this factor, within certain limits, which they claimed had been transgressed. That caused the trouble, which has now been arranged. The demand for sugar is particularly heavy, and with the fruit season, is likely to continue so. The interest in prices, was, of course, much increased owing to this anticipation. There is one other small factor in the sugar market, but owing to transportation handicap, it is not able to extend operations much beyond the local field. This is a stock of Australian sugar, which has been handled by The J. Y. Griffin & Co., Ltd. It sells slightly lower than the refinery price.

* * *

Prices of American lard has gone down to a point where it can be handled for northern trade to advantage. There is special demand for the output of American lard manufacturers, in the Yukon, for the simple reason that the package is put up aith a double-capped cover. An inside soldered-cover makes a hermetically sealed package, a big advantage in the rough northern transportation. The Canadian brands of lard have not yet been put up in this way, and price is the only factor which will hold the market against the United States product on that account. The northern people will pay a cent or two more for the United States make because of that sealed cover.

* * *

Cured meats are not extremely active yet, the continued cool weather which has marked most of the summer, having kept up the demand for fresh. Prices are fairly steady with firm tendency. The stocks are, this season, altogether Canadian, in contrast with past seasons. The reason, of course, is that prices on the other side have excluded the imported article as against present prices for Canadian goods.

* * *

In canned goods there are some importations of California tinned peas, from San Francisco. The Canadian article is out of the market entirely. The price is quotable at about $1.35, and the supply is so far sufficient for the demand.

The wholesale trade is still waiting for future quotations from The Canners' Association. There have been some quotations from one or two packers outside of the association.

* * *

Japan rice, of which large importations arrived on the last two steamers from the Orient, has advanced $2 per ton, the quotation in this market now being $1.05 per ton.

* * *

In produce, the markets at present stand well supplied. Cheese is in good stock, with some large consignments, one dealer having a straight car of choice eastern, June cheese and other lots of eastern and Manitoba have arrived. Butter is largely local in supply now, and this, of course, all strictly fresh. The importations are from Manitoba and the Northwest, but the prices are fully met by figures at which the local is quoted. Eggs are in better supply as to case stock, which is chiefly from Ontario. The local fresh article is scarcer and higher. Exportations of eggs to Dawson continue heavy by every boat northbound. The steamer Amur had several hundred cases out this week.

Prices may be quoted: Local creamery butter, 22c. Manitoba creamery, 20 to 22c. Local dairy 20c. Manitoba and N.W.T. dairy, 18c. Cheese, eastern, 11 to 14½c, Manitoba, 13 to 13½c, eggs, 20c, which latter quotation is about cost to lay down from Ontario.

* * *

Local strawberries, in big supply, fill the market completely now, and there are a few cherries beginning to show, mostly grown up-country. Prices are: strawberries, $1.25 per crate, Burbank plums, $1.75, Tragedy prunes, $1.75, tomatoes, $2.40, apples, $2.40, peaches, $1.25 to $1.50.

To the Grocery Trade of Canada

GENTLEMEN:—

Perhaps you are becoming weary of the controversy over the word **"Cream"** between the Gillett Company and ourselves. We ask your kind indulgence once more and promise that as far as we are concerned we do not intend to refer to this case again until finally settled in the courts. In 1901 we determined to enter into the manufacture of Yeast, not considering that the plaintiffs had any Divine right to that trade in Canada; so we advertised for a yeast maker. The Hamilton Yeast Co. offered us their business, which we purchased; their brand was **"Victoria Yeast,"** but we had decided to bring out a brand of our own — so we adopted our trade mark used in other lines **"Jersey Cream."** After placing "Jersey Cream" Yeast Cakes on the market we were advised that the plaintiffs had a trade mark for "Gillett's Cream Yeast," a fact of which we were not aware, and had we been we would still have used our own trade mark **"Jersey Cream,"** as to this day we have never had one order for our Baking Powder as "Cream" Baking Powder, but always as **"Jersey Cream"** Baking Powder. We have never received an order for Yeast Cakes without it being ordered as **"Jersey Cream"** Yeast Cakes or **"Jersey"** Yeast Cakes. When we were advised that they had a Yeast with the word "Cream" in it, we asked the oldest Grocers, both wholesale and retail, if they had it, and in every case they said there was no such article in the market; and not to this day, although we have inquired for the same from Vancouver to Prince Edward Island, have we found one man who ever saw, let alone sold, "Cream" Yeast in a round package. A few of the old merchants remember a Gillett "Cream" Yeast made by Gillett, McCullough & Co., of Chicago, Illinois, U.S., about 25 years ago, but it was put up in crumb shape and had a very short career. At time of receiving notice we had a Mr. Jones with us who had been employed for over eight years by Gillett's, selling and advertising their goods in Ontario, Quebec, Nova Scotia, New Brunswick and Prince Edward Island, who, when told of "Cream" Yeast, said: It is a lie, they have no such goods. I ought to know. Next morning Mr Jones came to our office and said he might be mistaken, as he remembered seeing "Cream" Yeast on a merchant's shelf in a country store. We instructed him to take a train and purchase two packages, which he did, the merchant informing him that he had been in his present business sixteen years. Gillett's "Cream" Yeast was on his shelves when he purchased the business, and the two packages sold Mr. Jones were the first he had ever sold. If we had called it "Lumsden's Cream Yeast" we might have hesitated in defending a suit. You will notice the unfairness in the plaintiff's cards and advertising, which they ought to be ashamed of. They always refer to our Yeast as "Lumsden's Cream Yeast," when no one knows better than themselves that our Yeast is known as **"Jersey Cream"** Yeast Cakes. Even if they had "Gillett's Cream Yeast" on the market we would not have considered it any infringemant to have placed **"Jersey Cream"** Yeast Cakes on the market. In their advertisement of 19 June they say compare directions. Well, do so if you can find a package of their goods to compare with. Gentlemen, if there was any copying, **our directions were copied.** Mr. Buckleè, who wrote the directions for Mr. W. G. Lumsden, who instructed him to do so, never saw nor heard of "Gillett's Cream Yeast" in round cake form until he received their notice that they had such a brand. Again, directions, if correct, must always be somewhat similar. Take a package of "Royal Yeast," it says "Can be used the same as any other yeast cakes." Compare directions for baking powder, the different packages of teas; to be correct directions must be about the same. In their advertisement of 26 June they say "We do not object to fair competition, but will not submit to imitation." Considering the judgments given in our favor, we consider this direct contempt of court. Chancellor Boyd says: "There is no copying of any part of plaintiff's labels as to directions by the defendants, as Judge Street erroneously appears to have thought. Assume that the plaintiff has a trade mark or label in which the words 'Cream Yeast' are used, yet there is no invasion of them on the defendant's part—there is no colourable imitation of the whole part which is the trade mark. 'Cream' is used by the plaintiff merely as a descriptive word to suggest the frothy appearance of the yeast as it works (yeast froths like cream); and, as a word in common use to indicate a creamy frothy look, it is not to be monopolized by the plaintiff. The word **'Jersey'** completely distinguishes it from the plaintiff's, as does also the form and character of the label. There is no evidence going to show that the use of the words by the plaintiff has been so long and extensive as to make the descriptive term in any case distinctive. Besides 'Jersey Cream' is actually used in the defendant's preparation, and a man may state that fact on his label without being exposed to injunction. Then there is no obvious imitation by the defendant of the plaintiff's label or of the word he uses on it." Judged by ocular inspection and according to the latest decision "the eyesight of the judge is the ultimate test." Judge Ferguson says: "The plaintiff does not claim that there is any similarity in the packages used by him and the defendant respectively, and I cannot see how the use of the words used by the defendant as they are used can have the effect contended for by the plaintiff. For these reasons I am of the opinion that, even conceding that the registration of the plaintiff's mark is in every respect good, it has not been shown that there is any infringement of it by the defendant, and I think it appears plainly that the defendant has not infringed it." Andrew Craig, foreman for Gillett & Co., in his evidence on cross examination, states as follows:

Question--Between 1894 and 1901 can you remember any orders for "Cream Yeast"?

Answer—No.

His Lordship—Did you ship any of the "Cream Yeast" between 1894 and 1901 ?

Answer—I do not remember.

Mr. W. G. Lumsden interviewed Mr. John Sloan, wholesale grocer, who stated he had no reference in his evidence to having sold "Cream Yeast" in the cake form before 1901. It was the old crumb form of "Cream Yeast" shipped from Chicago, and that our solicitor should have brought this fact out. Did not think he ever sold or saw "Cream Yeast" in round cake form before **"Jersey Cream Yeast"** came out.

You have been threatened with legal proceedings for damages by post card, etc.?

Damages—to collect same, infringement must be proven. If you never saw, heard of or sold "Gillett's Cream Yeast," would it not be very difficult to prove damages, as the only way to collect them would be to prove that **"Jersey Cream Yeast Cakes"** were sold in place of "Cream Yeast"? The plaintiff's solicitor told Mr. Lumsden, when he was on a fishing expedition for evidence to Hamilton, that there could be no damages collected, and he had advised his clients to this effect. Mr. Justice Street, who gave judgment in plaintiff's favor in the first trial, distinctly states: "I am of the opinion that the words 'Cream Yeast' are **not** the proper subject of a trade mark, being common words of description."

The law says clearly: that the goods must be put up to deceive, to make the purchaser believe he is buying the goods of the owner of the trade mark to be an infringement. Gentlemen, we leave it in your hands to judge between us and the E. W. Gillett Co. who has right on their side.

We have the honor to be,

Yours faithfully,

LUMSDEN BROS.

ST. JOHN HARBOR IMPROVEMENTS.

THE people of St. John, N.B., have a lively faith in the future of Canada, and, what is more, the courage to back their faith by investments which will bear fruit when that future begins to be realized. Already St. John has spent over three-quarters of a million dollars on its harbor, with little or no help from the Dominion. Their enterprise is to be commended; and now they come forward with a scheme to increase their harbor accommodation.

The accompanying cut from The St. John Telegraph will indicate the lines on which it is proposd to operate.

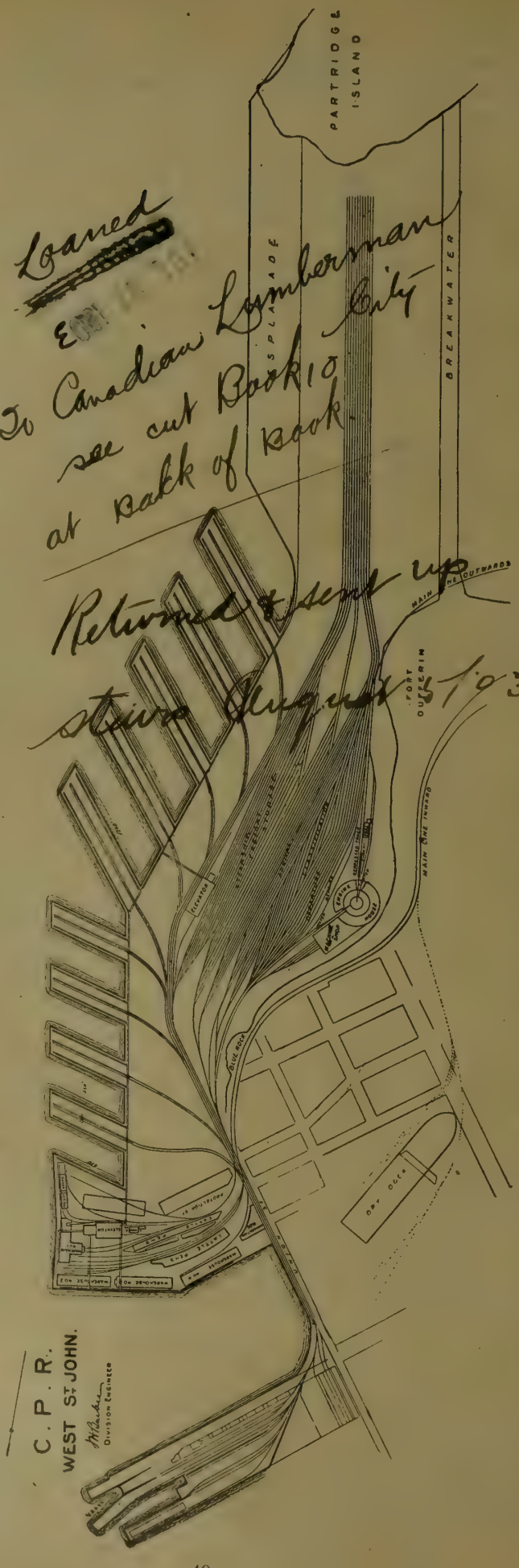
The plan, which was first conceived by Superintendent James Oborne, of the C.P.R., and submitted by him to the Board of Trade and City Council, is most comprehensive by providing berths for thirty more steamers. It is to be hoped that the Dominion Government, from whom, as has previously been noted, they are asking assistance, will give the matter a generous consideration.

The new work would start, according to Mr. Oborne's views, at the present C.P.R. wharf on the harbor front, Sand Point, and run down the harbor to the Beacon light, giving the first five slips shown 11 additional steamer berths. These slips, as shown by the plan, would be 670 feet long by 250 wide.

Then from the Beacon towards Fort Dufferin would be a line of five more piers, double ones, giving accommodation for 18 or 20 more steamers. These slips would be 1,200 feet long by 300 wide. The curved lines represent railway tracks which would serve each berth and in the immense yard which they would traverse would be room for more than 50 miles of tracks.

Extending from Fort Dufferin to Partridge Island along the line of the present breakwater, would be an esplanade, perhaps 1,000 feet wide, with roadway and street car lines. The lines marked "proposed boulevard" and "breakwater" show only the beginning of the proposed esplanade; it would extend to the island, act as a breakwater and also, on the shore side, give room for more steamer berths.

Mr. Oborne's idea is that the piers running to the Beacon should be built at once, and the other work would be for the future.



FRENCH COFFEE.

"AT a seaside place," writes a practical friend in The London Grocer, "I noticed a sample of coffee berries prominently displayed in a grocer's window, and ticketed, 'French coffee, 2s. 2d. per lb.' The berries were roasted as black as the blackest coal. I wondered if there was some great advantage in burning coffee to charcoal. To me it seemed wicked waste, and a friend of mine, who does a magnificent coffee trade, is of the same opinion. But not long ago I saw in a smart shop in the very heart of London a sample of coffee berries roasted black, and ticketed just as I had seen at the seaside. Perhaps someone will explain if there is some advantage in this process of coffee-roasting. I, for one, would like to know. It was not recognized in the competition at the Grocers' Exhibition, nor was I served with that kind of coffee on my trip to France."

An answer to the above is: "If the writer will purchase a small quantity of these coffee beans and grind them he will find it the correct shade that coffee should be. It is difficult to understand why the French should prefer this blackened outside skin instead of the rich old golden hue of the properly roasted berry. But it is uniformly the case with the coffee roasters in Paris. We understand it is done by adding sugar to the coffee while roasting, and whether it is merely to add weight or help flavor we cannot say. We presume it can only be the former."

Que: What is better than a good cigar?

Ans: "A box of them" is the opinion of the average smoker.

LOBSTERS.

IN a recent issue of Forest and Stream a writer in referring to Dr. Field's lecture says: The annual expenditure for the crustacean, he declared, to be about $10,000,000. While it is distributed to some extent from the Straits of Belle Isle on the north to the Capes of Delaware, on the south, the greatest number are caught in the waters of Nova Scotia and Maine, and the chief markets are the cities of Boston and New York. The high price at which they are sold, being in reality about 90c. a lb. for the food, and the diminished size of those offered, are conclusive proofs of a decrease in the supply. Reference was made to the statistics in Capt. Collins' reports—the average catch, as there shown, per pot in 1901 in Massachusetts being 84, and in 1902 but 33.

The female carries the eggs from nine to eleven months, according to the temperature of the water, their development being retarded by a cold temperature. The hatching season he affirms to be the months of May, June and July. The infant mortality is enormous, the young, on coming to the surface of the water, being devoured by fishes, so that only a few survive out of a maximum brood of 100,000 eggs. He claimed that "if from every 10,000 eggs two lobsters survived and could be raised to maturity, the total number of lobsters would reamin the same if none were caught." It is well known that the lobster is of slow growth, requiring five years or more to reach maturity.

Two years elapse between the different broods. The chief obstacle to artificial propagation has been the difficulty of finding suitable food, this being, as yet, an unsolved problem. While it is generally known that the efforts of the United States Fish Commission have been continued for several years in an endeavor to propagate lobsters for restocking at Woods Holl, Mass., the attempt has not as yet been as successful as its promoters have desired.

TOBLER'S COCOA.

Since its introduction in 1845, Tobler's has held a position as one of the foremost cocoas in the world. This celebrated cocoa is made in Berne, Switzerland, a famous centre for the manufacture of the products of the cocoa bean. Tobler's goods in their different forms of confectionery, drinking cocoas and chocolates, are all of the highest class and bear a splendid reputation. The Canadian agency of this firm has been placed with Browne & Wells, Toronto.

THE GROCER is glad to learn that Mr. Isaac Blumenstiel, of Hamilton, has entirely recovered from his recent illness.

Did you ever hear of a bad article having a continuous and large sale?

Clark's Pork and Beans in Chili Sauce

are the best packed and give the greatest satisfaction to your customers.

This explains their large and continued sale.

TRY — DELICIOUS ACID FRUITS — TRY — FOR SUMMER USE — FRUIT MEAT — CORONA — FOR SPRING USE — FOR PIES, PUDDINGS, ETC. — TRY — TRY

Delicious, Healthful
The **Ideal** Fruit
—FOR—
SPRING and SUMMER USE
Once Tried, Always Used.
ASK FOR IT.

CANADA'S IDEAL WORCESTERSHIRE SAUCE

A pure, wholesome, appetising
Canadian product of High Quality
Of special interest to the Canadian Grocer.
—It gives complete satisfaction.
—It shows a good profit.
—Your jobber supplies it.

L & L
GOLDEN SEAL
Trade Mark

LEES & LANGLEY, 53 COLBORNE ST., - - TORONTO. PHONE MAIN 1975.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

FANCY CALIFORNIA, NAVEL, VALENCIA, SEVILLE. ORANGES

Car **FANCY MESSINA LEMONS** just in, free of frost. Finest Brands of Oysters and Finnan Haddies, all at lowest possible prices. Send us your orders.

HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

Window and Interior Displays

Timely Hints and Suggestions.

THERE is an unfortunate and fallacious impression prevailing among grocers that in their business the very nature of the goods precludes the possibility of maintaining a tidy, well-arranged store. The principal difficulty in dispelling this idea is that so many accept it as a proven fact without endeavoring by their own personal efforts to establish a different impression, or at least verifying the one that exists.

If the writer were to assert confidently that a grocery store can, with a little care, be kept as "sweet and clean" as a bookstore, his statement would be accepted as having been given without personal experience, or as a supreme effort only to improve the general appearance that prevails among grocery stores.

This statement, however, can be proved by a visit to some places of business, and certain rules can be laid down that, if followed, will effect a great improvement in the present system of the arrangement of goods. In asserting the possibility of neatness, the writer willingly acknowledges his desire to improve the general appearance of grocery stores, but he also maintains that it is not a Utopian dream, but an actual condition that exists among a few of the better class stores.

That almost perfect neatness in a grocery store is merely a matter of personal ability or inclination, the interior presented this week will prove. As will be seen, no better appearance or more careful arrangement could be obtained in any business, and a study of the schemes adopted will show that little practical difficulty would present itself to any grocer who really desires a tasty interior. The bins that are used for coffee, spices, raisins, currants, etc,, are an absolute necessity, and the placing of these in this interior was carefully planned. The coffee bins under the counter are neat and, in addition to occupying a space usually left empty, the expense of a front to the counter is saved.

In the rear on the shelves more bins are placed, and bottles, arranged in sizes and classification, fill up four shelves. Above this, and separated by a noticeable division, are stacked, in neat designs, the canned goods. Bottles are used on the lower shelves on account of the fine appearance they present, while the most is made of the canned goods which are not so open to tasty arrangement.

The divisions in the shelving, the fancy shape of the top half and the ornamental top, supply a relief for the monotony of the straight rows of shelving usually seen. The metallic ceiling, too, is an important part of the general scheme.

Perhaps the most notable deviation from the methods usually adopted in grocery stores is the absence of any goods on the counters. Nothing but scales have a place on the counter of the neatest stores, and where this is, as in some cases, an impossibility, fixtures of some kind should invariably be used to mark definite boundaries to what is open for counter use, and what for display purposes. This point is one very seldom seriously considered when the best effects are aimed at, and yet its place in the category of improvements is at the very top of the list.

This interior of a Rockford, Ill., store, and published in The Inland Grocer, illustrates a dozen devices that help to obtain for the grocer the effects he should have, and prove the fallacy of the accepted idea that grocery stores are incapable of presenting really neat and tasty interiors.

VEGETABLES.

Green stuff, such as radishes, lettuce, cucumbers and celery should never be placed upon the floor or on low benches where dust and refuse abound. A clever grocer has hit upon this plan: around a centre pillar is built a square table, covered with white paper and protected from loafers by a neat railing set out 4 or 5 in. from the edge. All green stuff is arranged upon this table, each kind to itself. A few of the finest Holland cabbage, some purple cabbage for color, and several dozen smooth white parsnips and turnips suggest possibilities to the cook. Fresh stock is added if necessary, but usually the whole supply for the day's trade may be put upon the table. Another table should be added to hold what of fresh fruit is in the market; white grapes, oranges, and lemons—samples from the boxes—bananas, grape fruit, cherries, and whatever choice bit may come in. The greatest care must be taken to have the table cleaned and refurnished each morning. Stock may be kept in good condition.

Sparks on the Roof

will not cause a fire if you have been wise enough to use

EASTLAKE STEEL SHINGLES

They prevent fire as surely as they resist lightning—two points in their favor that commend them to every farmer.

Besides, they're so easily fitted and laid, and not expensive.

ASK FOR THEM.

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Taylor & Pringle Co., Limited, Owen Sound

Manufacturers of

QUEEN QUALITY PICKLES, BULK PICKLES, PURE TOMATO CATSUPS.

Our goods have a reputation. MADE IN CANADA.

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition	$5.00
A.B.C. Code, 5th Edition	7.00
A1 Code	7.50
Robinson's Code	1.50
Armsby's Code, 1901 Edition	2.50
Economy Code	3.00
Scattergood's Fruit Code	5.00
United States Code	3.00
Arnold's Tobacco Code	2.50
Baker's Potato Code	2.50
Broker's Code	1.00
Citrus Code	2.00
Index Code	2.00
Universal Sugar Code	1.00
National Coffee Code	1.00
Riverside Code 1890 and 1901	3.00

All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, $1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, $1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY.

Discount to dealers only.

TELEPHONE JUDGMENT.

The injunction case of the Town of Fort William against The Bell Telephone Company was held recently before Mr. Justice Teetzel at Port Arthur. This case was entered last February by the town. The court ordered that the case be dismissed; the plaintiffs shall not until judgment has been pronounced by the final appellate court, to which the action of the corporation of the City of Toronto against The Bell Telephone Company of Canada, Limited, now pending, may be carried; or such action shall otherwise be disposed of, bring action or take any proceedings to interfere with the erection of poles or the stringing of wires by the defendants in the said town, or the erection or use of any other appliances permitted by their charter and necessary or convenient for carrying on the business of defendants in the said town. The court ordered that the plaintiffs pay the defendants one dollar damages for loss sustained by reason of the injunction orders granted; and also pay to the defendants their costs of this action, including the costs of Feb. 17, 1903, and Feb. 19, 1903, and of the motion and order permitting the defendants to deliver their statement of defence, June 19, 1903, as between solicitor and client forthwith after taxation.

TO HANDLE CANADIAN PRODUCE.

Mr. W. Nursey, London, England, a director of the Canadian Produce Corporation, speaking to a representative of The Toronto Telegram at the King Edward Hotel last week, said that the company with which he was associated had just completed all the arrangements necessary for commencing its business in England.

"We will only handle Canadian produce," he continued. "Anything raised or manufactured in Canada will be dealt with by us. We purpose, by means of the shops we intend to establish in the large centres of population in England, to bring the Canadian producer into touch with the English consumer. Our capital is now paid up. Altogether it is $2,750,000, of which $500,000 comes from Canada."

Mr. Nursey leaves Toronto shortly for England.

SOAP FACTORY FOR BRANTFORD.

The Industrial Soap Co., Ltd., of Taronto, have bought the old soap works in Brantford and will start a soap manufacturing industry there. The old works are being renovated and it is expected that things will be in running order by July 15. This company are the makers of Ivory Soap.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

WANTED — Packing house men -- to work in curing cellars -- also knife men. Apply Fowler's Canadian Co., Ltd., Hamilton. f

FOR SALE.

FOR SALE—Thriving business; bakery, grocery and restaurant. Proprietors health failed, Apply at once, Box 36 CANADIAN GROCER, Toronto. (25-10)

FOR SALE — Grocery, fruit and ice cream business; going west. A. E. Code, Waterloo, Ont. (26-3)

BAKERY, Confectionery and ice cream business; at once; fountain and generator ("Tufts"); a bargain; best reasons for selling; E. F. Nickerson, Kingsville, Ont. f

FOR SALE — Choice corner brick store and dwelling, centre of Toronto, occupied by grocer for number of years and doing a large business; possession arranged. Golden opportunity for someone. J. T. Reeve, 160 Bay street, Toronto. (28-2)

ENGLAND.

GENTLEMAN, having most valuable connection, and now representing in England a firm of world-wide reputation, is open to accept sole agency for proprietary article or specialties for Canadian house of high standing; exceptional opportunity for first-class Canadian house to make a market in England. Unimpeachable references. Address -- "Agency", Care of CANADIAN GROCER, 109 Fleet St., London, Eng. (27-2)

J. E. COX

BROKER and COMMISSION MERCHANT

Correspondence Solicited. Reference furnished.

53 SPARKS STREET, - OTTAWA.

The Canadian Grocer has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

CHAT

MR. JOHN VANSTONE, proprietor of the big roller mills at Bowmanville, and of the flour mills at Tyrone, died in Bowmanville on June 28. He was president of the Millers' Association of the Toronto Board of Trade, and resigned that position since his illness. He was prominent in municipal, schools, church, and society organizations.

Dunnville's canning factory is now in full blast and employs 120 hands.

Thomas N. Dunn, the well-known president of The Strathroy Canning Co. is seriously ill.

John Boughner is opening a grocery and boot and shoe store in the Opera House Block, Delhi, Ont.

Stratford is to have a whalesale grocery. A. H. King of that city and Geo. Ballintyne, lately traveller for Perkins, Ince & Co., Toronto, are promoting a company known as The Stratford Wholesale Grocery Co., capitalized at $100,000. It is expected that the new business will be opened by August 1.

Henry Moore, grocer, Brantford, Ont., has taken his son, Percy, into partnership with him and the firm name will be in future, Henry Moore & Son.

John Fisher, the Toronto representative of Stretton & Co., manufacturers of table delicacies, Worcestershire, Eng., is sending out to the retail trade a neat little price list and private post-card combined. In this list are given three of the principal lines of Worcestershire manufactured by the firm, and on the private post-card part of the list is a form to be filled out and returned to Mr. Fisher, ordering through either the retailers' wholesale house, or the particular traveller to whose credit he desires the sale to go. The idea is a good one and Mr. Fisher is to be congratulated on its arrangement. Stretton's Worcestershire sauce received the only medal awarded at the Food Exhibition in London, England, 1893.

J. A. Stewart, general merchant of Exeter, Ont., was in Toronto this week and called on "The Grocer." Mr. Stewart reports business exceptionally good.

Malcolm Dunlop, of Arkona, and Samuel Johnston, of Goderich, have purchased one-half of the stock of The King Milling Co., of Sarnia, and will take up their residence there. There will be no change in the management of the company, David Rennie continuing as manager and Mr. Hawken as head miller. Ralph King, president of the compan retains his interest also.

The greatest strawberry season in the history of Hamilton and vicinity is the one just drawing to a close. Both the Dominion and Canadian Express Companies have shipped thousands of tons of strawberries to eastern cities, and they are still busy at it. Last week the Canadian Express Co. alone shipped 1,000 tons of berries.

P. L. Baldwin, Coaticook, Que., has sold out his flour and feed business to Mr. George Page, who took possession on July 1. Mr. Baldwin intends to become a partner with Mr. Rowell, and they intend to carry on a wholesale confectionery business in Sherbrooke.

Montreal is enforcing the by-law respecting cleanliness in handling bread in baker-shops and groceries.

NEW BRUNSWICK.

Simeon H. White, merchant; Henry R. Ross, editor; John E. Slipp, pork packer; Walter J. Mills, merchant, and Harold Parlee, barrister, all of Sussex, N. B., are applying for incorporation under letters patent as The Maritime Packing Co. The promoters propose to erect and operate at Sussex a pork packing factory and plant with a capitalization of $150.000, divided into 1,500 shares of $100 each, with head offices at Sussex. Barnhill & Sanford, solicitors.

Henry R. Emerson, barrister; James Friel, barrister; Henry R. Emerson, jr., student; Ethel R. Emerson, spinster, of Dorchester, N.B.; David D. Lutwick, millman, and Graham K. Lutwick, clerk, of Alma, N.B., are petitioning for incorporation under letters patent as The Elgin Milling Co., to operate a flour mill at Elgin, Albert Co., N.B., and to engage in the manufacture of lumber and woodenwares and establish and conduct a general mercantile concern with a capital stock of $50,000, divided into 300 shares of $50 each.

PRINCE EDWARD ISLAND.

Beer & Goff and Jenkins & Son have purchased the grocery business of J. D. McLeod & Co., Charlottetown, P.E.I.

MANITOBA.

The A. E. Hill Co. has purchased the A. Macdonald stock and general store business at Carman, Man. The A. E. Hill Co. has now large stores at Hartney, Griswold, Underhill and Carman. Fred Hill will manage the new business.

S. Lebidensby, general merchant, Carman, Man., is addibg 40 feet in depth to his store to accommodate his growing business.

An estimate of the wheat crop of Manitoba and the Northwest for this year has been made fixing the wheat yield at eighty-five million bushels, as compared with an official estimate of sixty-eight millions last year. The crop conditions are said to be as near perfect as possible and the spring wheat acreage shows twenty per cent. larger than last year.

R. T. Goodfellow, grocery, fruit and crockery merchant for 17 years at Prince Albert, Sask., has sold out his up-to-date business to Thomas Holmes of the same place. Mr. Goodfellow writes acknowledging the many valuable hints he has gathered from "The Grocer" and wishes this journal every success in the future.

NORTHWEST TERRITORIES.

Chesney & Hicks have opened a bright new store at Calgary, N.W.T., and report business as very good. Mr. Chesney originally came from Welland, Ont., and Mr. Hicks from Pinegrove, Ont., where he was connected with Hicks Bros. flour mills and general store. Mr. Hicks has been in Calgary for the last two years working for the C.P.R.

On May 25, 1903, The Calgary Millin Co. opened their grocery department in a large modern building 23x125, on Stephen street, Calgary, N.W.T. The building has a large full-sized basement below and a store-room above of the same size. The store has magnificent windows for displays, as wide as the store and very deep. They have an up-to-date sprinkler for keeping the vegetables green and fresh. The bases of the counters and refrigerators are of marble, and there are other marble trimmings throughout the store. The company will carry a full line of groceries, staple and fancy table luxuries, smoked meats and tobaccos. Their specialty will be flour. Messrs. Manarey and Irwin have taken stock in The Calgary Milling Co and will manage the store. They have been successful merchants in the town and are very popular. Nothing but success can follow this new venture.

BRITISH COLUMBIA.

R. M. Palmer, of the British Columbia Agricultural Department, states that the fruit crop prospects are excellent. Large quantities of strawberries are being shipped to the Northwest. The increasing productiveness of the Okanagan Valley has made it necessary that improved facilities for shipping should be afforded the growers at certain points in that district, and Mr. Palmer has been interviewing the C.P.R. officials on this matter.

The British Columbia Fruit Growers' Association, at a recent meeting in Victoria, passed a resolution urging the Dominion Government to establish an experimental station somewhere in the dry belt of this province for the purpose of conducting experiments along the line of fruit growing in connection with irrigation. The Government has not considered it advisable to increase the number of experimental stations at this particular time, and the Minister of Agriculture has written to that effect to W. J. Branduth, the secretary of The Fruit Growers' Association.

SOCKEYE SALMON

"Clover Leaf Brand

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER.
365 Richmond St., London, Ont.
JULY 6, 1903.

MORE or less disturbance was occasioned the wholesale trade, last week, by the Dominion Day holiday occurring in the middle of the week. On account of the country stores over the west being closed that day, travellers were all in the city and many did not go out on their usual trip at the end of the week. Their customers' want lists are expected to be longer, in consequence, on their next visit, and no inconveniences will be likely to ensue. All the wholesale grocers report an increase in the first half of this year's business, with payments satisfactory, and no losses of any account, by failures either in town or country. This is certainly a happy condition of trade, and the prospects for a continuation of the same could not be brighter.

* * *

Japan teas are very scarce. But few houses hold any stock. Sugars here are firm; standard granulated is delivered in London at retailers' stores for $4.17 in barrels, and $4.12 in hundred-pound bags. The latter are still gaining in popularity. Tomatoes are $1.45 and $1.50 for 2 lb. tins. Sugar cured corn brings 85c. and peas 90c.; tapioca, rice, sago, breakfast foods, lime juice, and all brands of tinned meats and warm weather edibles are moving out in satisfactory volumes.

* * *

London has received a carload of canned goods from The West Lorne Canning and Evaporating Co., Limited, and a carload was also shipped by the same factory this week to Winnipeg by the M.C.R. These goods are opening out in satisfactory condition and meet with favor.

* * *

A. M. Smith & Co., the well-known wholesale London grocers, will soon have greatly enlarged premises in which to transact their already large business. They have just completed the purchase of the warehouse adjoining, formerly occupied by the wholesale dry goods firm of McMahen, Granger & Co., who were burnt out last month. When the building is repaired, and properly fitted up with modern ideas, A. M. Smith & Co. will have one of the most commodious warehouses in their line in Ontario.

* * *

Wall & Guppy, of Windsor, Ont., opened a branch business in London this Spring, and so far have met with much encouragement. John S. Pearce, butter, cheese, egg and poultry commission merchant of this city, is now manager of this branch, and the business, formerly carried on by him, will be merged with the fruit, grocery and provision trade of the firm.

* * *

London shopkeepers, on some of the leading streets, had a taste of the recent experience of some of the flood-swept towns of the west. On Friday night, an anxious half-hour was caused by the unusually heavy torrents of rain which stopped traffic for a time, and blocked the drains, while the water poured over the sidewalks into the cellars underneath the stores on Richmond and Dundas streets. The damage done was not very heavy, but a short prolongation of the downfall would certainly have been very disastrous.

* * *

George H. Campbell, commercial traveller, who was injured in the railway accident at Komoka, on June 2, was able to be out last week for the first time.

* * *

Local prices paid for wool are higher than they are outside; the offerings are light, and the price is steady at 17c. for best grades of washed.

* * *

Small fruits are coming in abundantly. Strawberries are over. Eggs are 14c. to 15c. Butter is 15c. to 18c. for crocks, creamery, 19c to 22c. The hot weather prevents the offering of rolls; only a few brought in ice are on sale on the market.

WE BEG TO CALL YOUR ATTENTION TO

Sylmar Olive Oil

Quarts, Pints and Gallon Tins.

Endorsed by the medical profession as the finest produced.

P.S.—CALIFORNIA OLIVES FREE STONE—10 gallon kegs.

The F. J. CASTLE CO., Limited,

OTTAWA, CANADA.

FLOUR AND CEREAL FOODS

After Our Flour.

THE flour manufacturers of Minneapolis are showing great activity in their efforts to secure reciprocity. The last number of The Flour Trade News, published in New York, says:

"The Minneapolis Chamber of Commerce has extended an invitation to the National Association of Grain Dealers to hold their annual convention in Minneapolis. The association usually meets in October, but steps may be taken to advance the date a little. There are more than the usual number of reasons for desiring the association to meet in Minneapolis. The question of Canadian reciprocity is a matter which is of vital interest to the millers and grain dealers of the Northwest,—in fact, to all interested in grain. The Manitoba wheat crop is increasing yearly and serves as a menace to the American wheat market. Its volume is usually discounted, in order to be on the safe side, by the bear interest, so that free admission of Canadian grain could not have any depressing effect on the Northwestern market. If this great volume of wheat could be admitted to the Northwestern market, it would equalize things in a way which is not now possible, and that without resulting adversely to any interest. Hence, the matter will be presented to the convention, and, as the question is being thoroughly examined by local men, its presentation could be more effectively made if that convention were held in Minneapolis."

And quite recently the International Union of Flour and Cereal Mill Employes, meeting in convention, passed the following resolution: "The necessity of a change in the present tariff system of the national government is becoming more apparent each year. The milling industry is particularly interested in the lowering of the tariff on wheat shipped from Canada. The great quantity of wheat grown in Canada is exported in the raw state and manufactured into flour in foreign countries. If this wheat was ground in this country it would afford steady employment to the labor in our mills."

Both quotations show that the American mill owner and his employes alike recognize the growing importance of the immense grain production of our northwest provinces, and the recognition in eastern lands of the marked superiority of Canadian flour. The agitation, however, in favor of reciprocal legislation is entirely one sided. The Canadian people are sufficiently alive to their own interests to appreciate the great opportunities offering in the new avenues of export now opening up, and with the golden prospects now in sight, are not disposed to listen to the overtures of our milling friends of the United States. An American paper, in dealing with this matter recently, says: "It is a difficult problem for us to solve. Canada is getting pretty foxy. She is doing herself good, and, at the same time, is doing us—." It is to be hoped that our Canadian millers will avail themselves of the advantages they have already secured, and intelligently study the best means of reaping the benefits that are sure to accrue from the interest now being displayed by foreign countries in the flour and cereal products of this Canada of ours.

A Good Trade Mark.

The American Miller says: "These are days of strenuous and striking advertising. The absorption of modern life requires something more than formal and perfunctory announcements to catch the eye and hold the attention. The adwriters, that new guild in modern industry and trade, were the first to recognize the new condition and to act upon it

"Naturally, the trade mark, or name, now comes in for a larger amount of consideration than was bestowed upon it in the old days. Formerly it was merely an identification tag which the consumer employed. Now, the trade mark is often itself a means of attracting attention and trade. When a firm so well and favorably known as the Tillsons of Tillsonburg, Ont., adopt a pictorial symbol for their oat products, it is a tribute to the efficacy of the sign and symbol; for their name was already a good trade mark as trade marks go. But they have brought forward the "Tillson Scot," who is already well known and promises to be better known as the campaign for British trade progresses. It is an appropriate and striking trade mark for an oat product, this "braw Scot" of the Tillsons. The strong virile face is one which a glance will fix in the memory. It isn't a face of dough, like so many heads and faces seen in advertisements; it is the face that was in evidence at Prestonpans and Culloden. The Tillson Scot was an inspiration in trade marks."

Canadian Milling Industry.

From the American Miller.

So much has been written of late regarding Canadian wheat and its natural outlet into the United States, that the general public is likely to lose sight of the fact that the Dominion has a large milling industry that requires no small amount of wheat and other cereals. It is by no means a negligible factor in figuring the disposition of the future crops of the great Canadian Northwest.

The latest estimates give the Dominion a total of some 2,500 mills scattered through the various provinces from the Atlantic to the Pacific. Of these at least 200 have capacities of over 200 barrels per day. A conservative estimate places the value of the output at $70,000,000, which is an increase over 1891 of about $18,000,000, and nearly twice that of 30 years ago. Manitoba is credited with about 80 mills and British Columbia with 30. Ontario, of course, has the larger number of mills, there being comparatively few in the Maritime Provinces.

The period of the greatest mill building activity in Canada was in the decade between 1860 and 1870. Too many mills were built, and the industry be-

HAVE YOU

anticipated the wants of your customers for the warm weather breakfast ? If so, you are ready with

TILLSON'S BREAKFAST FOOD
AND
TILLSON'S WHEATLETS

both wholesome preparations of wheat, whose name is a guarantee of the quality. BREAKFAST FOOD is Wheat Flakes, in which is retained all the Wheat that is good to eat and discarding all the indigestible part. WHEATLETS, the germ of Manitoba Wheat—rich in gluten.

Breakfast Food
24 three-lb. packets,
$2.90 per case.

Wheatlets
36 two-lb. packets,
$3.50 per case.

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

came too crowded for the markets at hand. The expiration of reciprocity with the United States, for one thing, closed a near and profitable market for Canadian flour. In consequence of this depression, the new system was introduced in Canada somewhat later than in the United States, and was adopted more slowly. But of late years many fine mills have been built, and many old ones overhauled, so that the condition of Canadian mills so far as equipment is concerned, is entirely creditable. There are good mills in plenty from Winnipeg to Halifax. We will never have to grind all the Manitoba crop in Minneapolis, much as we would like to get some of it.

Canada's Orient Trade.

"We expect very shortly to be in a position to make ever-increasing shipments of grain and flour to China, Japan, and Australia. That result, it is anticipated, will accrue from the amendments to the grain act which are now before the House of Commons at Ottawa." These remarks were made recently by Mr. W. R. McInnis, freight traffic manager of the C.P.R., who had just returned from a brief sojourn at the Capital. "Our shipments of Manitoba flour to Australia are even now very considerable," continued Mr. McInnis,

JOHN MacKAY, Limited,
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills
BOWMANVILLE, ONT.

HEAD OFFICE : 1 Adelaide St. East,
Correspondence solicited. *Toronto, Ontario*

THE BEST FLOUR.

Calla Lily Choice Manitoba Patent
G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. **SATISFACTION GUARANTEED.**

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley,
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

"both The Ogilvie Milling Co. and The Lake of the Woods Milling Co. sending large quantities forward on our Australian steamers. But the flour which goes to China and Japan has thus far been wholly derived from British Columbia, and is much lighter in quality than that obtained farther east. The Osaka exposition this year gave a very pronounced impetus to the demand for all classes of Canadian grain and flour, both the Chinese and Japanese having come to like the quality. Under the existing conditions of the grain act, however, it would be absolutely impossible for us to charter a steamer to sail on any particular date with an absolute assurance that the cargo would be ready in time. Cars must presently go forward in a specified order, but it is hoped by the amendments now projected to obviate the effects of this restriction. We will then be in a position to take out any quantity of grain and flour, filling the cars on the return trip with lumber and shingles, which are now in great demand in the Northwest Territories, owing to the tremendous influx of settlers."

Cereal Notes.

The Dowling Milling Co., of Edmonton, N.W.T., is erecting a new wheat elevator near its mill. The structure will be 40x50 feet, with bins 60 feet in height, and will have a capacity of 80,000 bushels. This will bring the total elevator capacity of the mill up to 120,000 bushels.

A process for making paper from corn leaves is said to have been successfully tested in Brazil.

British North America imported from the United States during April 1,622,471 bushels of corn, valued at $734,343, against 187,350 bushels, valued at $114,761, for the preceding April. The total imports of corn for the ten months ending with April aggregated 4,438,074 bushels, valued at $2,370,949, against 2,735,280 bushels, valued at $1,583,151, for the ten months ending with the preceding April.

Splendid samples of Red Fyfe wheat plant, thirty inches high, were shown The Free Press, Winnipeg, by Mr. C. L. Mather, a leading farmer of the Rosebank district. The wheat is grown on the south half of 25-4-6 west, where Mr. Mather has this year 280 acres of grain under crop. Prospects, Mr. Mather says, were never brighter in the Rosebank district than this year. Farm lands are increasing in price, and there is now not a vacant farm in the neighborhood. Nearly all farms are limited to half a section, and within the last four weeks several have changed hands, one choice piece being sold for $11,400.

Captain Slocum on Bread

Captain Joshua Slocum, who sailed around the world alone in his sloop, the Spray, writes Clifton Johnson in Good Housekeeping, now lives in a little village on Martha's Vineyard with a number of other old sea captains for his neighbors. It was in his home there, with a brush oak fire burning on the hearth, that I talked with him about his experience as a cook on that three years' voyage alone. I repeat what he said in substantially his own words:

"When I started on the voyage from Boston I laid in two barrels of ship's bread, or pilot bread, as some call it. In appearance this bread is like a large, thick cracker of rather coarse quality. There's no nonsense about it, though. It was made for keeps. It isn't fine and white like the crackers most people like to buy. You could eat a bushel basket full of those and get no substance. But this old-fashioned hard bread is a kind of whole wheat. There's good stuff in it and you couldn't do better than to take some of it if you were going out into the woods camping. My two barrelsful lasted me the voyage through. I put them up in tin cans while they were dry and crisp, and I sealed the cans with solder, so the bread was as good three years old as it was new."

Your Customers Require The Best

and often ask your advice.
Your only answer is:

Swiss Food! We Use it Ourselves.

Swiss Food is not a mere fancy food, but a substantial Bread Food supplying all required for perfect health.

No chemicals used in its manufacture.

Swiss Food will give your customers complete satisfaction.
It will pay you to handle it.

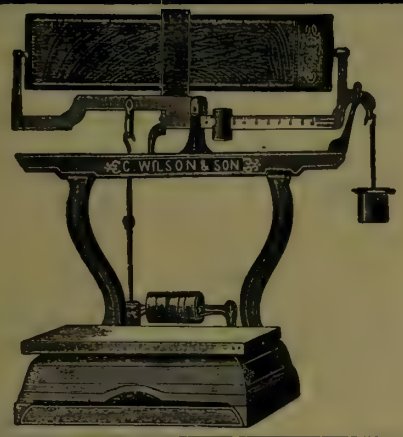
McINTOSH & SONS, Manufacturers, **TORONTO.**

FRICTION

A certain amount of friction is required to put a polish on your stove, but you will avoid friction with your customers if you give them

JAMES' DOME LEAD

W. G. A. LAMBE & CO., Canadian Agents.



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, - - TORONTO.

"HAVA LUNCH"

One of the most dainty, rich and high-class cakes made in Canada for the money, **8½**c.

PINEAPPLE SANDWICH.

Our Pineapple Sandwich is well known as one of the best sellers on the market at **10**c. lb.

A Sample will be sent on application.

The Imperial Biscuit Co., Limited, Guelph, Ont.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

ADVERTISING AS APPLIED TO CIGARS.*

IF the average cigar manufacturer was to put down in rotation the number and particulars of the various advertising propositions and schemes submitted to him in the course of twelve months, it would make interesting and astonishing reading. Probably there is no business in existence to-day that is approached and applied to as often and as varied as the one we represent, and out of the entire conglomeration of ideas and plans suggested for the publicity of brand and marks, few indeed are worthy of consideration and fewer by far possess any actual value whatever.

One of the most difficult problems which occupy the cigar manufacturers of to-day is the sifting out and classifying of these various advertising ideas, and the one who can successfully cope with the task must possess genius and foresight of a very high order as well as the necessary ability to draw a tight rein and follow out with prudence carefully conceived ideas to a successful issue.

Very few—if any—of our Canadian cigar manufacturers are in a position of being able to specialize this department to the extent of employing exclusive advertising experts to contract for and manage their various ventures in this field. This appears to be the modern way of handling kindred industries, where advertising and publicity are as much a factor to success as in our line.

In these departments men of undoubted ability, who understand the theory and practice of modern up-to-date advertising and who treat it as a science and a study, are employed, in many cases at very large renumeration, to conduct this branch. Their entire time and attention are centered on this one subject alone, until they become adept in the art, and it can easily be understood that in the majority of cases where such a system is possible, good results must and can be obtained. Unfortunately few of us can afford this luxury, however, and therefore to the multifarious other cares of a cigar manufacturer's existence, are added those of being his own advertising contractor, writer and promoter of the necessary publicity to make his ventures a success.

If all the lines open to the adoption of a manufacturer for this purpose were of the strictly legitimate and proper kind of article, the task might not be so difficult, but the pathway is strewn with so many pitfalls of fake and scheme suggestions that fully one-half of our time is occupied in steering clear of these useless propositions and evading the disbursement of large sums, which do not offer even the slightest chance of bringing any return for the investment.

I could, if necessary, enumerate a number of such examples, but feel that to an audience such as we have here, they are too well known to even venture to particularize. Sufficient is that they exist to-day and will no doubt continue to be a factor notwithstanding exposures, warnings and their repeated failure to bring promised results.

Under the head of legitimate advertising, probably there is no field so widely and favorably known as the daily paper. Of late years the establishment of concerns whose business it is to investigate and ascertain definitely the exact circulation of mediums of this nature and to guarantee to the advertiser the correctness of these figures, makes the purchase of this class of advertising less venturesome than in the past. At one time such claims were, in many instances, bounded only by the imagination and versatility of the publisher, and the only question in arriving at circulation figures was the ability to advance more extravagant claims in this direction than those of a competitor. By the new system the purchaser of space in the average daily or weekly paper knows pretty well how much publicity he will receive in return for his investment. In this way, and with other considerations to be mentioned later, a basis for comparison exists and a relative value is properly established. The next consideration of the advertiser is the fitness of the medium under consideration to reach the people who are interested in the article offered for sale, and the methods to be adopted to attain the result.

Some very large circulating mediums, while of value in certain fields of advertising, possess none whatever as applied to our particular line. Again the various methods to be adopted are of paramount importance, as, for instance, argumentative advertising—illustrated advertising—the publicity of names or brands, only with the object of familiarizing the purchaser with the mark in view, and nothing further. Then there is the jingle style—poetry (some of a very crude nature indeed)—the use of catch phrases or words such as "Generously good," "Enormously the largest," "She—that's all," and others too numerous to mention.

Many and multifarious are the plans adopted to catch and hold the public attention and the successes recorded are so much in the minority that it takes a stout heart and a strong mind to face the issue. Lithographs, show cards,

*A paper read before the Dominion Cigar Manufacturers' Association Convention by Michael Fairsch, Montreal.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO, LIMITED

MONTREAL, QUE.

I
Pay the
Expense!

I send you a complete line of my Cigars, (a thousand or more) including one or two hundred each of my famous "Pharaoh" 10c. and "Pebble" 5c. Cigars, and I PAY THE EXPENSE OF GETTING THEM TO YOU!

This is my "trial order" proposition that has created so much trade for me. If at any time within six (6) months you are dissatisfied, send the Cigars back and I'll cheerfully refund your money.

My regular terms are 5 per cent. thirty (30) days, or four (4) months nett.

J. BRUCE PAYNE,
Cigar Mfr.,
Granby, Que

"La Fama Cigars"

(Same text as last week, you'll observe).

But there are texts and texts. Some can be preached threadbare in one effort, others furnish a subject that something new may be said of each attempt. It would be impossible to exhaust the supply of good things that can be and are told of our La Fama.

Ask any one who has tried them.

Brener Bros., London, Can.

Manufacturers.

Throwing Away Money—Yes!

But there's a positive pleasure in getting rid of your money when you get in exchange

Tuckett's "Marguerites"

Swell Cigars for swell people, and good enough for anybody drawing the breath of life through a cigar.

Tuckett Cigar Company, Limited, Hamilton.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

RONTO

The Best 5c. Cigar.

T. J. Horrocks, Toronto

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

Have put upon the market a new brand known as **The Great 5c. Cut Plug,** 2-oz. package, retails at 5c. per pkg.

The Chamberlain Cigar

is as pre-eminently a leader as the politician whose name it bears. It will establish its own following wherever introduced.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

Cigars from $13 to $125 per 1,000.

Strictly Union-Made TOBACCOS

CHEWING

BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

SMOKING

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE.

McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

fence and poster work—novelties of all description in the way of handy things about one's pocket—things in daily constant use stamped with the name of the article intended to exploit. Articles of necessity around the shops and places where cigars are sold, such as cigar lighters, cigar cutters, cigar cases and various other devices, all and more are being used for the purpose of what one might signify legitimate advertising. Then we have the trade paper, that beautiful system, whereby we have the opportunity of putting before those who sell our goods the undoubtedly superior merits of each individual brand.

It also offers us the opportunity of keeping prominently before our confreres who all receive it (and who religiously peruse its every column, down to the minutest detail), in such a way as probably no other medium could. Of course this is a decided advantage and of particular and peculiar value. But one thing the trade paper does do, and that is, when propeely conducted, it raises and maintains a standing for the line it represents.

Speaking for the trade, it voices its views, gives them importance, and creates an influence not easily otherwise attained. The extreme modesty of those interested in our trade paper, present on this occasion, alone prevents me from giving this subject closer and more personal attention.

Suffice it to say that in your advertising expropriations this medium must have a place.

Then we have this new importation from the land of Uncle Sam—the premium plan.

This is a system whereby certain consideration is given for the actual preferential placing of the goods by the vendor or the stimulating of the users' interest in any particular brand. It has met with much favor on the other side of the line and has been introduced into Canada extensively in connection with the sale of tobaccos and cigarettes. In a small way it has been practised in the cigar line, but now is coming largely into vogue and increasing in importance.

It is a system of advancing the sale of goods by direct application of the method and is one of the very few plans of advertising by which it is possible to trace closely the returns and definitely estimate the result.

There are a hundred and one other methods of advertising which may be mentioned, but not wishing to tire you we will leave them to your imagination for the present and conclude by expressing the hope that the consideration we have been able to give this subject will prove of some practical benefit. First in making us, for the future, more careful to avoid the unworthy schemes of designing advertising sharks, and secondly, to the same extent increase our appreciation of what is rightly termed legitimate advertising propositions.

The key note of success is to be able to distinguish between the two, and when the latter is found, to be able to use and apply it judiciously, and in such a way as to bring the best and most profitable results for the money expended.

Advertising is a necessary adjunct to our business, and we must treat it as such, and give it the important place it merits in our struggle for success.

NO CHANGE IN PRICE.

The recent changes in duty reported from Ottawa have as yet had no effect on the prices of tobacco or cigars.

MR. T. J. HORROCKS.

T. J. Horrocks is well known throughout Canada as the only dealer in tobacconists' supplies selling exclusively the goods manufactured by the independent factories.

It is not generally known that the Philippine Islands are the centre of the greatest tobacco and cigar interests in the world. Manila, the principal city, with a population of 350,000, is the headquarters for this immense and profitable business, and a residence there of some years enabled Mr. Horrocks to secure a thorough insight into the trade. Returning to Canada in 1899, he commenced business in Toronto on a very limited scale, occupying a small 6 x 8 ft. office on Lombard street,

T. J. HORROCKS,
Wholesale Cigar and Tobacco Dealer, Toronto.

and confining his attention principally to the sale of Manila cigars, doing his own travelling, bookkeeping and shipping.

His business has gradually developed until it has now reached its present goodly proportions, and Mr. Horrocks finds that his present commodious premises on Wellington street are entirely too small for his steadily-increasing trade. He employs a staff of 12 people, and, in addition to his tobacco business, pays much attention to his cigar trade, controlling the output of the Helios, T. J. H., and Ronto brands, the latter of which has recently become quite a factor in the cigar market.

LONDON NEWS.

Revenue returns are not complete at this writing. It is expected that they will show a very substantial increase over last year. June was the biggest month in the twelve for all the local manufacturers as regards cigars shipped, and this in face of the fact of the alleged strike. A very large proportion of the goods shipped out this past month (and indeed the same is the case every month) went to the Northwest Territories, British Columbia and the Maritime Provinces. Trade in Manitoba and the Territories has been considerably stimulated owing to recent immigration. As to British Columbia, the manufacturers here are experiencing the good results of the numerous mining strikes in that province having been recently adjusted. Once upon a time Montreal 10-cent cigars held the market almost exclusively, and London the 5-cent trade. There has been a wonderful change regarding 10-cent goods manufactured in this city, the lines made by the different manufacturers here being quite as famous, and in a great many instances more so than those of Montreal.

It may not be generally known perhaps, that almost an even hundred travellers leave London every Monday morning with cigar sample cases. This does not include of course the number who are resident in the North-west, British Columbia and the Maritime Provinces, and the city of Montreal. Speaking of Montreal, does it not show considerable enterprise on the part of London manufacturers when the fact can be related that several of them have resident travellers in that city, who do nothing but sell London cigars right in what was once headquarters for the manufacture of same for Canada.

The Tuckett Cigar Company, who are at present located in what was once the Olmstead factory, adjacent to the Parisian Steam Laundry, are, it is reported, negotiating for the purchase of the latter's building. Should the deal not go through, it is expected that they will in the near future put up as handsome a building as any of those now occupied by the other manufacturers.

Wm. Ward, one of our prominent cigar manufacturers, who has been quite ill for some weeks, has so far recovered as to be able to again attend to business.

A very handsome building is in the course of erection, adjoining the present premises of Line, McDonald & Co. When complete, it is understood, a portion of same will be occupied by them.

With due deference to the other manufacturers in the city, it must be admitted (in fact it generally is) that Brener Bros. have the largest and most up-to-date buildings for the purpose of cigar manufacturing both as regards equipment, offices, location, sanitary arrangements, etc., in London.

Pipes S. & H.

The Largest Pipe House in Canada.

TRADE MARK.

Write for Prices.

THE W. H. STEELE CO, LIMITED

40 SCOTT ST., TORONTO.

THE MONTREAL GROCERY CLERKS' PICNIC.

ABOUT half past eight o'clock on Sunday morning, July 5, some 600 people left Windsor station, Montreal, for Magog, to enjoy themselves at the annual picnic of the Montreal grocery clerks. The trip to the grounds was enjoyed as much as any other part of the day, passing as the excursionists did through one of the most beautiful sections of the French-Canadian country. After a journey of 99 miles, Magog was reached, and an hour after the arrival there, a splendid banquet was served at the Park House. Mr. O. Dionne presided, and at his table were Messrs. Jos. Contant, president of l'Alliance Nationale; E. N. Chartrand, of the Grocers' Association, M. Havard, president of the Early Closing Committee; A. Lacroix, Dr. Beigne and A. Audette, of Magog, H. Sauriol, and a number of guests. The chairman (after two hundred hungry picnickers had prepared themselves to listen) proposed the toasts. To that of the King, Messrs. N. Chartrand and J. O. Levesque replied. "The Grocery Trade" brought forth speeches from Messrs. J. Contant and A. Lacroix. "The Press," "Our Hosts," and "The Ladies" followed, and the speakers were: O. Chaput, M. Havard and H. Sauriol.

An address was read by the Mayor of Magog, giving the freedom of that town to the visitors; and after the dinner l'Alliance Nationale of Magog came to tender its respects to the president, Mr. Jos. Contant.

From the banquet hall the throng proceeded to the picnic grounds on the banks of Lake Memphramagog, where the programme of races and games was carried out with great enthusiasm. A little rain fell, but it was not sufficient to spoil the sports or dampen the spirits of the Association and its guests. The contests resulted as follows:

Race (open to chairmen of the committees), 4 prizes—1, E. Turgeon, silver teapot; 2, J. N. Walker, 1 doz. Gloria soap; 3, B. Guenette, 1 Seal Brand coffee; 4, O. Dionne, 1 Christie Brown's biscuits.

Committee members' race, 5 prizes—A. P. Lalande, case McLaren's essence; 2, A. Lacroix, case Peptonine; 3, B. Guenette, case Diamond Baking Powder; 4, Z. Dubuc, case Imperial soap; 5, Ernest Etzmere, doz. McLaren's essence.

Grocers' race, 3 prizes—1, H. Dessin, case Seagram's; 2, A. Laniel, case Surprise soap; 3, J. A. Mesnard, case prepared flour.

Race (open to members of Association), 4 prizes—1, A. Gauvreau, case Melcher's gin; 2, E. P. Lalande, case Chinese starch; 3, A. Turgeon, timepiece; 4, Z. Dubuc, case Manitoba flour; 5, J. N. Walker, pipe.

Ladies' race, 3 prizes—1, Miss R. Collier, Argenterie Dr. Bergeron; 2, Mrs. H. Dessin, 3 bottles essence; 3, Mrs. P. Cote, 3 bottles perfume.

Race for girls under 16 years, 3 prizes—1, Miss Josephine Gosselin, ½-dozen portraits; 2, Miss Ambroise Gosselin, 2 boxes Swiss caramels; 3, Miss Eva Ledoux, box sponge cake.

Race open to clerks, not members of Association, 4 prizes—1, M. Larocque, case of claret; 2, H. Allarie, ½-doz. Colonial fluid beef; 3, O. Bouvier, case Libby McNeill fluid beef; 4, Georges Gervais, candies; A. Bedard

Race (open to grocers and clerks), 3 prizes—1, E. P. Lalande, pair trousers; 2, R. Jordan, box biscuits; 3, P. Cote, case Ontario flour.

Boys' race, 3 prizes—1, J. T. Desielles, dozen King's jam; 2, J. Crevier, cushion; 3, U. E. P. Lalande, bottle lime juice.

Sack race, 3 prizes—1, P. Cote, 3 bottles Sanderson's; 2, A. Gauvreau, 2 bottles Sanderson's; 3, E. P. Lalande, 6 sacks flour.

Three-legged race, 3 prizes—1, E. Gervais and O. St. Maurice, case Heinz pickles; 2, M. Larocque and E. Etzmere, case Northwest flour; 3, A. Gauvreau and R. Jordan, case stove blacking.

Swallowing string, 2 prizes—1, J. A. H. Laucelle, case Cooke's Favorite; 2, G. Gervais, box coffee.

Throwing weight, 3 prizes—1, R. Jordan, 6 bottles claret; 2, J. C. Leclaire, dozen Ewing's coffee; 3, P. Cote, 1 pressed ham.

Fat men's race, 3 prizes—1, A. Gendron, case Bordeaux; 2, C. Levesque, box cigars; 3, J. C. Leclaire, hammock.

Consolation race, 2 prizes—1, H. Benoit, box coffee; 2, J. O. Villeneuve, 125 lb. flour.

Cheese-eating contest, 2 prizes—1, O. Legendre, Christie, Brown's bircuits; 2, E. P. Lalande, box Klondyke candies.

Eating soda biscuits, 2 prizes—1, G. Gervais, 4 bottles Scotch whiskey; 2, P. Cote, box Klondyke candies.

Tug-of-war, between 12 members of the Clerks' Association and 12 non-members, prize 12 bottles Clandon brandy; won by Association clerks.

Tug-of-war, between 12 citizens of Montreal and 12 of Magog; prize, 12 bottles Richard's brandy; won by Magog.

Race of travellers, calling on grocers, 3 prizes—1, O. St. Maurice, case Sauterne; 2, O. Plamondon, smoking set; 3, J. Levesque, 1 case Tamilkande tea.

Members of Grocers' Association race, 3 prizes—1, E. P. Lalande, case Radnor water; 2, A. Laurelle, case shredded wheat; 3, J. A. Mesnard, case prepared flour.

Free-for-all race, 4 prizes—1, R. Jordan; 2, E. P. Lalande, box of tea; 3, J. A. Mesnard, bottle claret; 4, A. Gauvreau, 2 fruit cakes.

Messrs. J. O. Levesque, N. Chartrand, E. A. Upton, J. A. Mesnard and W. C. Gadon acted as judges and gave perfect satisfaction. The Organization Committee's arrangements could not have been bettered and everything passed off smoothly from first to last. About eight o'clock in the evening the excursionists left Magog for Montreal, where they arrived about mid night, having had one of the most enjoyable holidays since the Association was formed.

NEW CANADIAN INDUSTRY.

Letters patent have been granted to E. Gilbert, R. Tourville, E. J. Chapleau, O. Dufresne and R. Lacroix, all of Montreal, incorporating them under the name of "La Chevrerie Canadienne," with a capital stock of $20,000. The object of the new company is to trade in and sell goats and the products derived therefrom, including especially the trade of milk, the manufacture and trade of condensed milk and of butter and of cheese, the preparation or treatment and trade of the skins, meat and preserved meat of goats and of all other products or underproducts; to establish and operate nurseries and sanatoriums for the treatment of children and sick persons with goats' milk.

WHAT A GERMAN EATS.

A German statistician has been figuring up the meat asset value of the average human stomach and its digestive apparatus as a factor of value in the economy of the agrarian of his country. He finds that the average man of 70 years of age, if he has a fair gastronomy, eats about $10,000 worth of food during his lifetime. Knocking off some 2,900 days for his milk and mush period of existence the gent is left 22,600 days in which to do his task, or at the rate of less than 23c. a day for meat. At Germany's price for such food it means very little to keep up the bone and sinew upon which the agrarian relies. When it comes to the defence of the flag and the Fatherland, you can't fight successful battles with white men on milk, mush and beer.

CANNED GOODS

For future delivery. We are booking orders for standard brands of Corn, Peas, Tomatoes, Salmon, etc., at opening prices. Let us have your inquiries, or discuss this matter with our travellers.

VALENCIA AND SULTANA RAISINS. We are still offering at reduced prices, and much less than they cost us to import last Fall.

CANNED PEAS. We have a large quantity of last season's "Sweet Wrinkle" and "Early June" Peas to dispose of. Also a limited quantity of CANNED CORN.

JAPAN AND CEYLON GREEN TEAS. We can give you something in this line that will speak for itself, and we will gladly submit samples upon application.

Bear us in mind when you require anything in the grocery line.

All orders have our prompt and careful attention.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.

WHITTEMORE'S
GILT EDGE
DRESSING
FOR LADIES AND CHILDRENS
FINE SHOES
SOFTENS & PRESERVES THE LEATHER AND ALSO RESTORES ITS COLOR & LUSTRE
GILT EDGE
PRODUCES THE BLACKEST COLOR
THE FINEST AND MOST DURABLE LUSTRE
AND IS THE ONLY GLOSS DRESSING CONTAINING OIL TO SOFTEN LEATHER AND MAKE IT WEAR LONGER
SOLE MFR'S.
WHITTEMORE BROS. & Co.
BOSTON, MASS. U.S.A.

Polishes without brushing, thereby saving time, labor and brushes.

"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY. FINEST QUALITY.

For Sale by all Wholesale Grocers.

Don't Be Misled

by the statement that such-and-such a soda is "As good as 'BM.' "

THERE IS ONLY ONE

Brunner, Mond & Co.

and their name stands for HIGHEST QUALITY

in

Baking Soda

and

Washing Soda

Winn & Holland

MONTREAL Sole Agents for Canada

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

Established 1845

1 and 2-lb. Tins.

Established 1845

COFFEE

S. H. & A. S. E. MOCHA AND JAVA COFFEE, put up in 1 and 2-lb. tins (as cut) possesses a peculiarly rich aromatic flavor. It is something RICHER, BETTER than the others, hard to define, but easily distinguished by a trial. NOT CHEAPER, BUT BETTER. If you have, or want to gain, a good class of customers whom it is difficult to satisfy with coffee, give them **S. H. & A. S. EWING'S,** and watch results. PURITY, QUALITY AND UNIFORMITY GUARANTEED.

SPICES

S. H. & A. S. EWING'S HIGH-GRADE SPICES have stood as a standard of the BEST for over half a century. Why handle inferior goods when you can get **S. H. & A. S. EWING'S** at the same figures. QUALITY FIRST.

S. H. & A. S. EWING,

The Montreal Coffee and Spice Steam Mills,
55 Cote St., MONTREAL, P.Q.

TIP-TOP SOAP CHIPS

Send for sample packets for free distribution.

In
Carton Packets.

The Industrial Soap and Oil Co., Limited, Toronto, Canada. Telephone, 1618 Main

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Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French

"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, ... TORONTO.
MONTREAL, 301 St. James St.,

CATCHY | FETCHY

ADS

One Cent Each

THE grocer who possesses a copy of **"100 Good Ads. for a Grocery Store,"** has no trouble preparing good, sensible, result-producing ads.

The ads. therein contained are suitable for use by any grocer anywhere—can be used as they are—and suggest as many more bright thoughts for ads.

A lot of short, crisp sayings for headlines and showcards are included together with an introductory talk on the how, when and where of grocery advertising.

A dollar bill brings a copy to your address, postage paid.

MacLean Publishing Company, Toronto

Flett's

Pickle Economy.

In the ladder of economy every round counts. Handle **FLETT'S PICKLES** and "every round" will count in your favor.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

FOR CAMPING

NOTHING EQUALS

PATERSON'S CAMP COFFEE ESSENCE

That's why it has so large a sale at the camping season.

ROSE & LAFLAMME, Agents,
MONTREAL.

THE A1 SAUCE.

A fine tonic and digestive.

The peculiar, pleasing piquancy of this Sauce at once makes it a general favorite.

A Rapid Seller wherever introduced.

Terms and Free Sample Tasters on application to our agent,

I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Grimble's

PURE MALT

BRAND.

Vinegar

Brewery: London, England.

Agent:

MR. I. S. WOTHERSPOON,
Board of Trade Bldgs., MONTREAL.

THE OFFICE

DEVOTED TO THE
OFFICE STAFF OF
BUSINESS ESTABLISHMENTS.

Is it Necessary to Send Receipts?

By J. H. Scales.

THE question of "the discontinuing of sending receipts in acknowledgment of all forms of remittances, upon which the endorsement of the receiver would be a legal receipt," seems to be one upon which little can be said, certainly little that may be termed new.

This question was taken up by the house I have the honor to represent nearly two years ago. It had been our custom for some time previous to print on our remittance forms: "No acknowledgment necessary." Having experienced no inconvenience from the practice, we concluded it could be extended to our customers, and so decided to try it.

I believe we were the pioneers in this move, and now, after 21 months of actual experience we are convinced that it was a move in the right direction. So successfully has it worked that I have yet to see the first complication to arise from it, and you can get an idea of the great saving of labor and postage to us thereby when I tell you that we acknowledge the receipt of less than 10 per cent. of the remittances that come to us.

However, it is impossible to eliminate altogether the formal receipt, for it must be given in some instances, such as formal vouchers required by corporations, settlements with administrators, receivers, etc. It is also our custom to acknowledge receipt of currency when the amount exceeds $1, and, if a customer insists upon it, we send him receipts regularly. In other words, if the question of business or no business hangs upon a receipt, we send the receipt.

As another proposition, the present era in commercial life demands the introduction of the most modern methods and the discarding of all practices which are unnecessary or cumbersome, so long as it does not interfere with or retard the progress of business; in other words, that we take the shortest cut to reach a given point, and this principle applies to the credit man as well as to any department, for he must see to it that the machinery of his department works with the least possible friction and that the expense does not compare unfavorably with that of others, and, as we have already shown, the abolition of the sending of receipts, though comparatively small, is one feature that counts.

At this point I will digress to say I think it would be well to incorporate some other features which are of a kindred nature, viz.:

First.—Insist upon the customer remitting for specific charges.

Second.—Urge him to use a regular remittance form or make an intelligent statement of the remittance in his letter, and then let him specify on his cheque the invoice it is intended to pay.

The third feature will require some explanation.

When this subject came up for discussion at The National Association of Credit Men of the United States, there was an objection offered on the ground that the discontinuing of the sending of receipts would induce a customer to send his individual cheque instead of exchange.

When paid and cancelled, the customer's cheque goes into his possession and can be kept as a record, but the cashier's cheque, of course, remains with the bank: therefore, if he has not the receipt, it is only natural that he should want his own cheque properly endorsed.

This can be overcome by suggesting that the customer buy exchange in his own name, and then endorse it over to the firm he intends to pay, specifying, if he chooses, in the endorsement, the bills to be paid. Then, should any question or dispute arise, which is exceedingly doubtful, it is a matter of little trouble to obtain a complete history of the transaction by going to the records of the local bank.

Personal Interviews in Granting Credits.

By Geo. H. Sheble, St. Louis, Mo.

THE position of credit man in a large concern is not a sinecure, and at times is most unpleasant; in fact, I have had gentlemen in other positions not nearly so prominent tell me that they would not have the place with many times their present salary attached; and I assure you that I recently had two experiences when I wished I was almost anywhere else in the world but at the credit desk. I was informed that a young lady, daughter of one of our customers, was in the house purchasing goods. Now, this customer was considerably behind in his account with us, and, supposing that the young lady had been given instructions, I sent for her and upon questioning her found out that she kept her father's books and was well acquainted with his affairs, but was not inclined to tell me anything about them, till I so positively insisted that she became offended and would say nothing.

The other case was somewhat similar, the lady being the wife of a customer, and upon being questioned felt so much offended that she set up a good "cry," and then, being somewhat relieved, said that her husband, though his account was so far behind, was well able to pay, but that he gave the business very little attention, leaving it almost entirely to her. She, between her sobs, instructed me not to ship the goods she had just purchased—she did not need them, anyhow, and could get them somewhere else when she got ready for them.

Now, such cases as these, I say, are anything but pleasant, and I hope none of you may be called upon to go through them.

The credit man's duties are multifarious, he having many things to do besides pass upon the fact that a prospective purchaser is good to sell upon credit or not. You know, it is often deemed necessary for you to go out of your office to meet a customer, accidentally, as it were, to "jolly" him—pat him on the back—make him feel at home—take him to a department and call some particularly good salesman to handle him, because you know he likes this special attention, or is "cranky" in some way—and in many other ways depart from your legitimate line of work.

One of my most unpleasant duties is to decline an order, or "turn down" a buyer; for this, in most cases, "puts you in bad" with the salesman who would get credit for the sale, as he, nine times out of ten, thinks you are wrong—that you have made a mistake—though this is more on account of a prejudice he always has in favor of the customer, as he looks at the transaction from one side only—a salesman's standpoint.

You must not harbor the idea, however, that the credit man is never in error, for he, being human, is naturally liable to mistakes and often makes them, for if he did not, his services would be invaluable to his employer; in fact, he would be so much sought after that he could not take care of the many positions that would be offered him.

There are so many conditions to be considered in the granting of credit, more than I have time to take up here, that I will present but a few cases that have come under my personal observation or attention, some of which were

St. Margaret's College
TORONTO.

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON, Lady Principal.

Mr. G. W. Weese,

Promises to give personal attention to all work given to our firm, and see that every Customer is pleased and satisfied.

It is no trouble to quote prices.

WEESE & CO., Printers
54 YONGE ST. TORONTO.

WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

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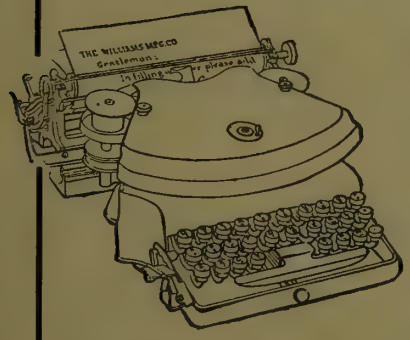

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Equal to any in every way, superior to all of them in some respects.

Permanent Alignment,
Powerful Manifolder,
Hardened Steel Type,
Visible Writing.

SEE THE EMPIRE

at 61 St. Francois Xavier Street,

OR WRITE TO

THE WILLIAMS MFG. CO., Limited,

P.O. Box 2424, MONTREAL.

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world famous **Cary** Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a **Cary** safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

Ford & Featherstone,
IMPORTERS AND DEALERS,
10 John St., North, - HAMILTON, ONT.

ESTABLISHED 1855
TAYLOR'S
DOUBLE TONGUE & GROOVE
SAFES
145 & 147 FRONT ST. EAST. TORONTO.

Hallwood Cash Registers

INDICATE

Correctly

AND **Exactly**

EVERY DETAIL OF

Each Transaction.

No other Registers will do this.

WRITE FOR PARTICULARS

OFFICE AND WORKS:
78 and 80 King Street East,
Toronto, Ont., = Canada.

correctly and some incorrectly diagnosed by me.

Those decisions in which I was correct were made in personal interviews with the customer, and the contrary, where I passed upon the credit from information obtained through various channels usual to the credit department, and from this fact it is my opinion that to decide upon credit it can be done much more intelligently from personal contact with the parties than in any other way, and where it is possible I always insist upon it.

A few years ago a party by the name of John Smith came into our house, and the salesman for his territory being called, he learned that Mr. Smith wanted to purchase a small bill of goods, between $200 and $300, payable in 60 days, also informing the salesman that Mr. So and So, a salesman for another house, had sent him there. Mr. Smith, being a stranger, was requested to step in and interview the credit man, which he readily consented to do, and on being introduced, was requested to make a showing of his affairs, and to this made no objection, though, at the same time, saying that his purchase would be small, as he needed but few goods just then. Taking down my blank form, I asked the usual questions, and these are the figures he gave :

Stock in hand (insured for $2,000)		$2,500 00
Notes and accts., all good		500 00
Cash on hand		300 00
Cattle, horse, etc		500 00
Total assets		$3,800 00
And total indebtedness, all for Mdse. (none due)		1,198 00
Giving him a net worth of		$2,632 00

Now, from these figures, this man, if honest, was unquestionably good for the quantity of goods he desired of us, but here is where the personal interview was the thing, for, upon quite a long talk with him, after obtaining these figures, I informed him we could not sell him the goods, except upon a spot cash basis.

The salesman was very much dissatisfied, and after considerable talk, and representing that his friend's house had shipped him a much larger bill of goods, he succeeded in getting the goods shipped by an order from a higher authority than myself. I told this gentleman that if he talked to the man he would not have shipped him, and to show that my judgment was correct, the party failed in less than 60 days, and we succeeded in getting 25 per cent. of our claim, less attorney's fees.

A few seasons ago the head of our Arkansas department informed me that Thos. Jones was in the house and told him that he had decided to transfer his dry goods purchases all to St. Louis, and would give our house his business if we would make prices right and we wanted to sell him. He was told that we did, and he started in to make his purchases. After a day or two our department man informed me that the party was buying a very liberal bill and I said I would see him. When he had finished buying he was brought to me and introduced. He was a clean cut intelligent man, "full of ginger," as it were, seeming to have his business well in hand, with figures at his tongue's end, and was very particular as to details, not overlooking the smallest items. He stated his competitor was a large advertiser and took full time on his purchases ; but he (my prospective customer) discounted his bills and took advantage of this advertising, being able to sell the people brought into town by this means, at lower prices, thus getting the benefit of the business without the expense. These are his figures :

Stock, $12,000 to		$13,000 00
Insurance, $7,500		
Book accts		5,000 00
Cash on hand		700 00
Store bldg		1,500 00
Bank stocks, etc		1,600 00
Total assets		$21,800 00
Liabilities :		
Mdse., none due	$5,000 00	
Borrowed money	4,500 00	
Miscellaneous debts	1,000 00	10,500 00
Net worth		$11,300 00

Annual business, $76,000 00.

Now, here was a hustler, as you will observe from his sales ; he turned his stock nearly six times per year, and was bound to succeed. His bill, with us, was about $4,000, and promptly discounted, as he said it would be, and he is to-day one of our most valued customers. In the making of this credit you will readily see that the personal interview is again of great advantage, because without the many little points and conditions brought out by conversation, I would hardly have cared to ship his bill of goods, even had other information borne out his figures given.

The cases to which I have especially called your attention are ones in which a personal interview took place, and I repeat that in my opinion a "credit" can be passed upon much more intelligently in this manner than in any other. The agency information or bank reference may be prejudiced or given with a view of obtaining credit for the party, when, if the true conditions were known, and a chance to study the man were given, you would not take it on, though on the information you have you "take a chance."

First striker : What are we on strike for anyway—more pay or less work ?

Second striker : Naw. De boss didn't take his hat off or take his seegar outar his mouth when talking to the walking delegate.

Oh ! Dear me. Messenger, here you are again. Will I ever get these bills made out. Here it is the 20th of the month and I have a draft to meet to-morrow, and my bills are not all rendered yet.

Yes, Mr. Jones, but why don't you get the "Briggs Ledger System"—the same as your neighbor Smith uses, I never have to wait for his bills.

PHONES MAIN 130 and 135.

Business Men

stop and consider the number of hours you waste every month in making out your bills, and the number of dollars you lose by not having your bills made out. Those who use the

Briggs Ledger System

post every day from the sales book directly to the **ITEMIZED BILLS**, having them **ALWAYS** ready to render, leaving a **COPY** of all the items in the journal sheet and ledger stub on the side with pages and number of the sales book showing original charge.

The Briggs Ledger System is the only System manufactured for the retail trade in the world that consists of a ledger, journal, index, itemized bills, and merchandise account under one perpetual binding.

WRITE FOR CATALOGUE.

You see, Messenger ! I use the "Briggs Ledger System," and my bills are always made out, and you know I render over 350 accounts the 30th of every month.

Yes, Sir ! But you could not have them ready and do as your neighbor groceryman Jones does, for he uses the old system of book-keeping, and I never can get his bills to render before the 20th of the next month.

The BRIGGS LEDGER SYSTEM CO, Limited, 75 York St., TORONTO

He Sings,

and so will you

if you sell Brock's Bird Seed

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

Capstan Brand Baking Powder

is equal to any in the market. Try a sample case and be convinced of its high grade and quality.

ASK YOUR WHOLESALE GROCER FOR IT.

The
Capstan Manufacturing Co.
Toronto, Ontario, Canada.

COWAN'S

Perfection Cocoa (Maple Leaf Label) **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO.

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

THE
PARKHILL BASKET CO.
Limited

..Manufacturers of..

The Asam Muhlenbach Patent Peach and Grape Baskets, Spruce Butter Boxes, Clothes and Market Baskets, One-quart Berry Baskets and Crates, Plant Boxes, Packing Boxes, and Egg Cases.

OWEN SOUND, ONT.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

The best grocers keep the best Imported Biscuits.

Try an assorted case of

CARR'S

They will bring you additional trade, and mark you as

One of the live grocers of Canada.

FRANK MAGOR & CO.,

Agents for the Dominion. 16 St. John St., MONTREAL

C. E. JARVIS & CO, Vancouver, Agents for B.C.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

Current Market Quotations for Proprietary Articles

July 9, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
½ doz.	2½-lb.	10 50
1 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 "	Per case
1 "	12 oz.	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25

OCEAN MILLS.

	Per doz.
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50
Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO..

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Boeckh's Corn Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Bamboo Handles, A, 4 strings	$4 35
" " B, 4 "	3 95
Bamboo Handles C, 3 strings	3 70
" " D, 3 "	3 50
" " F, 3 "	3 20
" " G, 3 "	2 95
" I, 3 "	2 60

Biscuits.

CARR & CO., LIMITED

Frank Magor & Co., Agents.

Cafe Noir	$0 15
Ensign	0 12½
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland 9 50	10 00
½ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80
Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.

Frank Magor & Co., Agents.	Per
Cocoa essence, 3-oz. packages	$1 65
Mexican Chocolate, ¼ and ½-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb tins	0 35½

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

STARCH PRICES

If you are offered STARCH at seemingly attractive prices, be sure and ask **WHAT BRAND?**

There are **Starches** and **Starches.** **Don't** be persuaded that another is **Just as good.**

Ask for **EDWARDSBURG** or **BENSON'S**

—and INSIST upon getting it.

NOTE OUR PRICES.

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Cocoanut.

L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
⅛ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
⅛ and ¼-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Dominion" brand, cases 4 doz. (48 lb. net)	5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.	Per lb.
In bulk—	
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$ 1 00 to 3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

		Per doz.
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO.	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz.
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS.	Per doz
Frank Magor & Co., Agents.	
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.	
Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

Licorice.

NATIONAL LICORICE CO.	
5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar "	0 25
F.D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
"Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	0 09

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH.

Cases, 64 packages, 48's	5 00
½-Cases, 32 packages, 24's	2 50
Packages 10c. each.	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch —	
1-lb. packages, boxes 40 lb.	0 06½

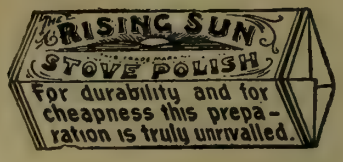
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label —	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 28	
Red Label. " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal,

Japan Teas—

"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37½
" IV 80-lb. "	0 34
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 26
" XXXX 30-lb. "	0 27½
" XXX 80-lb. "	0 23½
" XXX 30-lb. "	0 24½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas - "Nectar" in lead packets—	
Green Label, retails	0 26 at 0 20
Chocolate Label "	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50
"Condor" Ceylon black tea in lead packets—	
Green Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases, retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 60 at 0 40
Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

		Per lb.
No. 1, cases 50 lb.,	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, ½ oz.	0 38
" Bobs, 5s. and 10s.	0 39
" " 11½ oz. bars, 5½s	0 39
" Currency, 13½ oz. bars, 11s.	0 42
" " 6s. and 11's	0 42
" Old Fox, narrow, 11s	0 42
" Snowshoe, 1 lb. bars, sp'c'd 6s	0 46
" Pay Roll, 6s	0 47
" Fair Play, 7s. and 12s	0 48

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities.

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Sld. Bk. Globe	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 00
" " 1	8 00
" " 2	7 00
" " 3	6 00
Pails, No. 1, 2 hoops	1 65
" " 3 "	1 80

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. C. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H. T. BAKER.

"Thistle" Brand Canned Fish.

The oldest brand in the market and the best—the "Thistle" Brand of extra selected Finnan Haddies. Nothing but real Haddock packed and smoked while fresh right at the water side at Little River, N.S. Unequalled for delicacy of flavor and cleanliness.

MacUrquarht's Worcester Sauce.

A rich, full-bodied Sauce that you can sell for very much less than the highly advertised Worcestershire Sauces. Rich, piquant flavor. Not thin and watery, hence most economical to use. Sell it and you will please your customers *every single time!*

Wheat Marrow.

A Cereal Food that contains *only* the best and nutritious part of the choicest selected Winter Wheat. *A steady seller right through the year, summer and winter alike.* Can be prepared for the table "quick as a wink." A fine profit in it for you.

Codou's Macaroni.

Sell "Codou's" and your customers get the best — the best is always cheapest in the end. Delicate, white, tender Macaroni made only from genuine Russian Wheat from Taganrog. *Codou's always sets the Standard.*

Sold by leading wholesalers everywhere

ARTHUR P. TIPPET & CO., Agts.,

Montreal. Toronto.

ARE YOU USING OUR

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG Limited

MR. GROCER—

The profit in your business rests upon little things—"mites." If you are forced by the scales you are using to give 50 customers daily one cent each in down or over-weight, you are 50c. poorer and they do not know of or feel any benefit. If you use a Toledo Automatic, Springless Computing Scale the 50 customers will give you the one cent each that you would otherwise give them and you gain 50c., a difference in your favor of $1.00 on the day's business and the customer gets his just dues, so loses nothing.

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HAMILTON, ONT.

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MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

THE MOP THAT THE SUN NEVER SETS ON.

TO THE RETAIL TRADE

We desire to announce that we are filling many delayed orders on our "TARBOX SELF WRINGING MOP," to the jobbers at all points from St. John, N.B., to Vancouver, B.C.

And we especially desire to intimate that every Mop is fully equal to any we have ever put out. When you find our name, which appears plainly stamped on all of our make, it is a guarantee that the Mop is fitted with a full weight Cloth, one that is sufficiently "stockey" to be of practical use. We can supply an inferior Mop Cloth at $1.50 less per gross than our regular standard Cloth; but we do not AND WILL NOT fit our Mops with them. When you get an inferior Mop look for the maker's name.

TARBOX BROS., Toronto, Canada.

BRITISH COLUMBIA SALMON.

——The **New Season** packs are well **to the front.**

——To secure the best brands you must **move quick.**

——Up-to-date buyers are **well a-head.**

Maple Leaf, Lowe Inlet, Golden Net, Empress.

Four brands to bring you profit and give satisfaction.

The British Columbia Packers' Association,

VANCOUVER, B. C.

Do You Realize What You Are Losing?

On your way to the bank, if you had an accident like the above you would thank a fellow who stopped you, and helped pick up the money you were losing.

Why not thank us for showing you where you are doing the same thing every day before you start to the bank. Fact is, we never had the chance to help you pick up the money we know you are losing.

We've got a mighty nice fellow who visits your town, and he will appreciate an invitation to call on you next trip. He can tell you all about The Dayton Computing Scale, our Systems of Moneyweight, of Nearweight and profit, also about Downweight and loss, and the Systems that will

Ask Dept. M. for Catalogue. *Save three Pennies* DO IT TO-DAY

THE COMPUTING SCALE CO. OF CANADA, Limited
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Give your customers something that they will want more of. They will come to you for more.

LIME JUICE

LIME JUICE CORDIAL

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RASPBERRY VINEGAR

are so pleasing and refreshing that they create a steady demand.

The **T. A. LYTLE COMPANY,** Limited
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Hauling "Sovereign" Lime Juice from Plantation to Ship.

We Control the Juice from the Fruit to the Bottle.

No other bottlers and refiners of Lime Juice in Canada can make such a claim. All Lime Juice bottled under our **"Sovereign"** brand is prepared under our supervision, and we can guarantee its absolute purity and strength. It costs about 50 per cent. less than imported brands of equal quality. Ask your jobber for it. If he cannot supply you, write direct to us.

Simson Bros. Co. Limited

Wholesale Druggists, - - HALIFAX, NOVA SCOTIA.

IT CAN BE FOUND!

In every Clime!

In every Country!

In use by all classes of people throughout the wide, wide world.

JAPAN TEA

Holds popular favor among *Rich* and *Poor* alike.

It is guaranteed *pure* and *wholesome.*

Grown in a tea producing country,

Without a rival.

JAPAN TEA

Is sold by Tea Merchants and Grocers in all parts of the *world.*

THE RIGHT FLAVOR. **Buy It.** *A POPULAR BREW.*

Has stood the test of every climate.

Purest and best for all purposes.

The **ST. CHARLES CONDENSING CO.**, producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.**

CONDENSED MILK

The MOst Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application **Trade Orders Solicited**

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QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents. **NEW YORK.**

RECEPTION WAFERS

In one pound tins. A very attractive package.
Something nice for Teas, etc.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

CEYLON THE PREMIER TEA

BLACK and GREEN

According to ancient history
Ceylon was once
The **Granary** of India.
It is now
The **Tea-ry** of the World.

Ceylon Green Tea stands absolutely top when in comparison with other greens.

Do You Feel the Heat?

If you do, rely upon it that your Sugars feel it still more. Buy good-keeping Sugars. It will save you both money and worry.

ST. LAWRENCE YELLOWS

will stand hot weather.

The St. Lawrence Sugar Refining Co., Limited,

MONTREAL.

If you "**Live to Eat**" or if you "**Eat to Live,**" in either case you want the purest and best

"THE PERFECTION CANISTER"

Contains only the best in the best package.

THE DOMINION CANISTER CO.
LIMITED
DUNDAS, CANADA.

GROCER'S NOVELTY.

THE
Ingersoll
American Watches.

RETAIL PRICES, **$1.25 to $2.50**

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelery trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any General Merchant who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

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HIGHEST AWARD, LONDON, 1893.

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Worcestershire SAUCE

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STRETTON'S IMPERIAL RELISH—A splendid selling line.

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Stretton & Co., Limited, WORCESTER, ENGLAND.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

We have just received into store
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UVA ELLA CEYLON GREEN TEA

Best value in Canada. Send for samples and quotations.
It will pay you.

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TEA ROSE DRIPS

PAY YOU WELL

not only in profit but in satisfaction. Your customers are always pleased and repeat orders are the order of the day when you sell Tea Rose Drips, the pure cane sugar syrup.

ROSE & LAFLAMME, Agents,
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Nonpareil Jellies.

A Comparison

is all that is necessary to convince yourself and your customers that Batger's Nonpareil Jellies are by far the strongest in natural fruit flavor and show the best table result of any jelly on the market.

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Aurora Ceylon Japan

A new arrival just at hand to retail at **25 cents**—equal in liquor to a 50-cent tea—and handsome style. The best value you ever had a chance to buy.

Order a sample package. Satisfy yourself and your customers. You'll want more as sure as you live.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

Wood's Primrose Ceylon Tea

THE CORRECT THING FOR ICED TEA.

Yesterday "PRIMROSE" achieved its popularity.
To-day - - "PRIMROSE" is enjoying it.
To-morrow "PRIMROSE" will deserve it.

Packed in convenient half-pound canisters, air-tight, full weight.

The new crop in hand is especially delicious in flavor, fragrant and exhilarating.

THOMAS WOOD & CO., 428 St. Paul St., MONTREAL.

GROCERS' WHOLESALE CO. Limited — UNITY AND QUALITY — HAMILTON.

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GROCERS' WHOLESALE COMPANY, Limited

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Authorized Capital. $100,000. | Incorporated July, 1901. | Divided into Shares $100 each.

Capital Stock offered to Retail Grocers.

Business conducted strictly upon wholesale co-operative lines.

Stock subscribed for by merchants of the very best standing. If interested, write for particulars.

Direct Importers of Teas, Coffees, and General Groceries.

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General Agents and Wholesale Dealers in Fancy and Staple Groceries.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

THERE is joy in the camp of the British Columbia members over the announcement that the Government has decided, after all, "to do something" for the lead mining industry of British Columbia. Probably no state in the Union, certainly no province in Canada, is so rich in silver lead mines as is British Columbia, and this richness is very largely neutralized, if not utterly destroyed, by the big American combine and the unfavorable smelter conditions locally. It has been urged by the British Columbia advocates of state aid that while the effect of the proposed legislation may be to increase slightly the price of lead to the consumers in other parts of Canada, that the fact must not be lost sight of, that the miners out there are large purchasers of the out-put of eastern factories, for all of which they pay an enhanced price, owing to the protection enjoyed by the latter. Not only is this the case, but the British Columbians, from the circumstance that they manufacture but little locally, are also large importers from outside of Canada, on all of which they pay duty to the Treasury, so that, as a matter of fact, they pay in, in taxes, from two to three times as much per head of the population as do people in other parts of Canada.

I believe that while there may be some objections taken to the proposed increase in bounties, it will not be very great, and that it will be confined to certain theorists who worship a fetish instead of meeting a condition.

* * *

A kindred subject to this is that of aid for the iron and steel industries. As at present constituted, state aid is given by way of bounty, and by way of import duty. The bounty was on a scale diminishing with time, and the proposition now is to keep it up to its old level for a further short period. As to the duty part of the matter, a large number of iron and steel manufactures now come into this country, either free or at a low rate, so low as 10 per cent. in some cases. It is said that the large works at Sydney now propose to instal new machinery to produce goods not hitherto made in Canada, and that for this new product they ask the same protection as is already accorded to articles manufactured in Canada. Their position seems to be a strong one, if we justify the present duties, for, if the protection was right when afforded to an industry now in existence, it must be equally right to accord it to the manufacture of articles not hitherto produced.

* * *

The long discussion over the lengthy Railway Bill of the Hon. Mr. Blair is at last drawing to a close, and only a few of the more disputatious clauses still remain to be passed upon.

* * *

In the early stages of the session we drew attention to certain farmers' grievances, which were exciting a great deal of attention among the rural members, and, inasmuch as the legislation proposed to remedy them had a very direct bearing upon the whole community as a "travelling public," we devoted some time to a discussion of the pros and cons, most notably in connection with cattle-guards upon railways. There has been a most vigorous struggle throughout, ranging from the railway position of a wish to retain the law as at present constituted, which is very favorable to the roads, to the position of the promoter of what has become widely known as the Lancaster Bill, which sought to make the railways liable for all cattle killed, no matter what carelessness the farmer had been guilty of in connection with the accident, even if, to quote an extreme case, he had driven his cattle upon the railway in the hope of getting liberal damages for their death. A middle course has been hit upon, and will most likely be law by the time this reaches our readers. The railway is to be required, as of yore, to maintain cattle-guards, "suitable and sufficient" to turn cattle from getting on the track, and is to be liable to pay the owner the value of the animal killed which has got on the railway right of way because of the absence or insufficiency of cattle-guards, unless the railway proves that the farmer has been actually guilty of negligence, by himself or his agent, in connection with the accident. Under the old law it mattered not how guiltless of carelessness the farmer was, if a high wind had thrown down his fence in the night, if the ubiquitous book agent had called and left the gate open, as he usually does, still the poor farmer had to shoulder the loss when, as a consequence, his cattle strayed away and got killed. Now this is all altered; only his own carelessness, by himself or his agent, can disentitle him to recover. The travelling public is still protected from the carelessness which absolute immunity might engender in the farmer by two risks he still runs: (1) If the animal is killed not upon the railway's own property, but at the point of intersection of the railway and the highway, he cannot recover, and (2) Any person can impound cattle found running at large within half a mile of the intersection of the highway and the railway at rail level. This latter may seem a trivial protection to those who do not know the farming community. As a matter of fact, however, there is nothing which a farmer more heartily dislikes than having his cattle driven to pound. Not only does he decidedly object to the cost entailed, but he feels it as a kind of application of brute force, which is humiliating to him. Just let the railway section men drive some careless man's herd to the nearest pound, and that man will become a most exemplary citizen, so far as the tending of his cattle goes, for the rest of his life. The point which gives most general satisfaction to the farmers in this matter lies in the fact that the railways are absolutely obliged to prove the carelessness of the farmer, and that the farmer is not obliged to prove his innocence of it, as was desired by many who have been interesting themselves in this bill.

* * *

Not only have the farmers distinctly scored in the matter of cattle-guards, but they also win in the matter of fires kindled by railways. As the law previously stood, a farmer had to prove, not only that the railway set fire to his property, but also, that it set fire negligently, which interpreted means, for example, that there was something faulty in the construction of the engine which threw the sparks. This was practically an impossibility. No farmer could follow an engine up to its round-house and there make an examination of the fire screen to see whether its mesh was of the required fineness and in good repair. To prove out of the mouths of the railway men themselves that anything was wrong,

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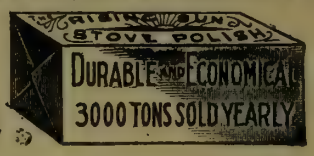
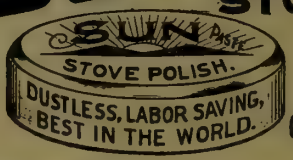
WELL KNOWN AND RELIABLE





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

again and again proved impracticable, so that lawyers had pretty generally taken to advising their clients that it was useless to enter suit. The law, as just enacted, throws very properly upon the farmer the burden of proving that the engine started the fire complained of, but, having proved that, the railway company must show that it was operating its road with proper plant in a fit state of repair and without carelessness in so doing. The change seems a simple one, but it will mean that hereafter an owner of land along a railway right of way will be able to recover in cases where he is reasonably entitled to do so, and will no longer be met by the imposition of a condition which it is impossible to fulfil.

HINTS FOR THE WIDE-AWAKE.

By J. M. Steele, Clarksburg.

THIS is an actual transaction that happened to myself a few weeks ago, and should be a good lesson to the trade generally.

I have always made it a habit to weigh all goods sold by weight coming into my store. The other day I got in some tea and, of course, weighed it along with the other goods. (How many merchants weigh their half chests of tea ?) Taking the gross weight and comparing it with the net weight charged I found that there was a very small allowance made for tare, too little in fact, as I had a fair idea of the tares of tea packages, having observed it in previous shipments. I wrote the wholesale house, calling their attention to this and received the following reply: "It is by mistake that the tea was entered in our tea list at 62 lb., because the correct weight is only 56 lb. We enclose you a note for the 6 lb. difference and thank you for telling us, and now have sent out credit notes to all who had any before you, none of whom noticed this weight. Please excuse the mistake."

I think it pays to weigh. The wholesale house had not the slightest intention of overcharging the weight, but yet, just through some mistake of their entry clerk (we are all liable to make mistakes,) in putting down the wrong weight in the stock book, the overcharge was made.

THE TEA TRADE.

THE annual review of the tea trade issued under date of June, by Messrs. Wm., Jas. and Hy. Thompson, tea brokers, Mincing Lane, London, Eng., suggests that the season of 1902-03 may prove to have marked an epoch in the history of the tea industry.

In reviewing the events of the past few years it is pointed out that between 1892 and 1902 the output in India rose from 124 to 175 million pounds, and in Ceylon from 72 to about 150 millions, with the result that, in spite of yearly increased consumption and export, stocks of both kinds, in England, stood at 87 millions in 1902, against 58 millions ten years previously. The conditions which produced these results were plentiful land and labor, abnormally cheap, owing to the depreciation in the silver rupee. The margin of profit offered attracted universal attention, and in the five years previous to 1900, 107,000 acres in India and 80,000 in Ceylon were planted. The result was over production. Prices fell, the rupee appreciated in value and profits vanished. In the meantime consumers were habituated to low prices.

On the other hand, the low prices have ousted China teas, almost entirely, from the United Kingdom, and soldified the interests of India and Ceylon.

During the past season the downward progress has been arrested, yields and acreage have been smaller, and India and Ceylon have taken to manufacturing green and uncolored teas, so that for the first time in many years, there has been an equilibrium of supply and demand.

The prospects for the continuation of these conditions are good. The estimated supplies from India and Ceylon for 1903-4 do not exceed three hundred and thirty-six millions, of which fifteen million will be green, which is no more than will be required.

Supplies other than from China do not endanger the situation, and Africa, so largely an English land, promises to become a great consumer of tea.

The Ceylon planters have shown great enterprise and activity. During the past year, appreciating the changed condition of affairs occasioned by over supply of black tea, they have with rapidity turned their attention to the manufacture of, to them, an entirely new product, with such success that this season will witness the manufacture of eleven to twelve millions of green and uncolored tea, to which must also be added probably three to five millions from India. Owing to a less favorable yield in Japan, with a consequently higher price, a ready market has been found, mainly in America, for both descriptions, green and uncolored, and prices plus Cess have been in advance of those obtainable for blacks of similar descriptions.

Slightly precipitous supplies have somewhat reduced values in Canada and the United States, but it is anticipated that this will have the ultimately advantageous effect of forcing British grown teas into consumotion and thus acquainting the public with their virtues.

LEAVING FOR CALGARY.

D. J. Kelly, ex-president of The Toronto Retail Grocers' Association, is leaving for Calgary, N.W.T. For the last year or so Mr. Kelly has not been in good health, and he has decided to spend some months at least in the invigorating climate "in the shadow of the Rockies." There are few grocers in Toronto who have more friends than "Jack" Kelly and when he goes west he will take with him the best wishes of them all. The business of Kelly Bros., Queen street east, will be continued by his brother, H. D. Kelly.

THE GROWING TIME

is on, and the people want the best. See our travellers' list of goods from Dandicolle & Gaudin, of Bordeaux, France, French Sardines, Paragon Vinegar, Olive Oil, Peas, Mushrooms, Capers, etc., etc.

Also from McMechen, of Wheeling, Salad Dressings, Mustards, Pickles, etc., etc.

LUCAS, STEELE & BRISTOL,
HAMILTON.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES

GOOD TO EAT

Old Church Pork and Beans

1s, PLAIN, 47½ 1s, CHILI SAUCE, 50 3s TALLS, PLAIN, 90
3s, TALLS, CHILI SAUCE, 95 3s, FLATS, PLAIN, 90 3s FLATS, CHILI SAUCE, 95

Equal to the finest goods packed in the United States. Grocers: Support Canadian canners in putting up A1 goods by ordering a sample case of each of above—through your wholesale grocer.

STANDARD CANNING CO., HAMILTON.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

BROOMS FOR THE MILLIONS

We manufacture from only the finest corn.

NO DYE **NO COLORING**

Our corn requires none of this.

Brooms for the home **Brooms for the church**
Brooms for the warehouse
Brooms for the factory **Brooms for the mine**

Each Broom examined when bunched. Any culls discarded.
Prices low and profitable to the grocer.

JAMES TURNER & CO., Wholesale Grocers, Hamilton.

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt Shippers } *49 Front Street E.,* **TORONTO**

BUYING TERMS ON CANNED GOODS.

Editor CANADIAN GROCER:

Sir,—In your issue of last week we note the several objections taken to the policy adopted by The Canadian Canners' Consolidated Cos., Ltd., of Hamilton. First, from British Columbia merchants, who complain that no prices have been sent them, and that they are not in a position to quote goods for Yukon trade for Fall delivery. One of the primary objects of consolidation of the various companies was to do away with selling of goods before they were packed, which in the past had been a source of trouble to the packer, and as a rule, very annoying to the trade. Prices have recently been sent to the trade for such goods as are now packed, and other goods will be quoted as soon as packed, or as soon as the crop can be satisfactorily estimated. In adopting this policy, we hope to fill all accepted orders in full, and thereby avoid a repetition of the disappointment and annoyance of last Fall.

It is said by your Halifax correspondents that we prohibit buyers who buy Consolidated goods buying from outsiders. This statement we desire to correct. Buyers are as free as ever to buy from whom they like, and any kind of goods they want. We do, however, offer a special discount to the wholesale trade who purchase all their requirements from The Canadian Canners' Consolidated Cos., Ltd.

We do not know of any canning companies in the Consolidated Companies that put up blueberries, nor do we think the purchase of blueberries would conflict with contracts in any way made with this company.

The object of the consolidation may be clearly set forth in a few words. Economy in cost of production; uniformity of quality; developing export market and reducing the hazardous nature of our business by refusing to sell goods before they are packed. The many savings effected should put us in a position to offer goods to the trade this season as cheaply as heretofore, notwithstanding the increased cost of raw material and labor of fully 25 per cent., and we believe as the policy of this company becomes better known, it will meet with universal approval of the trade.

Hamilton, July 7. STOCKHOLDER.

The price quoted for one quality, five strengths vinnegar in the advertisement of The Imperial Vinegar and Packing Co., of Hamilton, Limited, in last week's "Grocer," should have read 18 to 32c., instead of as printed.

COTTAGERS AND CAMPERS WILL ASK FOR

MacLaren's Imperial

AND

Roquefort Cheese,

AS THEY CONSIDER THEM NECESSITIES IN THEIR LUNCHEONS.

OUR JARS AND LABELS ARE BEING IMITATED.

KEEP THEM IN A COOL PLACE THIS WEATHER, AND ASK YOUR CUSTOMERS TO DO THE SAME, AS THEY WILL KEEP LONGER.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited
MANUFACTURERS AND AGENTS, TORONTO.

OTTAWA TRADE GOSSIP.

Business here has been extra good and retailers are very busy; the demand for seasonable lines was good, and prices were well maintained. A noticeable feature among the grocery trade is that almost no cutting of prices is practised.

The sugar market remains the same and is very strong at $4.12 for granulated and $3.47 for yellows. Granulated in bags is 5c. less.

Canned goods are now as high and higher than ever. Tomatoes are $1.65, peas, $1.20; corn, $1. Stocks are pretty well cleaned up. Orders for new season's pack are being solicited at lowest association prices, which of course are not announced as yet. Canned gallon apples are quoted at $2; 3s at 90 to 95c. String and Golden Wax beans are selling slowly at 80c. Lobsters, in tall tins, are very firm at $3; half size, No. 1 stock, $2. Sardines, Canadian, $3.25 a case. Herrings, in tomato sauce, $1.40 and ditto, kippered, $1.50 per doz. No change has taken place in canned meats. Corned beef, in 2s, $2.75; in 1s, $4.50, and in 14s, $19 to $20. Lunch tongue, $3.

Rice is firm at $3.15 per cwt. Tapioca and sago are as low as ever; quotations are around 3½c. There seems to be an overabundant supply this year.

In syrups and molasses there is no change; molasses is quoted 38 to 40c.

Japan teas are continually advancing. Low grade Japans cannot be found under 20c.

The currant market is slow at this season of the year. Fine Filiatras, 4½c.; cleaned Filiatras, 5½c.; cleaned Amalias, 6½c.

Evaporated apples are firmer than they have been this season. Good stock is well worth 7c., although some can be bought at 6½c.

NOTES.

Last week the Ottawa Retail Grocers' Association had the pleasure of entertaining the members of the New York Retail Grocers' Association, together with their wives and families, for a few hours. They arrived on Wednesday night, and on Thursday morning were escorted to the City Hall, where the whole number were introduced by the president of the New York association, Mr. J. Meyers, to the Mayor of Ottawa, Mr. Fred Cook. The mayor then invited them to be seated around the Council Chamber, when he spoke, welcoming them heartily to the city. He was replied to by the spokesman of the party, Mr. Frank Meyer, ex-mayor of Brooklyn. Mr. Provost then welcomed them on behalf of the Ottawa Grocers' Association, and was replied to by the president of their association. The local committee now took the visitors in hand, and proceeded to show them the sights of the city. Special electric cars were chartered for the occasion, and the party visited the Chaudiere Falls, Booth's and Eddy's mills, the business portion of the city, Rockcliffe Park and the Rifle Ranges. At noon they visited the Log Shanty at the Park, where pork and beans were put up in regular shanty style. The Americans seemed to enjoy this part of the entertainment immensely, a great deal more so than if they had been banquetted at the best hotel in Canada. They then boarded their steamer, the Rideau Queen, which was engaged for the round trip, and left about 2 p.m., en route for the Rideau Lakes.

This party consisted of 78 in all, and before leaving they expressed themselves as greatly pleased with Ottawa, which, as a city was a revelation to them for beauty and cleanliness. They thought the way goods were exposed for sale by the merchants here quite up to date, and in some ways better than their own.

The Ottawa association feel quite proud of the advertisement they have made for the city, and there is no doubt it will be the means of bringing other tourists from American points to Ottawa.

The committee in charge were assisted by the associate members of the association, who were as follows:—G. W. Shouldis, G. W. Hunt, T. C. Bate, Alphonse Provost, H. W. Booth, W. J. Eastcott, Chas. Provost, Wm. York, J. F. Sissons, Jas. McIntosh, Fred Lee, H. C. Ellis, A. M. Douglas, R. Tunnic.

* * *

J. E. Cox, late of J. G. Whyte & Sons, has opened up as a broker and commission merchant on his own account. Mr. Cox is so well known to Ottawa trade, that any line placed in his hands will meet with success.

Provost & Allard are just opening up a large consignment of Morton's goods, imported direct from England. They have another car of peanuts on the road from Missouri.

UPTON'S
JAM IS THE JAM THAT THE PEOPLE K N O W ABOUT. THE JAM THAT PROMPTS THE OFT REPEATED R E M A R K "IT IS BETTER THAN M A K I N G JAM ONE'S SELF."
IT IS UP TO YOU TO GET A GOOD SHARE OF THIS TRADE.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

LIME JUICE

"Montserrat"

Pints and Quarts.

The DAVIDSON & HAY, Limited

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

THE PRESERVATION OF EGGS.

By E. Wiggins, 48 Bramah Rd., Brixton, London, Eng.

THE preservation of eggs is no new thing. The method of using lime-water for this purpose is said to have originated in Holland more than six hundred years ago. But during recent years the importance of preserving eggs when they are cheap and plentiful has received a great deal of attention. During the next month or two eggs will be cheap on account of their abundance; later on they will be dear on account of their scarcity. The preservation of eggs can be carried on to a small as well as large extent. The best months of the year for this operation are March, April, May and June or July. Many methods have been adopted and at various times experiments have been conducted in different parts of the country. Among the materials used may be mentioned water-glass (silicate of soda) dry table salt, slacked lime and salt brine, a coating of vaseline, dry wood ashes, bran, finely powdered gypsum (sulphate of lime) powdered sulphur, permanganate of potash, salicylic acid, and salt brine, as well as the cold storage method. To preserve an egg the germs of putrification must be kept dormant, or destroyed, or their growth prevented in some way. The oxygen of the air is the chief factor in the changes which take place in the egg. Thus, in the preservation of eggs it is most essential that air should be either sterilized or excluded. Of all the devices made use of, that of water-glass (silicate of soda) has been proved to be the most satisfactory. The modus operandi is simple, and, providing that the circumstances will permit, can be undertaken by any grocer who may be desirous of keeping a good supply of eggs for the winter months. There can be no doubt about the remunerative side of this venture. In the first place, the eggs selected for preservation should be the best. The receptacle, for preference, should be an earthenware jar, or other vessel. Before placing the eggs in the preparation they should be carefully washed in cold water. Water-glass can be obtained from almost any chemist or druggist; the price is usually half-a-crown a gallon. This material is easily manipulated and has the advantage that it can be used more than once. A ten per cent. solution is the strength required; but a three per cent. solution has been found to possess a complete preservative power. To obtain a ten per cent. solution one pound of water-glass should be used to nine pints of water, (boiled water serves the purpose best). The eggs should be placed in the earthenware jar, and the solution poured over them so as to cover the top layer to the extent of about one inch. The receptacle requires a covering so as to keep the contents as air-tight as possible. They should then be placed in a cellar where a temperature of not less than 33 deg. Fahr., nor more than 45 degrees can be maintained. It is better if the jars can be raised off the floor to enable a current of air to pass underneath. If any of the eggs have a tendency to float something should be used to avoid this, in some instances an inverted saucer has proved successful. New laid eggs are the most profitable to preserve, and they should be placed in the water-glass solution as soon after they are laid as possible, but not before they have cooled. When the eggs are taken out for use they will be found sticky and should be wiped before package. The outlay of water-glass at half-a-crown a gallon amounts to about one-third of a penny per dozen eggs. In addition there would be the cost of the jars; but although these are, as above stated, all the better for being earthenware, yet glass or wood may be used, providing that the latter is water-tight. Eggs placed in this solution of water-glass will be found to be perfectly sound next December.

Cold storage has proved a useful factor also in enhancing the keeping properties of the matutinal egg. In selecting eggs for cold storage care should be taken to see that only new laid ones are obtained; where possible also it is advisable to have them infertile, as, when fertile eggs get exposed to a temperature of 90 to 100 degrees for even a short time, they will deteriorate, the germ will start in life, and no subsequent treatment will then be of any avail to impart a quality of freshness. Eggs for cold storage should, if possible, be gathered every morning, before the sun has gained any strength, and placed at once in the storage boxes in a cool place. To attain the highest success they should be graded as to color and size, the boxes being marked accordingly. Care should also be taken to have them clean and free from unsightly stains. The boxes used should be of the usual trade size, holding 36 dozen, and packers should see that they are made of odourless timber, as eggs are peculiarly liable to absorb flavors from their surroundings. Another important point is to see that the boxes are thoroughly dry before being used; this also applies to the "fillers," otherwise musti. ness is almost sure to ensue. Beyond the "fillers" of tasteless cardboard, no packing of any kind should be used, as the natural moisture exuding from the eggs should be allowed to escape, otherwise a musty flavor is likely to be perceptible when the cases are opened. Eggs for storage should be forwarded to the cold rooms as soon as packed. Provided that the eggs are given the proper temperature in the cold storage department, the effect will be that everything in the egg is held in suspense, undergoing no change whatever during the storage.

South African Provision Market.

THE recent falling off in the volume of orders for provisions and kindred goods from the South African market is attributed by "Grocery," London, Eng., to the action of the military authorities in South Africa, who have recently been, what may be termed, "off-loading" surplus stores on the various local markets in huge quantities, and disposing of them at greatly reduced rates—in fact, at any price they will fetch, at public auction.

Information in our hands shows that the total of these sales amount to about £3,500,000, and the stores, which are of the most miscellaneous character, embracing farinaceous and other foodstuffs, preserved and tinned meats and fruits, beers, wines, spirits, liqueurs, mineral and other drinks, tobacco and cigars, jams, sauces, vinegar, etc., have been parcelled out among twelve towns in the several colonies in certain proportions, and acquired, for a large part, by the retail clients of coast houses, who have exhausted all their ready financial means to make profit out of the opportunity.

The effect of this arrangement is two-fold. The trade of the coast houses, and, as a consequence, that of oversea merchants, has fallen off, and, on the

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We are now prepared to supply to the trade, carefully packed, Beef and Pork products.

Canned Goods,
Barreled Pork,
Barreled Beef,
Smoked Meats,
Hams, Bacon,
Lard, etc., etc.

We also handle Butter, Eggs, Cheese and all kinds of farm produce.

Our "Beech-Nut" Hams and Bacon are delicious.

SEND FOR PRICE LISTS.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

"Star Brand" SUGAR-CURED

Hams

may be a little higher in price than the ordinary cure of Hams, but——they are worth it.

Your customers will appreciate a dainty, delicious slice of good Ham, especially at this time of the year. Why not give them the best ?

We can supply you in all sizes, either pickled, smoked, or cooked ready for use.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Mess Pork,
Short Cut Pork,
Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED

PORK PACKERS,

TORONTO, ONT.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.,

Wilbert Hooey, Manager.

54 Noble St., TORONTO.

This cut represents No. 13. Phone Park 513.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St. **Montreal, Can.**

Write for Illustrated Catalogue.

Steel Stamps, Machine Plates,

Steel Letters & Figures, Brass Labels,

Trade Checks, Stencil Inks,

Stencil Brands.

All first-class. Send to the....

HAMILTON STAMP & STENCIL WORKS,

HAMILTON, ONT.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

other hand, the retailers, having spent all their available means, and pending the realization of their purchases in a glutted market, are ignoring their financial obligations to the wholesale merchants from whom they usually draw their supplies. As a consequence, the latter are hit in a double degree—by the lack of the usual trade and also of due remittances.

Dislocation of the normal course of business of this kind is a result which might have been foreseen by the military authorities, if they had cared to do so, before they launched their surplus stocks on the market, and some arrangement devised to safeguard the interests of wholesale and coast firms. It is surely an ill policy which sacrifices the interests of one class of the community to those of another, and it is really absurd and a breach of common sense that the military authorities, when they trespass beyond their sphere and enter into the domain of commerce, should do so to the detriment of legitimate trade by underselling the market.

Industrial Packing Co., Limited

WM. J. FALCONER, merchant; John Burns, farmer; and John Oliver, real estate and insurance agent, all of the town of Palmerston, Ont.; Hugh Cunningham, farmer, of the village of Ethel, Ont., and James Stewart, financial agent, of the city of Toronto, have been incorporated as The Industrial Packing Co., Limited, with a share capital of $300,000, divided into 6,000 shares of $50 each. The head office of the company is to be at Palmerston, and is authorized to slaughter and dress cattle, hogs and poultry, and to engage in and carry on a general packing-house and canning business, and to buy, sell and deal in all kinds of fresh and cured meats, eggs, butter and cheese, and all other kinds of farm produce, also canned goods and fruits.

Cause of Tainted Milk.

The cause of tainted milk, which is the source of much loss to cheese factories, is, according to a late bulletin of the Dominion Department of Agriculture, largely the result of undesirable germs which get into the milk during and after milking. Care in keeping the barnyard and cows clean, and brushing the flanks and udders of the latter before milking, will eliminate most of the trouble. Other causes of tainted milk are said to be absorption of neighboring odors, impure water supply, and improper food, such as turnips and rape. Free access to salt on the part of the cows is an important factor in improving the quality and flavor of the milk, and the butter and cheese made from it.

Canadian Produce in England.

A despatch from London, Eng., states that English dealers are selling Canadian produce as the English article. For instance, Collingwood hams are sold as best Cumberland, and Canadian cheese as English cheddar, thus showing that the quality of Canadian produce equals England's best. Its sale as English produce enables the retailer to buy Canadian goods at a depreciated price, while the quality of the product enables him to dishonestly sell it as the best home-grown. The despatch suggests that if Canadian produce were indelibly marked, its quality would command a price from the consumer vastly in excess of that obtained at present.

THE PROVISION MARKETS.

TORONTO.

The demand for cured meats continues firm on all sides, and the volume of trade done is satisfactory. Lard is still easy, however, but there has so far been no break in the prices quoted last week. Quotations are uniformally unchanged. We quote:

Long clear bacon, per lb	$ 0 10	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11½	0 12
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 11	0 11½
Backs, per lb	0 5	0 16
Heavy mess pork, per bbl	21 00	21 25
Short-cut, per bbl	22 00	22 50
Shoulder mess pork, per bbl	18 00	19 00
Lard, tierces, per lb	0 9½	0 09
" tubs "	0 09½	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 08½	0 09½
Dressed hogs, light weights, per 100 lb	8 50	9 00
" " heavy "	7 50	7 75
Plate beef, per 200-lb. bbl	....	12 50
Small butchers' hogs	8 00	8 25
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcases	6 00	7 25
" medium	5 50	6 50
" common	5 00	5 50
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

The demand for hams, bacon and lard has been good this week and trade in these lines is fairly active, but for pork the market has been slow, and top prices have been shaved about 50c. all round, and easy at that figure. Hams are stronger than last quotations. Advices from Liverpool say that Canadian pea-fed bacon held its own despite recent complications characterizing continental. We quote:

Heavy Canadian short cut mess pork	$22 00	$22 50
Light Canadian short cut clear pork	21 00	21 50
Canadian short cut back pork	21 50	22 00
American short cut clear pork	22 00	24 00
American fat back pork	24 00	25 00
Hams, per lb	$0 13½	$0 14
Bacon, per lb	0 14	0 15
Extra plate beef, per bbl	14 50	15 00
Pure Canadian lard, in tubs, per lb	0 10	0 10½
" " " " pails, per lb	0 10	0 10½
" " " " cases, per lb	0 10½	0 11½
Fairbank's "Boar's Head" lard compound, 8½c. tierce basis, with extras as follows:		
60-lb. tubs, over tierce	....	0 00½
20-lb. wood pails, "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01
American can meats:		
1-lb. corn beef	....	1 60
2-lb. "	....	3 00
1-lb. lunch tongue	....	3 90
2-lb. "	....	8 10
2-lb. Ox-tongue	....	8 10
2½-lb. "	....	10 40
3-lb. "	....	13 00

ST. JOHN, N.B.

In barrelled pork, even lower prices rule, particularly in clear. There is a

ROYAL YEAST CAKES

MOST PERFECT MADE.

SOLD AND USED EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

When you have any

BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

WHEN THE GROCER receives a visit from the **GOVERNMENT INSPECTOR,** looking for adulterated Spices,

YOU CAN APPRECIATE the feeling of relief and confidence which the Grocer experiences who has only **PURE GOLD SPICES** on his shelves.

THE PURE GOLD MANF'G. CO., LIMITED, TORONTO, manufacture and sell only the following "strictly pure" brands of Spices:

"PURE GOLD" YELLOW LABEL
"JARDINE'S" GREEN LABEL
"REGAL" RED LABEL

and put a guarantee "seal of safety" on every package.

The Inspector is always welcomed by the Grocer who can show Pure Gold Brands.

wide range in quality. Stocks of new pork are light, and prices are rather higher than clear, or at least some grades of the latter. Beef is held quite firm, though packers show a range in price. In pure lard the price has somewhat recovered from the late decline; compound is held quite firm. In fresh beef there is no change; this is rather a quiet season. Lamb is quite firm, having a large sale. Nice veal is still offering. Mutton is low and very dull. Pork is unchanged; there is very little business. We quote:

Mess pork, per bbl	$21 00	$22 00
Clear pork "	19 00	22 00
Plate beef "	14 00	15 00
Mess beef "	12 50	13 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 07	0 09
Lamb "	0 09	0 10
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 10½	0 11
" " pails "	0 11	0 11½
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 10
" " " pails "	0 10	0 10¼

WINNIPEG.

These departments of trade show good steady business, but nothing new or exciting. In cured meats, hams and breakfast bacons are off ½c., but otherwise there is no change. In dressed meats, the supply of good steers is limited, but of butchers ordinary there is more than enough; prices are firm. Mutton and lamb continue scarce, and a good deal of the latter offering is not of first quality. The sheep for mutton are coming almost entirely from Ontario. It is claimed that sheep raisers in the West find ample market for all they have to sell nearer home.

DAIRY PRODUCE.

TORONTO.

BUTTER.—Receipts of butter continue heavy and values have eased off from ½ to 1c. per lb. since last week. In creamery prints an accumulation is reported, largely accounted for by the large offering of especially good dairy prints. The English market does not seem to have improved since last writing and little has been forwarded. One dealer reported no inquiries and no sales. He was of the opinion that we would have to supply better butter at closer rates before we could control the English market. At present the Danish butter supplies the top quality demanded, while the Russian is making large inroads on the cheaper market. We quote:

	Per lb.	
Creamery prints	0 17	0 19
" solids, fresh	0 17	0 18
Dairy rolls, large	....	....
" prints	0 15	0 16
" in tubs	0 14	0 15

CHEESE.—The market is easier since a week ago and quotations show a drop of from ¼ to ½c per lb. Prices are still higher than a year ago, and at present rates there is but a light demand for export with little going forward, except for sales made some time ago. The quality is not on the whole up to last year, which saw the high water mark for good cheese. We quote:

	Per lb.	
Cheese, large, new	0 10	0 10½
" twins, new	0 10½	0 10¾

MONTREAL.

BUTTER.—The market has been a very irregular one and hard to quote—no doubt caused by the total absence of any export demand. Finest eastern has been bought on this market for 18 to 18¼c.; occasional fancy lots or pet creameries bringing 18½c. In the jobbing way and to the retail grocers 19 to 19½c. is the ruling price.

CHEESE.—During the past week prices have declined about ½c., but dealers state that this is not sufficient and are daily expecting a further decline. It has been slow in coming, owing to the fact that some of the exporters have sold short and are now buying to cover these sales. The ruling price for Quebecs has been from 9 to 9⅜c., Ontario, 9½ to 9⅝c., in the country, costing about 9¾c. in Montreal, but even this price, we understand, cannot be obtained over the cable. Grocers are buying new goods at 10 to 10½c. from the jobbers. There is practically no old cheese on the market.

ST. JOHN, N.B.

BUTTER.—Prices are easy; there are large receipts. Sales seem light, as demand is largely filled by direct shipments from producers to the retail trade, and even to consumers.

CHEESE.—Prices, while lower, seem quite firm. The local trade will not accept anything but twins, so that large cheese are hard to sell, except for export. Quotations are:

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 16	0 18
Eggs, new laid, per doz	0 16	0 18
" case stock, per doz	0 13	0 15
Cheese, per lb	0 10½	0 11

WE ARE PREPARED TO QUOTE:

Canned Goods

New pack of every description for future delivery—the very best known brands.

Inquire about our prices by Mail, Wire or 'Phone.

Always pleased to give quotations.

Laporte, Martin & Cie.,

Wholesale Grocers, = = MONTREAL.

Trade conditions to-day demand co-operation between you and us. A pound of

Blue Ribbon *Ceylon* Tea

is worth forty cents every time to the consumer. It is absolutely the best **hill grown** Ceylon tea on the Canadian market.

In addition to the profit you make you enjoy the prestige of selling the **quality** tea of Canada in handling Blue Ribbon.

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING, OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink

Hires'
Root Beer

the who'e day long,
And you will feel "all right."

Stock with **HIRES' Root Beer.** See that your travellers have it on their price list. It pays a GOOD PROFIT.

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds, as follows :

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"
Finest Cream Salad in Gal. Tins.

☞ **Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.**

W. P. DOWNEY,

SOLE AGENT FOR CANADA.

26 St. Peter St., —Prices on Application— MONTREAL.

We are quoting . . .

New Pack { **TOMATOES** **CORN** **PEAS** } for future delivery

WARREN BROS. & CO., - - TORONTO

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar

"Nectar" Black Tea, in lead packets and fancy tins only.

Madam Huot's Coffee

is a genuine French Coffee, ***absolutely pure.*** It is prepared from a recipe obtained from Madam Huot, of Paris. ***It is remarkable for its delicious aroma and its rich liquor.***

It is without a rival.

The Gem of all Coffees.

It can be made in the same way as any other pure Coffee. Sold in tins only.
1-lb. at **31**c. per lb. 2-lb. at **30**c. per lb.

JUST COMING IN:

54 Half Chests Choice Flavory Orange Pekoe Ceylon Black Tea, "Buffalo," at - - **22½**c.
25 Chests Choice ***Hill Ground*** or Pekoe Ceylon Black Tea, "Wells," at - - - - **25**c.
20 Half Chests (2nd lot) Choicest May Pickings Japan Tea, "Condor III," at - - - **37½**c.
25 Half Chests Choice May Pickings Japan Tea, "Condor V," at - - - - - - - **30**c.

On hand, a large stock of all classes of teas, at right prices.

Specialty of high-class goods in Teas, Coffees, Spices and Vinegars—wholesale.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

"EMD" Baking Powder, Vinegar, Spices, Coffee.

"MONTSERRAT"
PINTS QUARTS

YOUR TRADE DEMANDS

LIME JUICE

THE BEST
WE HAVE IT.

"SOVEREIGN"
HALF-PINTS PINTS QUARTS

THE BEST BRANDS
AND THE QUICKEST SELLERS.

DON'T BUY UNTIL YOU HAVE OUR SPECIAL QUOTATIONS.

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO

BACK FROM THE GREAT WEST.

W. L. HUNTER, western representative of L. Chaput, Fils & Cie, is in Montreal. In an interview with THE GROCER Mr. Hunter reported having an excellent trip. He met a number of old friends in the Territories, with whom he opened up business for his house. He speaks in the highest terms of the business conditions and possibilities of the Great West.

"What impressed me particularly," said Mr. Hunter, in answer to the inquiry as to the new emigration, "was the extent of the settlers' movement and the steady improvement in the western towns which have been recently opened up. It is remarkable, and there does not appear to be anything of a mushroom character about the places."

Asked as to the condition of affairs in the British Columbian mining districts, Mr. Hunter is of the opinion, based on observation and inquiry, that but a short time will elapse before there will be a steady resumption of mining in the silver lead mining districts. In the boundary section better conditions prevail, as, owing to the advance in copper, the industry is now on an excellent paying basis. Further than this, gold mining has developed to a large extent in West Kootenay, and the smelters at Trail, Greenwood and Grand Forks are kept busy running day and night. The drawback to a full resumption of business in British Columbia has been the prevalence of labor strikes, which, together with political complications, has spread a period of depression over the province as unnatural as it is undeserved.

Indications are not wanting, however, that the end of this unsatisfactory state of affairs is approaching, as it will probably form the subject of legislation during the first session of the Local House.

In Vancouver Mr. Hunter was struck with the number of whilom easterners to be met, many of them old-time friends, who are now in business and thriving. Mr. Hunter, after a two weeks' vacation, will return to his territory.

PERSONAL MENTION.

Mr. J. H. Magor, Montreal, returned from a five weeks' visit to Great Britain. His bronzed face and healthy physique bespeak the good time he has had in spite of its being a purely commercial journey.

Mr. D. Gilmour, of Chase & Sanborn, has shaken the dust of Montreal from off his feet and hied himself to the shores of the Bay of Fundy for his annual Summer outing. Mr. Gilmour possesses a splendid Summer home at St. George, N.B., and every Summer recuperates under the cooling breezes of the Bay of Fundy.

TORONTO RETAIL GROCERS' ASSOCIATION.

THE Toronto Retail Grocers' Association held its regular monthly meeting in St. George's Hall, Elm street, Monday night last, with President David Bell in the chair, and a goodly representation of the members present.

The attention of the meeting, after routine business was disposed of, was devoted to perfecting the arrangements for the 17th annual excursion of the association, which is to take place on Wednesday, the 22nd, to Niagara Falls and Buffalo, via the steamers Lakeside and Garden City, connecting at Port Dalhousie with the electric cars.

Mr. Van Loon, on behalf of the committee which had gone over to spy out the land, reported all arrangements made. A 35c. rate from the Falls to Buffalo had been secured, providing 150 of the party decided to go. Mr. Van Loon was enthusiastic in his description of the hospitality meted out to the committee by Mr. Robertson, the transport agent.

The question of music was brought up and the appropriation increased to $40, while Messrs. Kelly, Coots and Van Loon were appointed a committee to arrange for it.

Secretary Nettlefield produced some sample ribbons for badges, and quoted rates which had been offered. It was decided to have white badges for the guests and colored badges for the members of the association. The president and the secretary were authorized to attend to this matter.

A few other details as to the excursion were discussed, after which, under the head of "good of the order," the matter of price-cutting was brought up. It was stated that a number of dealers were taking advantage of the coupons attached to Force packages to cut prices. The secretary was instructed to communicate with the Force people in regard to the matter.

The meeting then adjourned.

A. A. Steward, of L. and J. A. Steward Co., Rutland, Vt., paid a visit to the Montreal office of "The Grocer" a few days ago. Mr. Steward was in Canada calling on the canners and pork packers, in the interests of his firm, who are manufacturers of machinery for canning purposes and the like.

Lees & Langley, of Colborne street, Toronto, manufacturers of Worcestershire sauce, have purchased the business recently carried on by The American Coffee Co. at Front street east, where it is their intention to concentrate the whole of their manufactures. They are carrying a full line of coffees and all goods connected with the spice trades at best values. Their address will be 109 Front street east, Toronto.

Windsor Salt.

You buy the best butter, why not the best Salt? Do you forget that it is the little things that count? A woman doesn't tell all she knows. Perhaps she has been trading at some other store just because she can't buy Windsor Salt of you. She doesn't say this to you, **but there are a good many chances that she tells her friends.**

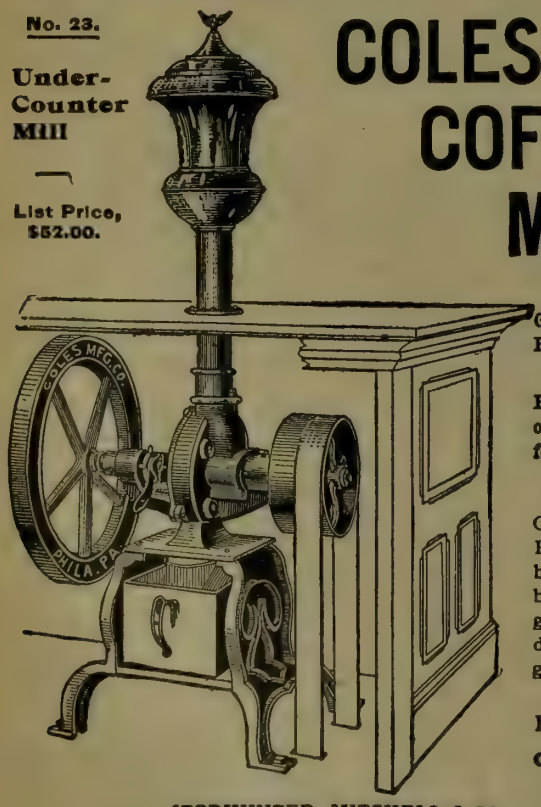
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the grocery merchants in Canada at the expense of a few cents. Our rate is 2c. per word each insertion, and ***remittance must accompany order in every case.***

THE CANADIAN GROCER
MONTREAL and TORONTO.

THE CANADIAN GROCER

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JOHN BAYNE MACLEAN,
Montreal.

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THE WESTERN FRUIT TRADE.

THE fruit division of the Agricultural Department, Ottawa, has issued a bulletin to the effect that Ontario's fruit trade with the west is in a critical condition, owing to the fact that Ontario shippers persist in neglecting to adopt the methods of packing demanded by western conditions. This confirms the paragraph in our last week's Winnipeg letter, stating that "Western fruit jobbers begin to despair of ever getting decently packed fruit from Ontario."

Numerous requests, says the bulletin, have been received for Ontario fruit of the best quality put up in neat and attractive packages of the sort western dealers prefer to handle. Fruit Inspector Philp, of Winnipeg, writes that unless Ontario now makes a determined bid for the trade, the market will be occupied almost exclusively by fruit from California, Oregon and British Columbia ; even Kansas and Missouri are becoming strong competitors in apples.

The packages wanted in the Winnipeg market, according to Mr. Philp, are ; Early apples, the bushel box ; pears, the half-box, holding 20 lb. of wrapped fruit ; peaches and plums, the crate holding four boxes, similar to those used by California shippers, and which are well known to the Canadian markets.

This question of packing is a vexed one in the Ontario fruit trade. It is most humiliating that Ontario fruit cannot be placed on the Winnipeg market in as good condition as fruit from San Francisco. The western market for fruit is already a large one, and will increase in value year by year, and yet, for want of a little care in packing, this lucrative trade is slipping through the fingers of Ontario fruit growers.

It is not enough to grow good fruit ; it must be put on the market in good condition and in the shape preferred by the consumer. Fruit in a neat attractive package is half sold.

Let the fruit shippers take a lesson from the cereal food people and make their packages attractive in appearance, as well as convenient in size.

More direct transportation should also be secured. At present, according to the bulletin of the Department, fruit is often forwarded from Toronto to Winnipeg, via Smith's Falls, or even Montreal, instead of direct by North Bay.

There is evident need for immediate and concentrated action on the part of Ontario fruit men, if they are to take their place in the western market.

STRONG PEPPER MARKET.

ALL indications point to a very strong pepper market shortly. The price now is firm with a tendency upwards, and stocks, in some quarters, are smaller than they have been for a number of years. Grinders have, of late, been demanding larger quantities, though there is little speculation, as it is felt that buying will be of a hand-to-mouth character ; prices are most likely to gradually advance.

The visible supply in New York, up to August 15, is estimated to be no more than 9,000 or 10,000 bags, with stocks of Acheen and Lampong peppers together amounting to about 2,000 bags at the outside.

On the New York market little business has been done in pepper to arrive, though the demand on spot is good. Consequently, sellers have offered July, September and October–November shipments at 12½c. per lb., which was followed by a small amount of business, sufficient, however, to cause the sellers to advance the price about ¼c.

Stocks in London are placed at about 1,200 tons of black and 900 tons of white.

MONTREAL'S EXPORT TRADE.

ALTHOUGH in two or three items the export business of the port of Montreal from the opening of navigation to the end of the fiscal year, June 30, shows some decrease, the general trade has been very satisfactory. The Montreal Board of Trade have compiled the following table of the exports this season, as compared with last :

	1902	1903
Wheat	6,111,468	5,259,350
Corn	17,150	1,647,574
Rye	240,645	350,123
Oats	562,332	239,612
Barley	65,563	140,419
Cheese	350,561	399,880
Butter	82,241	30,123
Cattle	15,956	36,303
B'x'd meat	28,090	33,706

In the above list it will be seen that while three items show decreases in the volume of export business, six show increases, some of them very large. The decreases include wheat, oats and butter, the last being over 52,000 packages short of the export number of 1902. Wheat shipments are also considerably less, so far, but it is a satisfaction to know that about three-quarters of the wheat shipped is Canadian grown.

Owing to the small amount of corn shipped last year from United States sources, the increase in the export this year is not surprising. It is the largest in the list. The increase in cheese amounts to nearly 70,000 boxes, a most satisfsctory showing, considering the high prices ruling on the English market. Cattle shipments also give cause for rejoicing, though a portion of the cattle shipped this year from Montreal came from the United States. Much of the boxed meats in the above list is also of American origin, but Canadian shipments have been good.

DISCRIMINATION AGAINST CANADIAN GOODS.

TRADE with South Africa has received considerable attention from Canadian exporters during the past few years, and the action of the Federal Government in subsidizing a steamship service from Canada to Cape Town and Durban is in line with a progressive policy only too necessary to develop a trade that was becoming practically monopolized by our friends to the south.

When the Government entered into the subsidy agreement with the Furness-Withy line of steamships plying between Montreal and South Africa it was naturally assumed that the movement was started with the view of encouraging Canadian manufacturers and shippers. It was to be reckoned with that American shippers would in all likelihood take advantageof the line as well, owing to their ability to secure low inland rates to Montreal, and some of the most prominent western firms have not been slow to take advantage of the opportunity afforded them ; but it is somewhat startling to learn that a discrimination in favor of American shippers is manifested by the subsidized steamship company.

Our attention was called the other day to what seems to us to be an unjust partiality shown an American concern recently as against one of the largest Canadian packers in Montreal in the loading of freight for South African ports. The last steamer leaving was the Wyandotte, and it seems that The Laing Packing Co. of Montreal, who are amongst the most progressive exporters of Canadian dressed meats, had arranged for storage space on the vessel. Orders were given to The Lilley-Cameron Cartage Co. to commence loading June 29 and 30, and deliveries were made on the days named. It appears that, owing to July 1 being a holiday, the balance of the shipments were not offered until July 2, when, on arriving at the dock, the captain of the Wyandotte refused to permit the Canadian goods to be taken on board, and after keeping the Canadian goods waiting for over two hours, sent them back to the packing-house, but took on 10 carloads of American beef, which were standing in refrigerator cars in the dock.

The cartage company's protest was of no avail, and the result was that about 50 cases of Canadian meat were left behind, while the 10 carloads of American meat secured storage room.

It seems to us a matter for Federal investigation, and should it be shown that Canadian shippers are being discriminated against the parties at fault should be brought to task. Canadian manufacturers and shippers should at least have equal opportunities with competitors, to say nothing of a legitimate preference, on their own subsidized lines, but when it comes to a case like this, where Canadian goods were kept in the sun for over two hours, and then absolutely refused, while American shipments were being loaded out of refrigerator cars, it seems to us time to enter a protest in the name of our Canadian manufacturers and shippers. It will be the object of THE GROCER to fully investigate cases of discrimination against Canadian exporters, and should they be proven, to follow the matter up until a remedy is applied.

CANADIAN FLOUR IN TRINIDAD.

A SHORT time ago complaint was heard from Trinidad that shipments of Canadian flour had not been keeping well. THE GROCER wrote to Gordon, Grant & Co., of Port-of-Spain, enquiring the cause, and their reply was published in our Export Number. The fault was largely, it seems, that of the shippers, who were not sufficiently particular in sending their goods to a climate so trying as that of Trinidad, and occasionally sent consignments which were known not to possess good keeping qualities.

It is gratifying to notice in the last Commercial Review published by Gordon, Grant & Co. that a recent consignment of Canadian flour per S.S. Ocamo turned out of reliable quality and found ready sale.

Evidently, with sufficient care, our breadstuffs can be placed on the tropical markets in good condition. It behooves our exporters to build up a sound reputation by attending to those little details which make all the difference between success and failure.

THE DEMAND FOR CANADIAN FRUIT.

FROM the report of a Californian fruit exporter it appears that there is a great future for Canadian fruit on the English market, as well as for other products. He states that his own firm are already experiencing difficulty in controlling the market there, as they once did, owing to the fact that with the increasing sentiment in favor of the colonies, the British people are giving the preference to Canada and the other colonies. Grapes, peaches and other fruits from Canada, certainly hold their own in point of flavor with those from any other countries, and though it will likely take some time to convince the people of Great Britain generally that such fruits are grown successfully in this country, yet when the awakening comes, there will be room in Canada for many more orchards, vineyards and fruit farms.

TRAVELLERS' VACATION.

THE movement for securing a uniform date for the Ontario Grocery Travellers' vacation seems to have found an obstacle in the fact that the Toronto and western houses have not been able to agree on the same two weeks. The Toronto people have agreed on the two weeks ending August 15, while the western people on a week later.

It would be regrettable if this matter should not be adjusted. It is in the interests of all that the vacation period should be uniform throughout the province, and the travelling men turned loose in a body.

It is not yet too late, and it is to be hoped that the houses concerned may arrive at some agreement, which, without prejudicing the legitimate interests of any, may result in the settling of a common date.

He who would avoid being overtaken by failure should keep up with the details of his business.

COMMERCIAL INTEGRITY.

THE experience of manufacturers, regarding the conduct of dealers in handling their goods, varies considerably. The many advantages and great convenience of the dealer to the manufacturer, is indisputable. He serves as a medium for distribution, at once complete and effective, and therefore of great value; beside which he saves to the manufacturer the multiplicity of detail, risk and expense which naturally arises upon the more minute distribution. The dealer, owing to the great number of lines handled by him, is in a position to undertake these responsibilities at a commission comparably small to the cost it would mean to the individual manufacturer, were he to undertake such.

Further, the dealer who retains the good-will and confidence of his retail clients is clearly in a position to introduce more readily and effectually the many new and varied kinds of products which it is continually necessary to bring forward, if the reputation of the manufacturer is to be maintained.

This latter point without doubt is one of the dealer's strongholds. The retail merchant regards his jobber, not merely as a medium of supply, but as a channel, by means of which, he is enabled to keep continually in touch with the constantly varying markets, and from whom he can obtain those courtesies of information and advice which often will make all the difference between profitable and unprofitable business.

Without question, confidence is the great establishing factor in building up a clientage; the dealer who can command the confidence of his patrons secures for himself an asset which will survive the keenest of competition. But to obtain this, he must be moved by a principle far in advance of, and which will surmount, the often delusive considerations of dollars and cents—notwithstanding the important part they play in the race for success.

There are, however, men who are too short-sighted to see beyond the range of present advantage, who greedily seize any opportunity to make a few additional dollars, and who will stoop to make mean use of this confidence to suit their ends, even though it be at the expense of that principle which is a positive necessity to healthy business existence.

That this class of man is to be met with in all positions of trade and commerce is unfortunately true, but nevertheless their presence should stimulate every honest trader to denounce and expose their methods.

Our experience of such men is that they are short-lived, seldom succeeding in holding trade for any length of time, notwithstanding their ability to deceive. Still it is difficult to estimate the extent of damage thus done to healthy trade.

Quite lately our attention has been called to an example of what was, to say the least, a palpably mean and discreditable way of opposing a manufacturer and which it seems difficult to credit, were it not that the information came from indisputable authority.

The said manufacturer making, as he does, a line of goods of undoubted quality, to maintain which necessitates a deal of extra expense and labor, has had his wrappings and packages copied, in almost every particular, by a rival firm who are making goods to imitate, but decidedly inferior in quality to those supplied by the first manufacturer, and at, of course, a much lower price than it is possible to produce the better class goods.

It is in the very nature of things that competition will always be active to avail itself of any noticeable success in any given line, and is, in all probability, an incentive rather than a hindrance to trade, but competition, to be beneficial, must be on equably correct lines, and the first principle should be that all goods should stand on their intrinsic merit alone and not dependent upon subterfuge for an entrance into market.

Now, this imitation by no means disconcerted the manufacturer referred to, believing as he did, and having every reason to believe, that, taken on their absolute worth, his product would come out on top, and that the dealers would not be deceived by the similarity of their "get up."

This in many instances proved correct. But where the real injustice of the situation comes in, as has been pointed out on other occasions, is between dealer and retailer. And it is upon this feature that comment becomes necessary.

The retailer mails his order to his jobber, mentioning, amongst other things, a line of So-and-So's goods, and the jobber, alive to the extra profit on the deal and knowing his man, sends off a line of another make, got up to look like the better article, trusting to his ingenuity to meet complaint should one arise. The retailer, however, probably in immediate need of the goods in question, places them in store for sale and the error is not detected until it is too late for correction, and possibly injury has been done to his trade.

Now, as regards the manufacturer there is little to say. It is clear that as regards his goods he is quite at liberty to make what quality he desires and whatever style he thinks fit, but for his own reputation's sake, and the permanent success of his venture, it would have been better to place his goods on the market in an independent way and on their own merits, to say nothing of the injustice done to the goods imitated.

But the dealer stands in a different light and no excuse can be raised to justify anything on his part bearing the semblance of deception. Standing as he does as a middleman between manufacturer and trader, it is of the very first importance that he give fair and equal consideration to every product coming to his hand, and warrant, in every way, his position as trusted agent of the manufacturer. No language can be found adequate to condone conduct of the character before mentioned.

And equally so is it the duty of the jobber to see that any variation or imitation, such as we mention, is pointed out to his retail friends, that in their turn they may be readily on guard to protect their customers.

In these days of easy and quick communication, there can be no excuse for introducing such unequal and deceptive methods of competition. The traveller, telephone and telegraph place jobber and merchant in such ready touch with one another, that the "out of stock," and "just as good" excuses cannot for a moment hold water, and the retail merchant will do well to think twice before placing further confidence in firms resorting to such manœuvres.

As between wholesaler and retailer the greatest confidence should exist in the interests of both parties, and for the maintainance of that commercial morality without which healthy business life cannot be maintained.

BOSTON CHICAGO WASHINGTON PITTSBURGH DETROIT CLEVELAND TOLEDO BUFFALO PHILADELPHIA ST. LOUIS ETC. ETC.

TORONTO MONTREAL ST. JOHNS HALIFAX WINNIPEG VANCOUVER NEW YORK

. . . LINK BY LINK the "SALADA" business chain of Branches and Agencies has been welded together until it is now possible to obtain this celebrated Brand of Ceylon Teas throughout the length and breadth of Canada and the United States.

How well this is appreciated by a "Quality"-discerning public is evidenced by the enormous sale created.

BLACK OR NATURAL GREEN } In Sealed Lead Packets Only. Retailing at 60c., 50c., 40c., 30c., 25c. per pound

Write to-day for a Sample Case. We will guarantee its Sale.

"SALADA," Toronto and Montreal.

WHOLESALERS ARE NOW OFFERING FOR FORWARD DELIVERY

New Pack "Horse Shoe" Salmon.

For quarter century "Horse Shoe" Brand Salmon has led the Canadian market.

All leading grocers throughout the Dominion sell it.

A good article promotes good will among your customers, brings them back for other purchases, gives them confidence in you and your stock.

Women of intelligence appreciate the ease with which they can obtain excellent results when they use

Celluloid Starch

Never Sticks Requires no Cooking.

Intelligent grocers who realize that a satisfied customer is the best advertisement supply their customers with Celluloid Starch.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, July 16, 1903.

GROCERIES.

THE general trade outlook has been fairly good since our last issue, and the volume of business done is considered satisfactory. On the street, however, whilst there has been a good amount of activity regarding futures, there is not the same degree of satisfaction. In canned goods business continues to be well maintained, and it is contemplated that by the time new packs come to hand old stocks will have almost disappeared, provided present demand continues. Coffee still maintains a fair demand and prices are ruling firm. In spices there is nothing to chronicle, the interest being of small character with prices still ruling firm. Rice and tapioca continue to call for a fair degree of attention and are well maintaining quotations. Syrups and molasses are notably weak at this season, and the present is by no means an exception. The home tea trade is not over active; there has been a fair degree of business done, but no disposition to buy largely on present market conditions. The London market reports still denote a strong position, teas showing quality being well competed for, and ruling at fully up prices, whilst the commoner grades, although showing tendency to weaken, still show considerable advance over last year's averages, and it is expected will maintain firmness in coming sales. Dried fruits are continuing to be well in demand, and stocks on spot are being materially reduced with prices ruling firm. The demand for sugar since our last has been exceedingly good and there has been some substantial business doing. On July 10 there was an advance of 10c. per 100 lb. on all domestic refined in sympathy with the advance on American markets, and we have revised our list below accordingly.

CANNED GOODS.

Trade continues satisfactory as regards canned goods, the demand being still well maintained. Stocks are much reduced and it is found difficult to keep up the supply in many lines. Prices are continuing firm at previous quotations. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	....	1 00
" sifted	1 00	1 10
" extra sifted	1 25	1 30
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 35	1 55
" 3's	2 25	2 50
Plums, green gages, 2's	1 00	1 10
" Lombard	0 85	1 00
" Damson, blue	0 85	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 25
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 50	1 65
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼'s	0 13½	0 14
" " ½'s	0 19	0 20
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03¾	0 04
" " ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	0 90	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

Prices to Hand of New Pack Futures.

SALMON.

Maple leaf salmon	1 42½	1 45
Clover leaf "	1 49½	1 62½

ORANGE MARMALADE.

1-lb. glass jars, 2 doz. in case, per doz	$0 95
2½-lb. tin pails, 2 doz. in crate, per lb	0 06½
5-lb. tin pails, 8 pails in crate "	0 06
7-lb. " 6 " " "	0 06
7-lb. wood pails, 6 " " "	0 06
30-lb. pails, per lb	0 06

PURE FRUIT JAMS.

Raspberry, Strawberry, Peach, Plum, Apricot, Red and Black Currant, Gooseberry, Fig Jams packed as follows:

1-lb. glass jars, 2 doz. in case, per doz	$0 95
2½-lb. tin pails, 2 doz. in crate, per lb	0 06½
5-lb. " 8 pails " "	0 06
7-lb. wood pails, 6 pails in crate, "	0 06
14-lb. " 6 " "	0 06
30-lb. " per lb	0 06

PURE FRUIT JELLIES.

Raspberry, Strawberry, Black and Red Currant Jellies packed as follows:

1-lb. glass jars, 2 doz in case, par doz	$0 95
2½-lb. tin pails, 2 doz. in crate, per lb	0 06½
5-lb. " 8 pails " "	0 06
7-lb. wood pails, 6 " " "	0 06
14-lb. " 6 " " "	0 06
30-lb. " per lb	0 06
2's, strawberries, heavy syrup, per doz	1 40
2's, " preserved "	1 60
Gals., " standards "	5 00
Gals., " solid pack "	8 50
2's, red raspberries, heavy syrup "	1 40
2's, " preserved "	1 60
Gals., " standards "	5 00
Gals., " solid pack "	8 50
2's, black raspberries, heavy syrup, per doz	1 35
2's, " " preserved "	1 55
Gals., " standards "	4 75
2's, red cherries, not pitted, per doz	1 80
2's, " " pitted, "	2 20
2's, English black cherries, not pitted, per doz	1 85
2's, " " " pitted "	2 25
2's, white wax cherries, not pitted, per doz	2 00
2's, " " " pitted "	2 40
Gals., cherries, standards, per doz	5 50
2's, rhubarb, preserved, "	1 10
3's, " " "	1 80
Gals., " standards "	2 50
2's, asparagus tips, per doz	2 50
2's, select table spinach, per doz	1 40
3's, " " "	1 80
2's, standard peas, No 4, per doz	0 87½
2's, sifted peas, No. 3, "	0 90
2's, extra sifted peas, No. 2, "	0 95
2's, extra fine sifted peas, No. 1, per doz	1 40

	Plain.	Tomato sauce.	Chili sauce.
1's, baked beans, 4 doz. in case	0 45	0 50	0 50
2's, " tall cans	0 72	0 78	0 78
3's, " "	0 90	1 00	1 00
3's, " flats	0 90	1 00	1 00
1's, lunch tongue	....	2 7	

COFFEES.

There has been a fairly even demand in milder grades of coffee on the home market since last issue and prices are ruling firm at previous quotations. The N. Y. market reports business as very slow with prices slightly yielding. Reports from primal markets denote crops as continuing full. We quote:

	Per lb.
Green Rios, No. 7	0 07
" " No. 6	0 07½
" " No. 5	0 08
" " No. 4	0 08½
" " No. 3	0 09½ 0 11
Mocha	0 23 0 28
Old Government Java	0 22 0 30
Santos	0 09½ 0 10½
Plantation Ceylon	0 26 0 30
Porto Rico	0 22 0 25
Guatemala	0 22 0 25
Jamaica	0 15 0 20
Maracaibo	0 13 0 18

SUGAR.

The markets have developed considerable strength since our last, and we have to record an advance of 1-16 to ⅛ in raw sugars. There have been sales of Muscovado sugars, 89 test, at 3 1-16, and later at 3⅛, also of centrifugals at last quotation of 3 9-16, and we hear of sales at 3⅝, with sellers now asking 3 11-16 and buyers disposed to accept offerings for shipment on this basis. The market is very firm with holders asking higher prices and with a good demand for refined. Refiners are ready buyers. Stock at U.S. four ports for week ending July 8 was 328,000 tons; receipts being for the week 39,834 tons, and meltings, 30,000 tons; the reduction in meltings for week being due to closing of refineries over the holidays. Cables from Cuba report stock 325,000 against 387,740 tons at same time last year, with four central factories still grinding. Combined stocks of U. S. and Europe at latest uneven dates were 2,550,061 tons, against 2,624,780 tons at same period last year, the decrease being 74,719 tons. Europe has shown increasing strength with quotations for 88 per cent., fluctuating between 7s. 10½d. and 7s. 11½d. for July shipment basis f.o.b. Hamburg. According to latest cable reports there was a reduction in the world's visible supply of 60,000 tons for the week. Total figures were 10,000 tons less than last year.

In refined we have to report greatly increased activity with heavy withdrawals under existing contracts and American refiners being several days oversold. With new business all orders are being accepted subject to delay in shipment. Quotations were advanced 10c. per 100 lb. all round, with the exception of Arbuckle's refinery, on morning of July 10, and this advance was promptly followed by a similar advance in Canadian quotations, which we show in list at foot. There is a decidedly better demand locally, consumption being good, and dealers generally showing disposition to anticipate requirements in view of strong attitude of foreign markets. We quote:

Paris lumps in 50-lb. boxes	4 88
" in 100-lb. "	4 78
" "Domino" brand, 50-lb. boxes	4 83
" " " 100 "	4 73
St. Lawrence granulated	4 23
Redpath's granulated	4 23
Acadia granulated	4 18

Maple Leaf granulated (Berlin)	4 13
Crystal granulated (Wallaceburg)	4 13
Beaver "	4 08
Imperial "	4 13
Phoenix	4 13
Cream	3 98
Bright coffee	3 98
Bright yellow	3 98
No. 3 yellow	3 88
No. 2 "	3 68
No. 1 "	3 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

Spices continue featureless on the home market, with previous quotations remaining firm. The advices from primal markets continue strong with upward tendency on pepper quotations. We quote :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

RICE AND TAPIOCA.

The demand in these goods has been well maintained since our last issue and previous quotations continue firm. Foreign reports denote surplus stocks as exceedingly light, dealers not being at all anxious to market. Many southern rice mills have nothing on hand to offer. We quote :

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Sago	0 03½	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

SYRUPS AND MOLASSES.

Trade in these goods remains inactive with nothing of interest to notice. Local stocks are light and prices continue firm at previous quotations. New York reports are of steady markets at full prices, refiners' stocks on hand being small. The tone of market in molasses is pointing to a decidedly upward tendency. We quote :

Syrups—	
Dark	
Medium	0 30 0 32
Bright	0 35 0 37
Corn syrup, bbl., per lb.	0 02½
" ½ bbls., "	0 02⅝
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 22 0 30
" open kettle	0 45 0 50
Barbados	0 38 0 40
Porto Rico	0 38 0 42
Maple syrup—	
Imperial qts	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

TEAS.

The business on home market in tea has not been in great activity since our last issue, the tendency being decidedly in favor of keeping up merely immediate requirements at present prices. The London market reports denote the demand as fairly brisk, running principally on common tea, ranging 6d. to 7d., with a decidedly upward tendency. The new season's offerings coming forward are about average for early manufacture. Good class teas are likely to be well competed for, and a strong market is expected for the better quality invoices. The outlook for the present season is so far favorable for producers. With moderate production and judicious handling there does not appear to be any real reason why stocks should unduly accumulate as they have done in the past. The present aspect is clearly a commercially healthy one. The over supply of the last few years appears now to be well worked off, and with the demand continuing to be well maintained, offerings are likely to be well competed for. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
" caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
" Assam Pekoes	0 20	0 40
" Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
" Pekoes	0 27	0 30
" Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" " half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
" Choice	0 33	0 37
" Finest	0 30	0 32
" Fine	0 27	0 30
" Good medium	0 25	0 28
" Medium	0 21	0 23
" Good common		0 20
" Common		0 19

FOREIGN DRIED FRUITS.

The home demand continues to be satisfactory, and stocks are being severely drawn upon, with the result that prices are ruling firm. The reports from primal markets denote crops in fine condition and a plentiful harvest is expected in both currants and raisins, with prospects of their reaching market in advance of last season's opening. We quote :

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 05	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 07	0 08
" selected	0 08½	0 09
" selected layers	0 09	0 10
Sultana	0 09	0 13
Californian seeded, 12-oz.	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08¼
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04	0 05	Fards	0 07½	0 08
Sairs	0 03½	0 04½			

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 07	0 07½
90-100s	0 04¾	0 05¼	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08½	0 10
70-80s	0 06½	0 07			

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets		0 04	Elemes	0 10	0 15
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 08	0 12

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12

Old stock, on track, Toronto, per bag	1 25	1 35
New American, on track, Toronto, per bbl		5 00
Ol stock, on track, Toronto, per bag	1 25	1 35
New Canadian, per bush	0 90	1 25

COUNTRY PRODUCE.

EGGS.—Eggs are easier since last writing, although we make no change in quotations. Deliveries have been very free, but the "loss off" has been exceptionally heavy. We quote :

Fresh laid eggs, per doz	0 14 0 15

HONEY.—This is the dull season for honey and no movement of consequence is mentioned. Prices remain unchanged. We quote :

Extracted clover, per lb	0 07½

LEMONS

Demand very active. We have a full stock **Messinas, Sorrentos and Maioris,** sizes 300's, 360's and 420's.

All November cuts. Juicy Lemons.

Headquarters for Peaches, Plums, Apricots, Bananas and Oranges.

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PEACHBLUFF FARM

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SPECIAL VALUES

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GET OUR QUOTATIONS.

CLEMES BROS.

37 to 41 Church St., TORONTO.

ASK FOR OUR WEEKLY PRICE LISTS.

WHITE BEANS.—There is nothing doing in beans at present. Prices are stationary. We quote :

	Per bush.		Per bush.
Mixed	1 50	Prime	1 90
Handpicked	2 00		

DRIED APPLES.—The market in dried apples is featureless and will probably remain so till Fall. We quote :

Apples, dried, per lb	0 03	0 03½

POULTRY.—A few offerings have been made this week and met with a fair demand. We quote :

Spring chickens, per lb		0 15
Old hens, per lb	0 08½	0 09

(For Butter and Cheese see Dairy Produce).

GREEN FRUITS.

This week has shown a fairly satisfactory turn over in the fruit market. Strawberries are out of the market, but raspberries have come in in reasonable quantities, but the indications point to a short season. New Canadian apples are making their appearance on the market at 40 to 60c. per basket. California apricots have eased off 25c. and peaches strengthened 15c. Oranges generally are a little easier, lemons are up and watermelons 5c. higher than last week. Black currants are a little lower. Raspberries maintain last week's figures. We quote :

Mediterranean sweet oranges	3 50	3 75
Sorrento oranges	3 25	4 00
Late Valencias		5 00
Pineapples, per crate	3 50	3 75
Bananas, per bunch for ordinary	1 25	1 75
" large bunches	1 75	2 00
Messina lemons, per box	3 50	4 00
Limes, per crate (8 doz.)		1 25
Raspberries, Canadian, per qt	0 07	0 10
Tomatoes, per crate (4 baskets)	1 00	1 15
Canadian apples, baskets	0 40	0 60
Cocoanuts, per sack	3 50	4 00
Canadian cherries, per basket	1 10	1 50
Gooseberries, "	0 40	0 90
Wax beans, per basket	0 40	0 60
Red Astrachan apples, per hamper	1 25	1 80
California apricots, per crate	1 50	1 75
" peaches, per box	1 50	1 65
" plums, "	1 50	2 50
Watermelons, each		0 40
Cantelopes (musk melons), per crate		0 40
Red currants, per basket	0 40	0 75
Black " "	0 90	1 10

VEGETABLES.

The vegetable market is receiving large supplies and meeting with brisk demand. Green peas are an important feature, ranging from 75c. to $1.50 a bag, the outside figure being for large pods. Canadian potatoes of excellent quality have begun to come in in large quantities at 80 to 90c. per bushel, a drop of 20 to 25c. since last week. Cucumbers are scarce and high. Asparagus is off the market, and parsnips are offered at 40c. per dozen. Butter beans are offered in larger quantities at easier prices. We quote :

Cabbage, per doz	0 40	0 60
Green peas, per basket	0 25	0 40
Green peas, per bag	0 75	1 50
New potatoes, American, per bbl	2 75	3 25
New potatoes, Canadian, per bush	0 80	0 90
Cucumbers, Baltimore stock, per basket		1 25
" hot house, per basket	0 90	1 00
" Canadian, per doz	0 75	1 25
Egyptian onions, per 100-lb. sacks	2 50	2 75
Lettuce, per doz bunches		0 20
Cabbage lettuce, per doz. bunches		0 20
Butter beans, per peck	0 30	0 35
Fresh onions, per doz. bunches	0 15	0 25
Rhubarb " "		0 20
Radishes, per doz. bunches		0 20
Mushrooms, per lb.		0 75
Mint, per doz bunches	0 10	0 15
Parsley, " "	0 15	0 20
Spinach, per bush		0 25
New beets, per doz	0 15	0 20
Cauliflowers, per doz	0 75	1 25
Carrots, per doz	0 10	0 15
Parsnips, per doz		0 40

FISH.

This is the off season for fish, but slack supplies are met by slack demand, and prices remain steady. We quote :

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CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

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Whitefish, fresh, per lb	....	0 09
Trout, fresh, per lb	0 08	0 09
Herrings, fresh, per lb	0 06	0 08
British-Columbian salmon, per lb	0 20	0 25
Halibut, per lb	0 12	0 15
Perch, per lb	....	0 05
Mackerel, each	....	0 25
Eastern salmon, per lb	....	0 18

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Manitoba wheat has advanced 4c. per bushel since last week in sympathy with American quotations and lessening available supplies. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	....	0 92
" " Northern " "	....	0 91
Red, per bushel, on track Toronto	0 78	0 79
White " " "	0 78	0 79
Barley " " "	0 45	0 46
Oats " " "	0 34½	0 35
Peas " " "	....	0 68
Buckwheat " " "	....	0 41
Rye, per bushel, " " "	....	0 54

FLOUR.—There has been no change in flour quotations since last writing in spite of the rise of Manitoba wheat. Threshing has commenced in some parts of Ontario, and the prospect of early arrivals is promising. We quote :

Ontario patents, per bbl	3 50	3 75
Hungarian patents "	4 20	4 30
Manitoba bakers' "	3 90	4 00
Straight roller, "	3 40	3 50

BREAKFAST FOODS.—Dealers report brisk business for this time of the year. Prospects are bright and higher prices are anticipated before Fall. We quote .

Oatmeal, standard and granulated, carlots, on track, per bbl	....	4 25
Rolled oats, standard, carlots, per bbl., in bags	....	3 75
" " " " in wood	....	3 90
" " " " for broken lots	4 00	4 15
Rolled wheat, per 100-lb. bbl	....	2 25
Cornmeal	....	4 00
Split peas	....	4 75
Pot barley in bags	....	4 00
" in wood	....	4 15
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

POTATOES.—Ontario stocks are coming in in large quantities and good quality, practically displacing Americans. Old stock are just about out. We quote :

Potatoes, new Canadian, per bush	0 80	0 90

HIDES, SKINS AND WOOL.

Hides are steady ; there is a fair demand and stocks are being reduced. Calfskins are weak in sympathy with the recent decline in foreign markets. Wool is steady, but not much is changing hands, buyers and sellers being apart in their views. We quote :

HIDES.

No. 1 green, per lb	....	0 08
" 2 " "	....	0 07
" 1 " steers, per lb	....	0 08½
" 2 " " "	....	0 07½
Cured, per lb	....	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	....	0 09
" " " 2 " " "	....	0 07
" " " 1 15 to 20 lb "	....	0 08
" " " 2 " "	....	0 06
Deacons (dairies), each	0 60	0 70
Lambskins, each	....	0 35
Pelts, each	....	0 30

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 15	0 16
" " extra "	0 19	0 20
Tallow, per lb	0 05	0 05½

NEW BRUNSWICK MARKETS.

Office of " The Canadian Grocer,"

St. John, N.B., July 14, 1903.

BUSINESS continues active in nearly all lines. Orders are largely, as is usual at this season, for smaller quantities than move either in Spring or Fall. It is a sorting-up business. The weather keeps cool ; we read with surprise of the extreme heat at other points ; in fact, but a few miles inland from our city, but with us it has been even rather cool. There was a meeting of the Wholesale Grocers' Guild during the past week, which was the annual meeting, with representatives from Halifax and other points. The visitors were given a dinner by the local members. In markets there have been few changes. In cream of tartar some sales are reported at somewhat reduced prices.

OIL.—In burning oil the rather lower prices reported still rule. The difference in price between American and Canadian is now very slight. Some sales for Fall are being made. At the lower prices ruling for turpentine there is quite free buying. Linseed is unchanged. In lubricating oil things are rather quiet. Little cod oil has been received ; it is yet early. Rather higher prices are expected. Quotations are :

American Water White	0 20	0 20½
Best Canadian	0 19½	0 20
Prime	0 18	0 19½
Linseed oil, raw	....	0 65
" boiled	....	0 68
Turpentine	0 80	0 81
Cod Oil	0 29	0 31

SALT.—Three quite large cargoes of Liverpool salt have been received. The market is quite largely supplied. Prices continue quite firm. In Canadian, receipts have been far behind demand. Quotations are :

Liverpool coarse, per lb	0 55	0 60
English factory-filled, per lb	0 95	1 00
Canadian, per bag	....	1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl	....	3 10
" " 10-lb " "	....	2 85
" " 20-lb. wood boxes, each	....	0 25
" " 10 " " "	....	0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.—This is a line of very much interest. While the association have declared their terms, the trade here have not, at this time of writing, taken action. There are many packers outside. It is difficult to see how the present method can be worked to success. In spot market, corn is quite plentiful ; peas are scarce and still high ; the near approach of new prevents the advance being as high as otherwise would be the case. Tomatoes are still very high. Fruits command a fair business. Salmon is dull. Meats sell freely at even prices. Oysters are again slightly higher. Quotations are :

Tomatoes, 2's	$1 25	1 40
" 3's	1 50	1 60
Corn	0 90	1 00
Peas	1 05	1 20
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3's	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" spring	1 25	1 35
" Rivers Inlet, red sockeye	1 35	1 40
" Fraser River "	....	1 50
Domestic sardines, oils, ¼	3 00	3 25
" mustards, ¼	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.—Business is very active. Bananas were never as plentiful or as cheap. Oranges are firmer, and but fair in quality. Lemons range rather higher, they have a free sale. Strawberries are quite plentiful, but the sale is active and receipts have not been as large as were expected, so that prices are rather higher. Melons, this week, were

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A palace Cocoa. For generations the richest Cocoa made. Tobler's Cocoa, a password among chefs. A Cocoa for fine trade. Society's Cocoa. Get it from your wholesaler.

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76 Colborne Street, TORONTO.

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WHOLESALE FRUIT and PRODUCE COMMISSION MERCHANT.

BANANAS, ORANGES, LEMONS, MALAGA GRAPES, NUTS, ETC.

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CHEAPER AMMONIA

During the summer months our Household Ammonia will be 50c. per gross less in price.

Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.

JOHN C. HARVEY,

Manufacturing Chemist, Todmorden, Ont.

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

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Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

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MONTREAL.

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scarce; this is a small market. Pines still sell freely. A few poor new apples and pears have been seen. The quality of California peaches is now quite good. Apricots and plums are quite plentiful. Some rhubarb is still seen. We quote:

Mediterranean oranges	4 00	4 50
Valencias, "	7 00	7 50
Messina lemons "	4 00	4 50
California apricots	1 00	1 25
" plums	1 50	1 75
" peaches	1 50	1 75
Melons	0 50	0 60
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Strawberries	0 09	0 10
Rhubarb	0 01½	0 02
Cucumbers, per doz	..	0 80
Pineapples	3 50	4 00

DRIED FRUIT.—There is little interest. Some few orders for Valencia raisins, currants and Malaga seeded raisins have been given. Peels have largely been ordered. Prices have somewhat declined and orders will be about as last year. New California prunes, apricots and peaches have been quoted, but trade is little interested. New dates are being bought. In spot goods, movement is very light. Nuts have quite a free sale. New Chili walnuts are here. In peanuts, higher prices rule. We quote:

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	....	0 06

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers "	0 08	0 08½

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " " ½s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 08½	0 09
" " seeded, in 1-lb. packages	0 10	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10½	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

	Per lb.			Per lb.	
30-40s	....	0 08½	70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06	0 06½
50-60s	0 07½	0 08	90-100s	0 05½	0 06
60-70s	0 07	0 07	Egyptian onions	0 02½	0 02½

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

ONIONS.

Bermuda onions, per crate	....	2 50
Egyptian onions, per lb	....	0 02½

SUGAR.—The lower prices of last week continue. This is caused by the quite large receipts of imported sugar. For this reason domestic granulated in bags shows a lower price as compared with other lines. We quote:

Paris lumps, in 50-lb. boxes	....	5 00
Redpath's granulated	....	4 20
St. Lawrence "	....	4 20
Acadia "	4 10	4 20
" " in bags	....	3 95
Bright yellow	....	3 80
No. 2 "	....	3 50

MOLASSES.—There is quite a little molasses afloat for here, both Porto Rico and Barbados. Some will be shipped west. Practically all coming here is contracted by one concern, being consigned to their representative here. We quote:

Barbadoes	0 36	0 38
Porto Rico	0 40	0 44
New Orleans	0 30	0 35

FISH.—Salmon are still being freely received, though the catch is not more than an average one. Prices have been well maintained, and are likely to be firmer. Some few very nice shad are being offered. Pickled shad are very high. Halibut keep quite low. In dry fish there is little change; business is rather quiet. Smoked herring are still scarce and high, but there is little sale. Pickled herring also have a light demand, but new goods bring quite full figures. We quote:

Haddies, per lb	0 05	0 06
Smoked herring, per l	0 11	0 12½
Fresh haddock and cod	0 02	0 02
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	1 75	2 00
Pickled herring, per ½-bbl	1 90	2 00
Dry cod	3 65	3 75
Pickled shad, ½-bbl	5 00	6 00
Halibut	0 08	0 10
Fresh salmon	0 12	0 13
" shad	....	0 25

FLOUR, FEED AND MEAL.—In flour there is little change. Quite an advance was reported a little while ago in Manitoba, but it seemed to be only a report. In Ontario flours quite full figures rule. Oats and oatmeal show quite a range in price, but tend firm. Cornmeal is rather higher. Beans seem easier. Barley and peas are rather scarce. We quote:

Manitoba flour	$4 70	4 85
Best Ontario	4 20	4 35
Medium "	3 95	4 00
Oatmeal	4 20	4 35
Cornmeal	2 80	2 85
Middlings, in small lots	24 00	26 00
Oats	0 40	0 44
Hand-picked beans	2 00	2 10
Prime "	1 86	1 90
Yellow eye "	2 80	3 00
Split peas	5 25	5 50
Barley	4 25	4 40
Hay	9 00	11 00
American timothy	2 00	2 50
Canadian "	2 70	3 15
Red clover	0 11½	0 15
Mammoth clover	0 15	0 15
Alsike "	0 13	0 15

NOTES.

The many friends of Mr. Saunders, representative for Armour & Co., are greatly pleased to see him in town this week very much improved in health.

Theo. H. Estabrooks, packer of "Red Rose" tea, has gone to Toronto for a short visit to overlook his western business, which shows a large and rapid growth.

The following officers were elected at the annual meeting of the Maritime Wholesale Grocers' Guild:—President, C. H. Peters, of Baird & Peters; 1st vice-president, H. G. Bauld, of Halifax; 2nd vice-president, S. A. Corbett, of this city; secretary, W. H. Aitken, of Charlottetown. The visiting members were entertained by the St. John men at dinner at the Union Club, and left for home by the late train, highly pleased with the meeting and the harmony that prevailed. The next meeting will probably be held in Halifax.

While the name of Sir Thomas Lipton is now on every tongue, it may be of interest to state that the first Lipton store in New Brunswick was opened last week in St. John. It is in the McLauchlin building on Germain street.

W. A. Simonds, formerly of the C.P.R. passenger department, has been appointed to the position of agent in New Brunswick for all Lipton's goods. J. N. Creed & Co., of Montreal, are the Canadian agents, and are now forming a stock company which will extend the business to all parts of the country.

NOVA SCOTIA MARKETS.

Halifax, July 13, 1903.

THE wholesale grocery houses have maintained a fairly steady volume of business during the last week, quite up to the average amount booked during the usual period of mid-summer dulness. Conditions generally have a healthy aspect, and collections, though not up to the mark, have been much better than was anticipated. A month ago some dealers were so pessimistic,—and indeed there was some excuse for it—that they were free to think that Nova Scotia was on the eve of the hardest time she had ever experienced. Since then crop conditions have materially altered for the better, more money has come into circulation from various directions, and the prospects for the balance of the year are much brighter.

* * *

The consumer, however, is bound to experience high prices. If the farmer's crops are light, he will be able to command higher prices, expecially in such products as are not easily imported from abroad. Just now, the strawberry crop is being marketed, and it is found to be extremely light. In former years the amount nightly brought in from the Annapolis Valley would amount to three to four hundred crates, of two dozen quart boxes each. This year, the quantity is less than two hundred; on Thursday last there being only 152, and on Friday 150. The quantity coming in by the morning train has also decreased proportionally. The result is that strawberries are retailing at fifteen, eighteen and twenty cents a box, according to the quantity on the market.

* * *

The hay market is also affected by crop conditions. Considerable quantities of last year's crop have been held by growers and traders, and these are not anxious to sell at any price. As high as fourteen dollars has been bid for carload lots, and not accepted. Sixteen dollars is being quoted in some quarters for No. 1. One dealer last week expressed the opinion that should the Quebec hay crop be even comparatively small, or should it find as good a market elsewhere as it did this season, the Maritime Provinces will see $20 hay before the Spring of 1904. The present prospects are that the Maritime Provinces will have no hay for export from this season's crop.

* * *

Butter is now in fairly good supply and prices have eased off one cent all round. Cheese is coming in in small lots, but, that put on the market is not up to the usual standard. Eggs are scarce, and not of the most reliable quality; there has been an advance of 1 to 2c. on good stock. Beef is not over abundant, and some western stock has to be imported. Lamb is quite plentiful. Fowls and chicken are scarce. Potato stocks are about sold out, and the consumers are looking anxiously for new potatoes. By July 1 green peas have usually been selling freely in the market, but this season has been so backward that few have come in. St. John reported green peas on the market on June 29. Sydney market prices last week were reported slightly higher for farm produce than Halifax.

* * *

There was a meeting of the Maritime Grocers' Guild in St. John last Thursday, when some of the Halifax and Dartmouth grocers attended. What business was done has not been reported.

* * *

Another cargo of molasses arrived last week from Fajardo, Porto Rico, consisting of 624 puncheons, 51 tierces, and 31 barrels, imported by Geo. P. Mitchell & Sons, Ltd.

R.C.H.

MANITOBA MARKETS.

Winnipeg, July 13, 1903.

INTEREST still continues to centre in the canned goods situation. The statement from The Consolidated Canning Co. has been received, but, so far, the contracts are not to hand. Until the actual contracts have been received, and gone into, jobbers will not express an opinion on the scheme, though judging from casual remarks, it is not looked upon with favor.

The jobbing trade is good in all lines, in fact, is keeping up surprisingly, as the flatness usually experienced in the early part of July is not yet making itself felt.

The all absorbing subject of conversation now is the crops, that is, of course, politics excepted, and the news coming in is encouraging. Roughly speaking, the crop will, as a whole, show about the same as last year. This may seem strange when the acreage is larger, but the fact is that the dry weather did rather more damage to wheat on old land than was at first estimated. On summer fallow and new breaking or deeply cultivated land the crop is luxuriant, but on stubble plowing it is thin and short in a good many sections. The shortness is not regarded as any special disadvantage, so long as the heads fill well, and the past two weeks have been ideal filling weather; warm bright days, cool breezes and occasional warm showers are filling the heads. The only crop that is really likely to be unsatisfactory is that of oats, of which the west had such a bumper crop last year. From now until the harvest is well over, there will be scares from time to time as to damage either from rain, heat, or frost.

In groceries, the only change recorded for the week is the advance of 10c per cwt. on all grades of sugar. This will make extra standard granulated $4.80, the Wallaceburg sugar $4.70 and bright yellows $4.20. There seems no reason for the advance beyond the fact that sugar generally goes up in preserving time.

GREEN FRUITS.—This is one of our most active markets at the present time. Small fruits are beginning to arrive; black currants, gooseberries and raspberries are offered this week. Blueberries are looked for shortly. California box apples are offered and show good quality. Apricots are nearly over and have ranged about 25c per case higher than the lowest point of previous years. Plums and peaches are in good supply. Prices run about as follows: Peaches $2; plums $2.50; apricots $2; cherries $2; raspberries $3.50 for the 24 pint crate; gooseberries $2.50 for the 24 quart crate. Lemons have advanced 50c per case owing to increased demand and heavy shrinkage; oranges 126 to 250, $5 per case; watermelons $6 per dozen; bananas $3 per bunch.

VEGETABLES.—The supply of home-grown is now very good; cabbage, cauliflower, beans, peas, new potatoes, celery, beets, turnips, carrots, are all offered and the cauliflower is of good size, firm, fine and white as snow. Cucumbers are down to $1 per dozen.

DAIRYING.—The butter question continues to be somewhat a difficult one Creameries are slow to accept export prices, and there is no demand in the west. Some speculative buying has been done by large dealers in the past week, and prices are varied. It is pretty certain that for export to Montreal, dealers cannot pay over 16c at factories, and indeed some purchases have been made under that figure. There is the old tendency to hold, on the part of the creamery men, and this is sure to bring disaster later in the season, for few, if any, creameries have suitable storage for long keeping. With dairy butter, the quality continues to be very varied and prices that really represent the market are difficult to quote for this reason. Quite fancy prices have been paid for small lots here and there, while on the other hand as low as 10c has been paid for others. Fair sized lots of good fresh dairy are worth 12 to 13c. Smaller lots of farm separator butter, in bricks, bring about 15 to 17c at Winnipeg, and between these prices there are many shades and grades.

CHEESE.—Wholesale grocery houses continue to pay fancy prices for small lots of cheese while regular produce dealers refuse to go over 9½c to 9¾c. The present promises to be a good season for cheese, as pasturage is good and the cows have not been unduly troubled by heat or flies. The local demand is larger than usual, owing to the increased population, many of the Old Country people, and the Germans from the United States, looking upon cheese as a staple food rather than a luxury, as do the Canadians.

EGGS.—The receipts are very light, but it is confidently expected they will be heavy during the coming week, as country merchants will begin to ship in for the exhibition. As high as 15c has been paid or rather offered during the week, with but little result. The consumption of eggs in the country has been much larger than formerly, and there is really not as great a supply as usual for sale, and to this is added the usual tendency to hold back for three weeks before the exhibition.

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BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 10, 1903.

BUSINESS conditions generally have not been much disturbed by the very startling and original methods taken by the lumber manufacturers and the contractors, who are organized in the Builders' Exchange, a body closely allied with The Lumber Manufacturers' Association. The city is very much interested in the action taken by the mills of refusing to supply lumber to the local trade. The reason they give is that the factory and planing mill hands who are out on strike are getting work on buildings as carpenters, and the carpenters' unions are upholding the strikers with money earned by working on lumber supplied by the mills.

The Builders' Exchange followed this up by taking action also. They called off all construction, begining with yesterday morning, and the reason they give is, that they cannot obtain lumber to go on with. The cessation of all building operations will affect the retail trade very seriously, as this has been one of the brightest seasons in building in the history of the city, with a consequent benefit to all lines of trade. If the men are all laid off, the unfortunate grocers and provision dealers, as in the case of a strike, will have to bear the burden of carrying the out-of-works. This experience has been the lot of the grocers and provision men of this city often enough, but this year has been bringing it on rather thicker than usual. The recently settled strike of the U.B.R.E. was the first. It would look as if the tie-up would be general for some time, in which case a good season's trade will be spoiled.

* * *

The season of heavy importations of fresh fruit from California brings with it the very frequent condemnation of large consignments. The laws of the province are very stringent as to the entry of fruit or trees into the province, if infected with any of the fruit pests known elsewhere, and which it is the effort of The Board of Horticulture to keep out of British Columbia. The codlin moth, and the San Jose scale are two of the most troublesome pests to be dealt with. The provincial fruit inspector meets all boats bringing in consignments of fruit, and careful examination of the contents of a number of packages is made. If there is any trace of infection, the examination is extended to a larger number of boxes, and the lot is passed, or condemned, according to its condition. Condemned fruit has to be taken out of the country again, not being cleared customs, or else it is sent to the crematory and burned.

This week, Fruit Inspector Cunningham condemned several lots of apples, pears and peaches. The apples were affected with the San Jose scale, and, like the peaches and pears, the moths were present also. It is the custom to demand the prepayment of guarantee of freight charges on the fruit imported from California, so that the shipper not only loses the stock, but the freight has to be paid as well.

The local wholesale men do not complain of the operation of the regulations, despite the fact that it frequently works inconvenience for them to have a lot of fruit they are depending on sent to the crematory. They recognize that the inspection is necessary to protect the fruit industry of this province, which is growing rapidly, and if inspection is to mean anything, the fruit deserving of condemnation must be dealt with strictly.

* * *

Fruits are liberally supplied on this market now. The Californian shipments have continued heavy until this week. Local arrivals on the market have tended to reduce demand for California goods. Local cherries are competing freely now with the handsome Queen Ann and black Tartarian cherries of the Golden State. There is no question, of course, that in quality and appearance there is no cherry equal to that grown in California. It is a perfect picture to see a crate of the big beauties opened. The undesirable feature of local grown cherries is that the moist climate seems to make them too liable to crack and thus spoil the appearance.

Local strawberries are, of course, the only thing in that fruit on the market now. The crop of strawberries this year has been enormous, and appears to be just in the middle of the season now. One grower is reported as having over 300 crates containing two dozen pound boxes from a three-quarter acre plot in North Vancouver. His average price was fully $1.50 per crate, and his cost of boxes, crates and picking 60c per crate, thus netting him a handsome return for his "patch."

Raspberries, always a liberal crop here.

are now coming in very freely. Prices of raspberries have been quoted as low as $1 per crate this week.

In California fruits, Bartlett pears are beginning to come forward. Peaches are still of the clingstone varieties. Indeed, it is asserted that the freestone crop in California is not likely to be up to usual size. The tendency of the nut to crack, thus cracking and disfiguring the fruit, has been one of the drawbacks with the growing crops this year, it is stated. In past years this tendency of cracking has been noted in stocks received here. It may be from the apparent emulation existing among peach-growers in California to produce peaches of the extraordinary size. The gigantic Crawfords which are frequently seen are surely a special product.

Oranges coming forward are fairly good quality yet, the favorite being the late Valencias, a few Mediterranean Sweets being quoted. Navels are practically out of the market. Prices are about $3 to $3.50 per crate. Lemons are now jobbing at $4.50, the recent flurry having passed over.

California potatoes have almost ceased coming for this season. There are still some stocks of old "spuds" on the local market and the new crop is coming in fairly well now. By another week there will be plenty of new potatoes offering from local growers. Prices from California have been higher of late too.

In the produce market the supplies coming from Manitoba and the Northwest have been liberal recently. Butter, both dairy and creamery, is in good quantity now, and cheese is well stocked, both Manitoba and Ontario having forwarded shipments. Dealers here report a firmer tendency in prices quoted for Manitoba creamery and dairy butter, especially the former. They lay it to the competition in Manitoba and the Territories for the stocks. Buyers are contracting with creameries for their entire season's output in advance, a fact which has had a tendency to make the price go up. There have been instances, earlier in the season, of creamery butter in Manitoba selling at 16c factory, but the average price is now fully 18 to 18½c factory. Several carloads and partial cars of butter have come forward during the week from Manitoba and the Northwest. A part car of cheese was also received, the quality of which was very good, being well matured and uniform in color, flavor and texture.

Eggs are coming from Ontario mostly, three cars having been received in the past week. A small lot from the Northwest was also received. The stocks are ready for shipment north, and for coast, camp and fishing trade.

Prices quoted this week by jobbers to the trade range about as follows:

BUTTER.—Creamery, Manitoba and Northwest Territory 21 and 22c, selected dairy, 17 and 18c.

CHEESE.—14 and 14¼c, with tendency to easier prices.

EGGS.—Selected Ontario stock jobbing at 21c per doz.

* * *

The R. A. Rogers Co., Ltd., of Winnipeg, wholesale produce and commission merchants have opened a warehouse in Vancouver, with Mr. G. W. Weeks, well-known to the local trade, as manager.

GEO. S. B. PERRY.

QUEBEC MARKETS.

Montreal, July 16, 1903.

GROCERIES.

TEAS.

THE situation since last week is practically unchanged. Low-grade Chinas are, if anything, just a shade easier. Medium and good teas are firmer, if at all noticeable. Ceylon and Indian greens are very strong. In China blacks London reports show a distinctly stronger position. New Japans appear to be higher on the moment but easier prices are looked for shortly. First and second grade Japans have been very high since the opening of the market, and on third grades, cable quotations are still very firm and no weakening apparent at present. Gunpowders are quoted from 22 to 25c. Third Young Hyson, 17c. This shows about 20 per cent. higher than same period last season. Very little demand here for China blacks. We quote:

Good to medium Japans	0 17	0 19
Fine to choice Japans	0 22	0 28
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 22	0 25
Common "	0 14	0 15
Ceylon blacks	0 11½	0 20
Indian "	0 11½	0 20

SUGAR.

An advance of 10c. this week is the only feature to report, the market showing nothing of an exciting nature. Demand continues fairly good, though no very large lines are being moved. Granulated, in bags, $4.10; barrels, $4.15, and half barrels, $4.30. We quote:

Granulated, bags and bbls	$4 10
" ½-bbls	4 30
Paris lump, boxes and bbls	4 70
" " ½-boxes and ½-bbls	4 80
Extra ground, bbls	4 55
" " 50-lb. boxes	4 75
" " 25-lb. boxes	4 85
Powdered, bbls	4 35
" 50-lb. boxes	4 55
Domino lumps, boxes and bbls	4 60
" " ½-boxes and ½-bbls	4 70
Phoenix	4 10
Cream	3 90
Bright coffee	3 90
" yellow	3 90
No. 3 yellow	3 80
No. 2 "	3 60
No. 1 " bags and bbls	3 45 3 50
Raw Trinidad	3 10
Trinidad crystals	3 20 3 25

The raw sugar market is quoted in New York as steady, with centrifugal 96 test at 3½ to 3 9-16, Muscovado 89 test at 3c. and molasses sugar 89 test at 3c to 3⅛c. London quotation for beet sugar stands at 7s. 9d. for July.

COFFEE.

In coffee there is nothing of any striking character to report, market being unaffected by the slight fluctuations in New York markets. We quote:

Good cucutas	0 09½	0 09¾
Choice "	0 11	0 12
Jamaica coffee	0 07½	0 10½

SPICES.

Market has been fairly active with good demand for pepper; prices advanced and tending higher. Cassias and cloves also show strong characteristics, largely due no doubt to small stocks in New York and Europe. We quote:

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 15	0 18
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 18	0 20
" " Afghan	0 12	0 13
" ground Japan		0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " Afghan	0 13	0 14

SYRUPS AND MOLASSES.

Market steady for old and the new arrivals of Barbados, the latter quoted at 37c to 38c for good round lots, and 38½ to 40c for smaller quantities. The consignees of the new lot of Barbados reported last week are not offering too freely. The quality is very fine and giving excellent satisfaction. Jobbing prices range as under. We quote:

Barbados, in puncheons	0 38	0 39
" in barrels	0 40	0 40½
" in half-barrels	0 41½	0 42½
New Orleans	0 16½	0 17½
Antigua		0 24
Porto Rico		0 38
Corn syrups, bbls		0 02¾
" ½-bbls		0 02¾
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90

RICE AND TAPIOCA.

If anything, prices in rice are a little easier in some grades, though market has a firmer tone. Our quotations from jobbers rule as follows. Imported Patnas are reported 10c easier. We quote:

B rice, in bags	3 30
" ½-bags	3 20
" ¼-bags	2 25
" pockets	3 30

In 10-lb bag lots an allowance of 10c. is made.

CC rice, in bags	3 20
" ½-bags	3 10
" ¼-bags	3 15
" pockets	3 20
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½

In the open territory prices are about 10c. less.

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25

Tapioca, medium pearl	0 02¾	0 03
" seed pearl	0 03	0 03½
" flake	0 04¾	0 05
Imported Italian		0 09

CANNED GOODS.

Salmon, as noted in our last week's report, is holding some attention and fairly heavy orders have been placed with packers at the opening advances over last season's quotations. Fraser River brands quoted $4.65, Skeena River brands at $4.50, Rivers Inlet and Lowe brands at $4.25, and Spring salmon at $4, f.o.b. coast. Spot offerings of canned peas are given at $1.15 to $1.20. Some sales reported in tomatoes at $1.40 in quantities. We quote:

Tomatoes		1 50
Corn	0 80	0 82½ 0 85
Peas	0 95	1 20
String beans	0 80	0 85
Strawberries		1 30
Succotash		0 85
Blueberries		1 00
Raspberries		1 40
Gooseberries		1 45
Pears, 2s	1 60	1 70
" 3s	2 10	2 15
Peaches, 2s	1 65	1 70
" 3s	2 50	2 75
3-lb. apples	0 85	0 90
Gallon apples		1 75
2-lb sliced pineapples	2 20	2 30
Grated pineapples		2 50
Singapore whole pineapples	2 15	2 20
Pumpkins, per doz		0 90
Spinach		1 50
Sugar beets	0 95	1 00
Salmon, pink	0 90	0 95
" spring		1 25
" Rivers Inlet red sockeye		1 30
" Fraser River red sockeye	1 40	1 50
Lobsters, talls		3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 75	1 85
Canadian Sardines, ¼s	3 40	3 60

FOREIGN DRIED FRUITS.

No import contracts of any importance are reported this week. Spot sales are on firm basis. Figs—prices on new are not settled yet; some speculative quotations are out, but so far buyers are not operating largely on them. Sultanas—Smyrna cable received yesterday quotes prices somewhat lower than last year, probably 2s. Currant crop is reported as being a good one and prices should be

reasonably low. The action of the Greek Government toward the syndicate is watched carefully, and the report in London Times last week that the consuls of the English, Italian and German Governments had waited on the Government protesting against the contemplated movement in favor of the syndicate, clearly shows the seriousness of the state of affairs. Instructions had been given by their respective Governments to the consuls to withdraw from the International Chamber of Commerce should the Greek Government give in to the contemplated monopoly. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	0 04
" " cleaned	0 05½
" " in 1-lb. cartons	0 06
Finest Vostizzas "	0 06½ 0 07
Amalias "	0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 09 0 12

VALENCIA RAISINS.

Finest off-stalk, per lb.	0 06½
Selected, per lb.	0 07
Layers "	0 07½

FIGS.

Comadres, per tapnet	1 00
Elemes, per box	0 75 0 85

DATES.

Dates, Hallowees, per lb.	0 04½ 0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 10½
Peaches "	0 09½
Pears "	0 12

MALAGA RAISINS.

London Layers	1 75 1 90
"Connoisseur Clusters"	2 00 2 10
"Royal Buckingham Clusters," ½-boxes	1 15
"Excelsior Windsor Clusters"	4 50 4 60
" " ⅛s	1 30 1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07½ 0 08½
" " seeded, in 1-lb. packages	0 09
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s.		0 09
40-50s.		0 08½
50-60s.		0 07½
60-70s.		0 07½
70-80s.		0 07½
80-90s.		0 06½
90-100s.		0 06½
Oregon Prunes (Italian style) 40-50s		0 07½
" " " 50-60s	0 07	0 07½
Oregon prunes (French style), 60-70s		0 06½
" " " 90-100s	0 04½	0 04½
" " " 100-120s	9 64	0 04½

GREEN FRUITS.

Nothing of importance to chronicle, with exception of demand for raspberries, cherries and small fruit ; market is quiet. The week has been a satisfactory one in green fruit. Canadian strawberries are now out of season. The first arrivals of new raspberries came to hand this week and sold at 7 to 9c. We quote :

California navel oranges	5 00
" fancy " 112 and 126's	3 50
" " " 150 to 216's	3 85
Valencia oranges, 714's	5 50
" " 420's	5 25
" " 420's, Jumbo	6 50
Sorrento " 300's, compartment cases	3 50
" " 300's, ordinary boxes	3 00
" " 200's, large boxes	3 25
" " 160's, "	3 50
" " 180's, ¾ boxes	2 00
" " 216's, ¾ "	2 15
" " 100's, ½ "	1 85
Messina " plain, 100's	1 80
" " ovals, 80's	2 25
Maiori seedless lemons, 300's, extra fancy	3 75
Messina lemons 300's, fancy	3 00
" " 360's, fancy	2 75
" " 300's, choice	2 75
" " 360's, choice	2 25
New Californian lemons	
Cocoanuts, per bag of 100	3 25
Bananas, per bunch	1 30 1 65
Canadian apples, in bbls.	4 00 5 00
Pineapples per case	3 00 3 50
Canadian cherries, per basket	0 70 1 00
" raspberries	0 07 0 09

NUTS.

Prospects for coming season in Bordeaux are good though too early to judge crop results.

Walnuts, per lb.	0 12½ 0 13
Tarragona almonds, per lb.	0 12 0 13
Shelled walnuts, "	0 25 0 26
Shelled almonds, "	0 25
Filberts, per lb.	0 09½
Pecans, "	0 16½
Brazil nuts, per lb.	0 14
Peanuts, roasted, according to the brand, per lb.	0 07½ 0 11

VEGETABLES.

New potatoes have declined a trifle more this week and are quoted at $3.35 to $3.40 per bbl. We quote :

New cabbage, in crates	3 25
Sweet potatoes, per bbl.	5 50
" per basket, about 50 lb.	2 00
Spanish onions, per crate	0 40
" " per case	1 25
Yellow and red onions, per bbl.	1 25
Cucumbers, per basket	4 25
Asparagus, per doz. bunch	5 00
Boston lettuce, per doz.	0 90
Tomatoes, 6 baskets to the crate	3 25
Spinach, per bbl.	2 75
New potatoes, per bbl.	3 25 3 40
Radishes, per doz	0 40 0 60

FISH.

With exception of higher prices in dore, white fish and trout, usual at this season, market is unchanged. We quote :

Haddies	0 07
Smoked herring, per box	0 15
Fresh haddock and cod, per lb.	0 04½
Dore, per lb.	0 08
Pike, "	0 06
Halibut, per lb.	0 12
Gaspe, per lb.	0 13
Salmon trout, per lb	0 08
Brook trout, per lb.	0 17
White fish, per lb	0 08
No. 1 Herring, Nova-Scotian, per bbl.	5 00 5 50
" half bbl.	2 80 3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, " "	6 50
" per keg	0 95
Holland herring, per keg	0 70 0 80
No. 1 green codfish, per bbl.	5 00
No. 1 large green codfish, per bbl.	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
Loose boneless cod, per lb. in 40-lb. boxes	0 05
Dried codfish, per 100-lb. bundles	4 50
Alaska salmon, per bbl.	14 00
Standard bulk oysters, per gal.	1 40
Marshall's kippered herring, per doz.	1 45
Canadian kippered, per doz.	0 90
Canadian ¼ sardines, per 100	3 50 3 75
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size per doz	2 25

COUNTRY PRODUCE.

EGGS.—During the past week the deliveries have been coming forward freely ; the result is that there is decidedly easier feeling in the market. Whereas last week we were paying 13½c f.o.b. country points, this week they have reduced the buying price to 12½c. We understand that the receipts are commencing to accumulate and it looks as though we were going to have lower prices. We quote :

Selected	0 16 0 16½
Straight gathered	0 15 0 15½
No. 2 stock	0 13 0 14

POTATOES.—Old potatoes are in slack demand, and the bulk of the offerings are inferior. We quote :

Choice stock, per bag	1 25
Inferior to ordinary, per bag	0 80 0 90

BEANS.—There is a change in these. We quote :

Primes, in small lots	1 70 1 80
Primes, in carlots	1 60 1 65

HONEY.—Dull, but steady. We quote :

White clover, in comb	0 12 0 13
" strained, in 60 to 70-lb. tins	0 08½ 0 09
Buckwheat comb per lb.	0 08 0 09
" strained "	0 07 0 07½

HOPS.—Unchanged as last quoted :

Choice No. 1	0 21 0 22
Fair to good	0 17 0 19
Yearlings	0 10 0 12

MAPLE PRODUCTS.—Quiet and nominal. We ugote :

New syrup, in wood, per lb.	0 05½ 0 06
New syrup, in large tins	0 70 0 75
New syrup, in small tins	0 55 0 60
New sugar, per lb.	0 08 0 10

ASHES.—Firm and higher. We quote :

First pots	5 20 5 25
Seconds	5 00
Pearls, per 100 lb.	6 25

HIDES.—This market continues quiet, but irregular, the opposition buyers still upsetting the standard. We quote :

No. 1 beef hides	0 08 0 09
No. 2 "	0 07 0 08
No. 3 "	0 06 0 07
No. 1 buff sheepskins	0 75 0 77
Lambskins	0 25 0 30
No. 1 calfskins	0 11
No. 2 "	0 09

RAW FURS.

Trade continues very quiet this week. A variety of prices are quoted for good furs. An advance of $1 in large Labrador and choice Eastern, Territory Rocky Mountains beaver, and $2 advance for large, strictly prime, being noted. Otter shows strong advance, large North-Eastern being quoted at $20, and small at $12, an advance of $10 and $5 over last week's quotations. We quote :

BEAVER—Labrador and choice Eastern	Large $6.00	Medi'm $5.00	Small $2.75	Kitts $1-1.50			Fall Beave $2.00 to $2.50 per pound.	Spring Beav $3.00 to $3.25 per pound.
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to	$8.00
" Brown "	12.00	7.00	5.00				1.00 to	5.00
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05				
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	3.00	1.75	.50			
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.75		
" Silver—Eastern and far Northern	75.00	50.00	25.00	15.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	9.00	4.50		
	Large	Medi'm	Small	2	3			
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25		
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25		
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large	25-28c.	.10 to.13	8 to 10	2 to 5				
" Territory and Western	20c.	5 to .10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00		$1.00 to	$2.00
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50		.25 to	.50
	Large	Small	2	3	4			
RACOON—	75-1.25	.60-75	.33-50	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	75-1.25	.75	.40-.50	.05-.15				
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		

CASTOREUM—$5.00 to $6.00 per pound.

FLOUR AND GRAIN.

FLOUR.—Business continues active and prices firm at the recent rise. We quote :

Choice Manitoba spring patents	4 20	4 40
Seconds	4 00	4 10
Strong bakers	3 50	3 60
Straight rollers	3 40	3 45
Winter wheat patents	3 85	4 00

GRAIN.—There is only a fair demand for grain, both on local and export account. We quote :

Rye	0 58	0 58½
Peas	0 72	0 73
Corn		0 60
Buckwheat		0 48½
Barley		0 52
Oats	0 38½	0 39

FEED.—Demand for feed has been less active ; prices unchanged. We quote :

Manitoba bran, in bags		19 00
" shorts		21 00
Ontario bran, in bulk		18 00
" shorts		20 00
Mouillie, as to quality	24 00	30 00

NOTES.

The Canada Sugar Refining Co. have removed their offices from 39 St. Francois Xavier street to their elegantly and commodiously fitted quarters in the new building of the North British & Mercantile Co., corner St. Francois Xavier and Hospital streets.

The new price list of The Canadian Canners' Association is in the hands of the jobbers, all lines being quoted except corn and tomatoes. Prices generally are about on basis of last year's opening, with exception of strawberries and raspberries, which are about 10 per cent. lower.

A tour of the tea brokers last week shows trade quiet, though the tone of the market is firm. Great difficulty seems to be experienced in getting hold of green Indian and Ceylons on the moment. Exporters say there will be ample supplies later, and they are willing to take orders for future shipments. It is found almost impossible to get anything for prompt shipment. The high prices ruling in Japans, and the inability to locate green Ceylons for prompt use has opened a way for the old stocked teas that have been hanging on brokers' hands. In Chinas, advices from Foochow report market opening 3c higher than last year.

BEANS IN KENT COUNTY.

BEANS form one of the principal money crops—one might almost say the main money crop—of Kent county, says The London Free Press. The Bureau of Industries' Report shows that in 1900 there were produced in Ontario $817,000 worth of beans, and that $557,000 worth of these were grown in Kent. In one year (1895) the bean crop of the county was valued at $830,000.

Last year was an off-year for Kent's characteristic crop. The wet weather which came just at harvest time largely reduced the yield, and very seriously damaged the quality. In some cases the crop after cutting was turned a score of times in the field to prevent rotting. The cool, wet weather which has prevailed during a considerable part of the time since planting this year has been none too favorable for the growing plants. As Wm. Simpson of C. Farm, near Ridgetown, said, the bean requires conditions, particularly as to warmth, under which it will start in three or four days after planting, and then shoot right ahead. Conditions this season have not been at all ideal, but still the crop is making fair progress, save that here and there complaints are made of attack by insect enemy, an enemy that some believe was brought in with seed from New York State.

The area sown this season is believed to be greater than in any previous year. The lake front farms, near Rondeau, appear best suited to this crop, and on some places down there, Mr. Simpson says, it seems as if three-quarters of the land is in beans. These, however, are rare cases. On the farm of Cecil O. T. Hall, between the village of Morpeth and the lake front, 24 acres out of 60 are in this crop. On the farm of Walter Springstein, right on the lake, 27 acres out of 100 are in beans, and on a neighboring farm 50 acres out of 200 are devoted to the same purpose. Taking the whole of his section as an average, Mr. Springstein says a fourth of the land is in beans.

VISIT OF A SUGAR OPERATOR.

Mr. A. G. Brand, Glasgow, Scotland, is spending a few days in Canada after a lapse of ten years absence. He is a sugar operator, and has been out to Canada once or twice before. He was largely instrumental in bringing about the amalgamation of the three companies now known as The Acadia Sugar Co., Halifax. He is a director of that company, and was a director of the old Halifax Sugar Co. He is looked upon as a connecting link between the old and the new company.

KINGSTON PENETENTIARY SUPPLIES.

The following contracts for supplies to Kingston Penitentiary have been awarded :—Flour, M. McLaughlin & Co., Toronto ; fresh meat, Thos. McConville, Kingston ; coal, James Swift & Co. and G. Plunkett ; sole leather, Beardmore & Co., Toronto ; leather and findings, H. Lamontagne ; coal oil, R. J. Carson ; hardware, Lewis Bros. & Co.; dry goods sundries, Hodgson, Sumner & Co.; dry goods staples, The Hamilton Co.; groceries, sundries, J. Gilbert ; groceries, staples, J. Crawford ; drugs, J. B. McLeod.

A CORNER THAT FAILED.

Intelligence from San Francisco has been received to the effect that after losing $45,000 in cornering the lima bean markets and securing 600,000 lb., to find nobody wanted the beans, Lyden & Co., have assigned. The liabilities will amount to $300,000, and assets estimated $25,000.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The Eby, Blain Co. have just passed into stock a shipment of Geo. K. McMechin's well-known "Old Virginia" brand of prepared mustard, horse-radish and mustard, salad dressing and catsup, all fast selling, seasonable lines.

Bakers and confectioners will do well to get samples and quotations of cleaned Sultana raisins offered by The Eby, Blain Co., Ltd.

H. P. Eckardt & Co. report a good business doing in lime juice.

Bellhouse, Dillon & Co. report a further advance in crystal cream tartar of 1c. per lb. This brings the cost laid down to 26-27c. per lb., according to purity.

Attention is called to the ad. of E. D. Marceau in this week's "Grocer," some splendid values being quoted. Mr. Marceau reports the demand for Madame Huot's Coffee as on the rapid increase.

The Montreal office of "Salada" Ceylon tea claims to have received during the past week a larger number of mail orders for repeat supplies of their natural Ceylon greens than in any previous week of their business.

"Snider's Salad Dressing," report Rose & Laflamme, "is meeting with splendid acceptation by the trade, considering we have but lately introduced it to this market."

"Batger's Nonpareil Jellies, one of the oldest and most popular solidified table jellies introduced into Canada, is being freely called for again, and it can only be ascribed to the excellent quality of the goods," say Rose & Laflamme, the Canadian agents.

New skinless codfish in 100-lb. cases, is in store with The Eby, Blain Co., Ltd.

The Eby, Blain Co., Ltd., have a snap on domestic kippered herrings.

The Eby, Blain Co., Ltd. are making a leader on lime juice.

H. P. Eckardt & Co. report a good business doing in electric self-polishing cloths and powder.

Buyers of pickling vinegar should try "Heinz." It is something extra in quality.

INQUIRIES AND ANSWERS.

A Quebec grocer wishes to communicate with a maker of fine labels for expensive wines, etc.

WEIGHT OF A BUSHEL OF POTATOES.

A correspondent writes asking the standard weight of a bushel of potatoes.

By Act 42, Vic. (1879), Chap. 16 (amended by Chap. 30, Acts of 1898), the standard weight of the bushel of potatoes is fixed at 60 lb.

MANUFACTURERS' ASSOCIATION AND MUNICIPAL REFORM.

THE members of the Toronto branch of the Canadian Manufacturers' Association manifested the growing interest being taken in municipal reform last Monday evening when at the dinner in the National Club, following the annual meeting, they listened to addresses on this subject by Mr. Goldwin Smith and Mr. C. R. Woodruff, a young Philadelphia lawyer, who has become distinguished in his own country in connection with civic and political reform movements.

The addresses received the most earnest attention, and good fruit therefrom is anticipated. There were present, among others, in addition to the retiring president, Mr. W. P. Gundy, and the guests of the evening, J. P. Murray, chairman-elect.; Ald. Curry, J. O. Thorn, P. W. Ellis, W. K. George, W. K. McNaught, George Booth, W. J. Gage, C. N. Candee, J. D. Allan, Robert Crean, J. W. Woods, Miles Vokes, Andrew Gunn, W. H. Shaw, T. A. Russell, E. A. Wills, A. W. Thomas, J. S. McKinnon, Trayton Blaber and S. M. Wickett.

Mr. Goldwin Smith, who spoke first, was heartily cheered. In thanking the association for the honor shown him, Mr. Smith expressed an abiding trust in the future of Toronto. The residential attractions of the city were, he declared, unsurpassed, and all that was required was a thoroughly good government. The trouble to-day was that people were endeavoring to govern a city on a system fitted to a village. The vast populations of to-day required expert and scientific administration, for which the elective system was inadequate. A permanent and responsible administration was necessary, and the building of Toronto's city hall was instanced as showing the waste and irresponsibility of the present system. Washington, D.C., was an example of a well-governed city. He suggested the division of the civic government into legislative and administrative branches, the latter to be in the hands of expert, thoroughly competent and responsible people, who should be out of reach of all sinister influences.

Mr. Woodruff was also enthusiastically received. He endorsed the position taken by Mr. Goldwin Smith. The fundamental principle of good civic government was the separation of politics and administration. A great change, the speaker declared, had come over the public attitude towards municipal government in the last ten years. Hopeless criticism had given way to constructive statesmanship. There had been a ten-fold increase in the number of reform bodies, whose persistency was strikingly characteristic. The business men were taking up the movement and had done notable work in New York and San Francisco. The outlook for municipal reform was bright and full of encouragement. The forces making for righteousness and improvement were being strengthened from day to day, and, in time, must overcome.

A vote of thanks was tendered the speakers on motion of Mr. W. K. McNaught and Mr. J. P. Murray.

At the business meeting, held in the Board of Trade during the afternoon, the Executive Committee reported a membership of 331, a gain of 59 for the year.

The officers elected were as follows :

Toronto branch—Chairman, J. P. Murray ; vice-chairman, W. B. Tindall. Committee—C. N. Candee, R. J. Copeland, Geo. W. Watts, Robt. Crean, D. T. McIntosh, F. A. Ritchie, J. T. Sheridan, J. W. Cowan, John Dick, P. W. Ellis, A. S. Rogers, J. S. King, J. H. Housser, J. S. McKinnon, E. J. Small ; ex-officio, W. K. George, W. P. Gundy, J. O. Thorn.

Nominations for Dominion Executive Council—J. O. Thorn, W. P. Gundy, J. P. Murray, R. J. Christie, F. Nicholls, C. N. Candee, J. K. Osborne, William Stone, A. W. Thomas, A. F. Rutter, A. S. Rogers, Thomas Roden, J. S. King, P. H. Burton, E. C. Boeckh, S. M. Wickett, W. B. Tindall, George H. Hees, J. W. Cowan, R. A. Donald.

THE CURRANT CROP.

THE proposed currant monopoly, promising as it does phenomenally high prices, is causing great excitement among the growers in Greece. Discussion of the details of the convention in Parliament is regarded as an attempt to burke the project. But in spite of the pressure brought to bear upon it, the Parliament has not accepted the convention in its original form. Nearly every member, it is said, has had some amendment to make, and the Government has had perforce to withdraw the proposed measure and negotiate again with the syndicate along the lines suggested by the members. Whether or not the syndicate can be induced to accept the new terms is unknown, but in some quarters it is believed that the last has been heard of the monopoly project. The excitement among the growers has resulted in turbulent outbreaks, and troops are being sent to the disaffected quarters.

In any event, it is now too late to affect the present crop, and the Government has been compelled to again provide for the surplus production of currants. A bill has been voted by the Chamber providing for the purchase by the Currant Bank of any currants which may be presented at a price equal to about 11s. 6d. f.o.b. in quarter cases. Any currants which the bank thus purchases will be turned over to distillers for industrial purposes.

This measure will undoubtedly be agreed to, it is said, and it is important for all interested to know that we shall enter the season of 1903 with the lowest possible price for Provincial of about 11s. 6d. f.o.b.

The growing crop is progressing favorably in all respects and promises abundance. The first shipments will, as usual, commence during the second half of August.

CHAT

ONTARIO.

Batty & Co., Limited, London, England, write THE CANADIAN GROCER that they have appointed W. G. Patrick & Co. as their agents in Toronto, and Carter & McCandless to represent them in Victoria, B.C.

S. M. Kenney, of The McLachlan Gasoline Engine Co., Ltd., Toronto, and W. Galbraith, wholesale grocer, Belleville, have interchanged their business connections, certainly an unusual and interesting circumstance.

It is rumored that another grocery store will shortly be opened in Forest.

J. C. Nation, of Morpeth, has sold his stock of dry goods and groceries to Jeffries & Smith, of Ridgetown, and will retire from business.

QUEBEC.

The canned goods warehouse of Joseph Lamoureux, 119 St. Timothe street, Montreal, suffered from fire last week. The top flat of the building was badly damaged by fire, and the lower flats were damaged by water. The loss is estimated at $2,000.

The Ubero Coffee Co., of Boston, intends, it is said, to erect a factory in Montreal next year.

MANUFACTURERS OF GROCERY LINES.

A London, Liverpool and Leicester firm of good standing wishes to get in touch with manufacturers of grocery lines who are looking for good export connection for Great Britain and India. Apply in care of "Editor" THE CANADIAN GROCER.

AGENCIES WANTED.

WANTED — Agencies for Newfoundland and Prince Edward Island, lines suitable for general and grocery trade, three to four trips per year. Address, Box 28, CANADIAN GROCER. (29-3)

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received by the Canadian Section of the Imperial Institute, London, S. W.:

1. A North of England house possessing a large connection in box shooks and excelsior asks to be placed in touch with Canadian manufacturers of same who can fill orders.
2. A manufacturing firm wishes to hear from Canadian manufacturers of extension dining tables.
3. A company dealing in teas and coffees asks to be placed in correspondence with Canadian wholesale importers.
4. A Bristol firm desires addresses of Canadian shippers of seeds, peas, etc.

The names of the firms making the inquiries can be obtained from the editor of "The Canadian Grocer."

STRATFORD WHOLESALE GROCERY CO., LIMITED.

George Ballantyne, grocery traveller; Arthur Henry King and John Corrie, gentlemen; John Charles Monteith, broker; William Jeffery, merchant, and Henry Wilkinson, manufacturer, and Daniel A. Dempsey, of the township of Ellice, county of Perth, cheese manufacturer, have been incorporated as The Stratford Wholesale Grocery Co., Limited, mentioned in last week's "Grocer." The share capital of the company is $100,000, divided into 1,000 shares of $100 each. The head office is Stratford, and the provisional directors, George Ballantyne, A. H. King, John C. Monteith, John Corrie and D. A. Dempsey, hereinbefore mentioned.

THE ROBERT GREIG CO. INCORPORATED

Letters patent under the great seal of the Province of Ontario have been issued granting a charter, creating and constituting William Cooke, retired banker; Robert Greig, manufacturer; Ella Moir Greig, wife of the said Robert Greig; William Henry B. Aikins, doctor of medicine, and Samuel Tovel Bastedo, Deputy Commissioner of Fisheries, all of the city of Toronto, etc., a corporation for the purpose and object of dealing in grocers', druggists' and confectioners' supplies, and all goods of like nature; and for the said purposes (a) to purchase and acquire as a going concern, the business hitherto carried on by the said Ella Moir Greig, trading under the name, style and firm of Robert Greig & Co., Limited, as a merchant, buyer, seller, manufacturer and importer of druggists', grocers' and confectioners' supplies. The share capital of the company to be $65,000, divided into 1,300 shares of $50 each. The head office of the company to be at the said city of Toronto, and the provisional directors to be Wm. Cooke, Robert Greig, Ella Moir Greig, Wm. H. B. Aikins and Samuel T. Bastedo, hereinbefore mentioned.

Veal Loaf, Ham Loaf, Beef Loaf

Clark's Summer Luncheons

HANDSOMELY PACKED. POPULAR LINES.

Chicken Loaf, Turkey Loaf, Assorted Loafs

TRY — DELICIOUS ACID FRUITS — TRY
FOR SUMMER USE — CORONA FRUIT MEAT — SPRING USE
FOR PIES PUDDINGS ETC
TRY — TRY

Delicious, Healthful
The **Ideal** Fruit
—FOR—
SPRING and SUMMER USE
Once Tried, Always Used
ASK FOR IT.

CANADA'S IDEAL WORCESTERSHIRE SAUCE
L & L

A pure, wholesome, appetising
Canadian product of High Quality
Of special interest to the Canadian Grocer.
—It gives complete satisfaction.
—It shows a good profit.
—Your jobber supplies it.

GOLDEN SEAL
Trade Mark

LEES & LANGLEY, 53 COLBORNE ST., - - TORONTO. PHONE MAIN 1975.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

FANCY CALIFORNIA, NAVEL, VALENCIA, SEVILLE. **ORANGES**

Car **FANCY MESSINA LEMONS** just in, free of frost. Finest Brands of Oysters and Finnan Haddies, all at lowest possible prices. Send us your orders.

HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

THE BELLEVILLE BUSINESS COLLEGE, LIMITED
BELLEVILLE, ONTARIO.
Send for handsome Catalogue describing fully all courses taught.
J. Frith Jeffers, M.A., Principal.

Window and Interior Displays

Timely Hints and Suggestions.

ALTHOUGH in a grocery, unlike in a dry goods store, there is not a very great necessity for the expenditure of much money in the window trimming, a merchant should not conclude that all expense is unnecessary. There are various seasons of the year when a special display is advisable, such as Christmas, Thanksgiving, Easter, and possibly, Victoria Day and July 1st. The first three occasions should be celebrated in every store, and, as the public are always watchful at those seasons for extra display, no window that is worthy of notice will be passed.

For these trims money should be expended, as a mere arrangement of the goods, no matter how careful or how striking, will not be conspicuous enough to stop the pedestrians on the sidewalk. Special backgrounds or fixtures will have to be made use of, and, although a very good display can be made with very little money and an inventive mind, the money is a part of it that cannot be overlooked.

However, it is not only for such annual events as these that some little expense is a good investment. Merchants can ordinarily use their window space satisfactorily by using only the goods themselves as adjuncts to the display. But, at various times through the year, whether taking advantage of any historical or local event or not, an extra trim should be indulged in, and something out of the ordinary done to show that there is still a living and interested influence in the store; otherwise the passers-by will think that the merchant is perfectly satisfied with his business, and considers any extra effort to attract trade as a useless expense of money or labor.

Such an impression is one of the most disastrous to a business, and no matter how large a trade may have been done, its influence will soon be felt. If people see a store has no interest in them, they soon cease to interest themselves in the store. Constant and substantial effort must be employed in the best business to retain its position, and in the poorest, to obtain a position; and it is just as necessary to the former as the latter.

It is through his window that the merchant who realizes this necessity impresses the public with the idea that he is after its trade, and to get it is willing to exert himself. Not only does the window reach his customers, but, more than that, all who pass. A regular customer can be retained by personal attention, by well-kept stock, by good business methods, in addition to the influence of the window; but it is only in the latter way, combined with advertising, that those who do not enter the store, can be reached, and, more effectually in some ways than advertising, it attracts attention.

Mr. A. may have dealt for years with the store across the way, but a carefully arranged window may draw to his attention an article, which is either a specialty of the store displaying it, or, which has never before received his consideration. If he decides he requires, or wants it, the chances are that he will buy it where he saw it displayed, rather than across the street, and a beginning has then been made in the obtaining of his trade. He may buy only that article at the time, but he will never forget that Blank supplied his wants at one time, and the chances are exceedingly good that Blank will do so again.

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize - - -	$10
Second Prize - -	$7
Third Prize - - -	$5

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the $10, $7 or $5 prize, it may be awarded a $2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of $2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

To such men as these a special display is the only thing that serves, and if a half dozen like him can be induced to buy once, surely the money expended on the extra effort has been well spent. A couple of dollars put in a window may return fifty to the till, even directly, and when the indirect moral benefit is considered, the returns are far greater. Even where direct returns are not noticeable, the indirect, if they could be computed, would show a large profit to the merchant.

Corner Windows.

A corner window is one of the most valuable assets a merchant can have, and there are few who do not appreciate its importance. He is fully alive to the fact that it opens great opportunities for window display and has the immense advantage of catching the eye of a passer-by long before he has reached the store. In this way the man outside is not compelled to stop and look at the display, but can see it as he walks along, and without turning his head.

Such a window well arranged is sure to attract people who would not bother to look at or would carelessly pass a straight front, and yet there is not one merchant in many who understands the knack of turning all its opportunities to advantage.

In a vague way he knows that the side elevation is important, but in some way he cannot get rid of the idea that the front elevation of the same window requires a more elaborate trim. Such is not the case. It is the side window that first attracts the eye, and it is that part of the window that gives a corner window its value. Accordingly it stands to reason that it should receive the most attention.

The best plan to adopt is to place the central figure a little to the side and far enough back to be seen from the side, without being interrupted by the corner. Then the part seen from the side should be the most carefully arranged, with the front aspect more as a good support than as the display that is intended to count. The observer will stop on his way up and naturally look at the side next him; when he reaches the front, the window across the entrance should be elaborate enough to give value to the front view, so that no matter from what position he looks at the window, he sees an effective display.

The Popular Goods for Progressive People,

suited to all classes of buildings—not to be equalled for practical merit and enduring reliability.

Our Metallic Ceilings and Walls

give the acme of perfection at moderate cost. They please the most æsthetic as well as practical tastes.

Artistically beautiful, almost indestructible, sanitary, easily applied, and almost countless designs to select among.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Their cost is so trifling

and their convenience so great that the wonder is that merchants do without **RUBBER STAMPS.**

Tell us what you would like and we'll tell you the cost.

C. G. Young Co., 1 Adelaide E., Toronto

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition	$5.00
A.B.C. Code, 5th Edition	7.00
A1 Code	7.50
Robinson's Code	1.50
Armsby's Code, 1901 Edition	2.50
Economy Code	3.00
Scattergood's Fruit Code	5.00
United States Code	3.00
Arnold's Tobacco Code	2.50
Baker's Potato Code	2.50
Broker's Code	1.00
Citrus Code	2.00
Index Code	2.00
Universal Sugar Code	1.00
National Coffee Code	1.00
Riverside Code 1890 and 1901	3.00

All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, $1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, $1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

AN ADDITION TO OUR STAFF.

Mr. W. H. Seyler has joined the staff of "The Canadian Grocer." His headquarters will be Montreal. Mr. Seyler is well and favorably known to the grocery trade of Canada. He was with The Eby, Blain Co., Limited, for about ten years, and travelled extensively through Quebec and the Maritime Provinces for one of the largest grocery specialty houses in Canada. During the last couple of years he has been with E. W. Gillett & Co., Limited, as sales and advertising manager. His connection with the wholesale grocery trade dates back to 1878, and he has had experience in the United States as well as in Canada, although he is a Canadian by birth. As an advertising specialist Mr. Seyler has been prominently associated with the leading Canadian trade newspapers, and his advertisements are noted for their striking effectiveness. In fact, his designs and ideas have been preserved as models by some of the leading journals devoted to advertising. A recent article of his on "The Art of Advertising," was published in The Daily Star. It attracted a great deal of attention, and was afterwards with others published in pamphlet form.

Mr. Seyler will always be ready to place himself at the disposal of advertisers, and he will be found ready at any time to make suggestions that will assist advertisers here in Montreal in the preparation of copy.

BUSINESS IN ST. MARY'S.

Mr. F. W. Hutton, grocer, St. Mary's, Ont., was in Toronto for a few days last week. In conversation with "The Canadian Grocer," he said: "Things are going along nicely. The town is not exactly booming, but there is a lot of house building going on and every house in the town is rented. Business is good, as a consequence. Several new stores are also being erected. We are putting up one ourselves, and J. M. Adams, grocer, and A. Beattie & Co., dry goods and groceries, are also erecting new stores.

PERSONAL MENTION.

Mr. John Cameron, who has for many years been so well known to the trade in Canada on account of his connection with the advertising staff of "The Canadian Grocer," left a few days ago for a holiday trip to Great Britain. He is accompanied by Mrs. Cameron. No doubt the good wishes of the trade will accompany him. It is to be hoped that he will return to Canada much benefitted by his trip and fortified for many more years of hard and successful work.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

BUTCHER — Immediately — young man to slaughter and make himself generally useful; temperate. Box 104 CANADIAN GROCER. f

CLERK WANTED — General store. Single man preferred. Apply stating salary, experience. Box 42 CANADIAN GROCER. (29-2)

SITUATIONS WANTED.

WANTED—By August 10, position in wholesale, by young man 23. Five years experience in general store. Well recommended. State salary. Box 43 CANADIAN GROCER. 29-1

FOR SALE.

FOR SALE—Thriving business; bakery, grocery and restaurant. Proprietors health failed, Apply at once, Box 36 CANADIAN GROCER, Toronto. (25-10)

FOR SALE — Choice corner brick store and dwelling, centre of Toronto, occupied by grocer for number of years and doing a large business; possession arranged. Golden opportunity for someone. J. T. Reeve, 160 Bay street, Toronto. (28-2)

GROCERY BUSINESS—Stock about $1,400; fixtures $500; turnover about $15,000. Do not reply unless you mean business and have cash. Box 101 CANADIAN GROCER. f

COFFEE ESSENCE

SOLE PURCHASING AGENT WANTED—For a very fine Coffee and Chicory highly recommended by "The Lancet," "The Grocer" and other papers. Highest awards where shown. Apply, "Essence," CANADIAN GROCER, 109 Fleet Street, London, England. (29-4)

Do you sell it!!!

POP CORN in every style.

Pays nearly 100% profit.

DOMINION POP CORN CO., - TORONTO.

The Canadian Grocer has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Business Changes

ONTARIO.

Bernard Murphy, general merchant, Erinsville, has assigned to Geo. D. Hawley; a meeting of the creditors was held on July 11.

Claxton & Son, general merchants, Orangeville, have sold out to L. Dickenson.

D. N. Macleod, general merchant, Parkhill, has sold his business to White & May.

The stock of (Est. of) T. G. Guest, grocer, Ridgetown, has been sold at 36c. on the dollar to J. A. Dart.

I. J. Radcliffe, grocer, Toronto, is offering to compromise.

John White, grocer, boots and shoes, Watford, has sold his groceries to Benson & Co.

The assets of the business of Grylls & Co., general merchants, Westmeath, were put up for sale on July 15.

T. F. Brown & Bro., millers, Welland, are advertising their mill for sale.

The Westport Milling Co., Ltd., Westport, have obtained a charter.

J. E. Langlois has been appointed curator to McCrimmon & Co., general merchants, Williamstown.

Jones & Clark, general merchants, Winchelsea, have dissolved partnership; Lavina Jones will continue the business.

The stock of the estate of J. D. McRae, general storekeeper, saw and grist miller, Egansville, is advertised for sale.

M. Greenspoon has succeeded Greenspoon Bros. in general store business, Vankleek Hill.

Malcolm McCuaig, of the firm of McCuaig, Cheney & Co., general storekeeper, Vankleek Hill, is deceased.

W. B. Armstrong, late of Benj. Warren's, has opened up a grocery store on Gore street east, Perth.

Wm. J. Foster, grocer, Deseronto, has sold out.

The general store stock of The Gardner-Rice-McLeod Co., Limited, Rat Portage, is advertised for sale by auction on July 18.

The assets of McCrimmon & Co., general storekeepers, Williamstown, are to be sold.

QUEBEC.

P. E. Cartier & Co., grocers, St. Henri, have registered.

Jos. Brault & Co., grocers, St. Louis, have registered.

J. O. Bussiere, general merchant, Shawinigan Falls, has voluntarily assigned.

A meeting of the creditors of L. A. Clouthier, wholesale grocer, Montreal, was held on July 7.

A. Jasmin & Co., grocers, Montreal, have registered.

M. and N. Tabah, wholesale and retail dry goods, groceries, etc., Montreal, have registered.

E. L. Dionne, general merchant, Peribonca, is offering to compromise at 50c. on the dollar.

Ulric Boucher, general merchant, St. Barnabe, has sold his stock at 68½c on the dollar.

J. D. McHains, has been appointed curator for Arthur & Cote, general merchants, South Durham.

Jos. Hubert & Fils, general merchants, Granby, have registered.

The Hull Brewing & Malting Co., Ltd., Hull, have assigned; assets are to be sold.

A meeting was called for July 15 to appoint a curator for W. R. Crepeault & Co., general merchants, Kamouraska.

J. A. Godbout, general merchant, Lauzon, has sold his stock to J. B. Boutin at 48c on the dollar.

Jos. Bolduc & Cie., insurance, Levis, have registered.

The assets of the business of S. Z. Cote, general merchant, St. Anaclet, were sold on July 9.

Petit Freres, grocers, St. Hyacinthe, have registered.

Rousseau & Rousseau, wholesale grocers, Victoriaville, have registered.

Perkins, Moore & Co. are starting in business as wholesale and retail grocers and liquor dealers in Montreal.

The firm of Skelly & Moquin, grocers, Montreal, has been registered.

The assets of J. B. I. Prefontaine, grocer, St. Adele, are to be sold.

The assets of H. Hudon & Co., general merchants at St. Angele (Rimouski), are to be sold on July 22.

Alphonse Seguin has entered on the grocery business in Montreal.

Jos. Deguire & Co., bakers and flour merchants, St. Laurent, have registered.

J. O. Bussiere, general storekeeper, Shawinigan Falls, has compromised with his creditors.

Jos. Tremblay, general storekeeper, Tremblay, is retiring from business and offers his premises to let.

The assets of Omer Langlois, grocer, Montreal, are to be sold. He has assigned to Bilodeau & Chalifou.

The general store stock of Archille Roy, Fortierville, has been sold at 69½c on the dollar.

The assets of O. Audet, general merchant, Grondines, are to be sold to-day, July 17.

L. A. Clothier, wholesale grocer, Montreal, are offering their creditors 30c on the dollar.

The stock of S. Z. Cote, general merchant, St. Anaclet, has been sold at 69 cents on the dollar, to Hudon & Co.

Paquette & Marchand, grocers and liquor dealers, St. Henri, have assigned and the assets have been sold.

The assets of P. Blanchette, general storekeeper, St. Louise (L'Islet), are to be sold to-day, July 17.

The assets of Arthur & Cote, general merchants, South Durham, are to be sold.

NOVA SCOTIA.

A co-partnership has been registered, Tilley B. Price and Sarah B. Price, to do business under the name of T. B. Price & Co., grocers, Parrsboro.

A declaration of partnership has been registered for Thomas J. Brown and Wm. T. Graham, to do business as Brown & Graham, grocers, meats, etc., in Halifax.

Consent has been registered for Rebecca Line to do business in her own name as grocer and baker, Glace Bay.

The Elgin Milling Co., Ltd., Elgin, are applying for incorporation with an authorized capital of $15,000.

The Mah-Pu Mineral Springs Co., Ltd., Upham, are applying for incorporation.

MANITOBA AND NORTHWEST TERRITORIES.

Sarah Haniford, general merchant, Dauphin, is granted an extension.

C. F. Travis, miller, baker, etc., Elkhorn, suffered slight loss by fire; covered with insurance.

James Christie, general merchant, Glenella, is sold out to Israel Segal.

L. Seand, general merchant, New Hope, has sold out his business to Michael Byers.

The McArthur Grocery Co., Ltd., Winnipeg, has been incorporated.

Henry Barton, general merchant, Davidson, is opening a branch at Girvin.

A. Mitchell succeeds William Stobart & Co., as general merchants at Duck Lake.

The mortgagee is in possession of the assets of George Nofield, general storekeeper at Fort Qu 'Appelle, and is offering them for sale.

Henry Collins has bought the general store of Eph. Roger, Methven.

The sheriff is in possession of the general store of Beesley & Co., Maple Creek.

BRITISH COLUMBIA.

Kootenay Lumber Co., general store, Comaplix, are removing their stock to Ducks.

A chattel mortgagee is in possession of the grocery stock of Peter Otto, Vancouver.

J. H. Hemsworth succeeds M. V. Finch, general storekeeper, Mount Sicker.

AN EVIDENCE OF CIRCULATION.

An example of the far-reaching circulation of "The Canadian Grocer," was afforded the other day by the fact that The Auer Light Co., of Montreal, received an inquiry from a firm in Patras, Greece, by the name of Arsenis & Co. Only a few days previously they also received an inquiry from K. Varathargulu Naidu, Ulsoor, Bangalore, India. Both these firms have excellent reference

SOCKEYE SALMON

"Clover Leaf Brand

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

FOREST CITY GOSSIP.

Office of "The Canadian Grocer,"
365 Richmond street,
London, July 15, 1903.

WHILE the hardware branch of the wholesale trade of London is now getting slack, the wholesale grocers are unusually active. This is the rule, not the exception; for a visit amongst all the firms doing a jobbing trade brings out the fact that shipping rooms are crowded with packages going out, and orders are coming to hand by every mail. While the bulk of these orders are from travellers who make regular periodical trips, a greater number of letter orders for goods are reported by every house than it has been usual to receive.

Sugars, as a matter of course, are a prominent feature everywhere, and always in shipments at this season; but it is worthy of note that during the last two weeks, general groceries, covering the entire list, have been moving out in larger and more frequent lots than at any time this year, and wholesale men are correspondingly elated. In answer to my query as to the cause of the unusually good demand at this time I am told, "Oh, it's just the exceptionally good prospects; everybody is full of hope and feeling flush."

The wholesale and retail grocers are certainly having their innings just now.

An advance of 10c. per cwt. on all grades of sugar took place here at the end of the week. Standard granulated is now delivered in London retail stores at $4.27 in barrels, and $4.22 in 100-lb. sacks. No special advance on any other lines this week is worthy of note.

* * *

Offerings of butter and eggs have been good in the London market during the week. Prices are firm. Rolls ruled at 17 to 18c.; crocks, 16 to 18c.; creamery, 21 to 22c. Eggs, 14 to 15c. Honey is offering in 12-lb. boxes at $1.50, and 10-lb. boxes, $1.25. Chickens are in good supply, and are larger in size, at 50 to 75c. per pair. The offerings of raspberries are very large at 8 to 9c. a box. Gooseberries are 5 to 6c. a box; cherries, 8-quart pails, 90c.; black currants, 10 and 11c. a box; red and white currants, 4 to 5c. a box.

* * *

Immense deliveries were made last week of roots and vegetables: Young beets, turnips, new potatoes, new cabbage, and home-grown tomatoes. Old potatoes may now be said to be out of the market. The new tubers were sold at 75 and 80c. per bushel.

* * *

A visit to the establishment of Wall & Guppy this week, disclosed the hands busy in the cellar repacking oranges and lemons. The former are now almost out of the market, and the latter are a very precarious stock these warm days. Every case has to be examined carefully and repacked with sound fruit. Four dollars and a half is the price of lemons.

* * *

A matter of much importance to merchants, manufacturers and business men generally is now about being settled. News has been received this afternoon from Ottawa that the G.T.R. has agreed to immediately construct a connecting line with the Canadian Pacific at London, and to enter into negotiations with other railways for general interswitching arrangements. The proposed spur will afford to established industries switching arrangements common to all railways and provide ample accommodation for new industries.

* * *

Mr. James Hickey, manager here of Grafton & Co., accompanied by Mrs. Hickey, has left on a holiday trip to Atlantic City, N. J.

* * *

Farm labor is very scarce in Western Ontario this season, and much difficulty is being experienced in securing men to do thorough work. Farmers are offering $1.75 per day and board to men during the haying season.

* * *

The cheese market is easy. It is the opinion of some that the high figures of last year will not be reached. Jobbers quote around 11c. for favorite makes.

W.H.L.

THE INDUSTRIAL SOAP AND OIL CO.

The business of The Industrial Soap and Oil Co., of Toronto, manufacturers of Soap Chips, has grown so extensively in the last few months that they have found it necessary to get into much larger premises than they are now occupying. As announced in last week's "Grocer," they have purchased the large factory building in Brantford recently occupied by The Brantford Soap Co., and will now have the third largest soap factory in the Dominion, the building being 168 feet long by 75½ feet wide, and four storeys high. Six large boiling kettles will be used, the largest of which holds 30 tons at a boil; another, 25 tons, and the other four varying from 3 to 15 tons each.

This company has not only purchased The Brantford Soap Co.'s building, but also the good will and the rights to the well-known "Ivory Bar," and all kindred lines of the old company, comprising some seven different articles. They have also been lucky enough to get the original soap makers, so will be able to turn out "Ivory Bar" the same as in its palmy days.

Mr. H. E. Cardinal, the general manager of the company, who is now in Brantford superintending the renovating of the factory, expects to have everything running very shortly, and will have his travellers out about August 15.

WILL PLEASE INVESTORS.

E. W. Gillett Co., Limited, mailed to stockholders on July 15, dividend cheques for second quarter of present year. Those interested in this company are to be congratulated.

FLOUR AND CEREAL FOODS

Dealing With Farmers.

By W. W. Cole, in The Roller Mill.

BILL NYE, now at rest, in relating his experience as an apprentice in a grist mill, tells us that among other duties it was required of him when weighing in wheat always to deduct a certain amount for screenings, chess, Egyptian buckwheat, etc., and in fact, to make it a rule to chisel the old farmer out of all he would stand. With due respect for the lamented and laughable William, I must say that my milling experience has been somewhat different from his. While in the capacity of apprentice or of head miller, covering a period of many years' dealing with farmers, I have invariably found it necessary to work on the defensive, in fact, to use the utmost persistence in order to prevent them carrying away the mill.

The farmer abroad is humorously pictured as a ready victim of gold bricks and an easy mark for the confidence man and pick-pocket, but the farmer when he goes to the mill is abundantly able to take care of himself, and unless the miller or mill proprietor is up to specifications will put him out of business.

Farmers, as a class, are very well posted on crop reports and the markets. When dealing with the miller they are dealing in wheat, corn, oats and barley, things that they know all about. They sell grain to the miller and expect cash for it; they buy of him the products of grain, in the shape of bran, oats, meal and corn meal, and expect a credit of six months.

It would seem that every individual miller was trying to prosper by underselling his neighbor. A majority of the small mills throughout the country are dependent upon the farmers' trade; they cannot do business without their patronage. Mills are so plentiful, however, that the farmer generally has a choice of two or more mills where he can bestow his custom.

With these circumstances in view the question arises, What is the best method of dealing with the farmers? Experience has taught me a few things along this line which I will try to set forth. One essential is to do good work. To do good work it is essential to have a good mill, kept in good repair. A large mill and close yields are not always essential for a successful and profitable home trade, but good flour is very essential. Mr. Farmer is to get his flour as cheap as possible, or as many pounds of it as he can for a bushel of good, bad or indifferent wheat, and as regards quality, he is going to have very nearly the best. It is the same with feed grinding. He does not want the miller to toll the grist very much, or if it be ground for money he does not want the miller to charge much of anything for doing the work; but he will invariably insist that the feed be ground fine.

Another essential is that the miller keep good goods. By this we do not mean that it is always advisable to buy the highest grade of corn or oats on the market, but we mean reasonably sound grain that will work up into good, wholesome feed.

If bye-products are handled, the miller should sell them for what they are. I do not believe a mixture of oat shucks and pulverized corn cobs should be palmed off for straight corn-and-oat feed. The miller may be tempted to do something of the kind in order to compete with the other fellow, whose prices are so much lower, but in the long run, I believe, there is nothing gained by being crooked.

A miller should know his own business and allow no one to conduct it for him. If he is persistent in his determination to do this his farmer friends will generally let him alone while waiting for their grist, and devote their time to explaining how the navy should be run or outlining a policy for the Government of the Philippines.

There should be but one price for goods; all customers treated alike in this respect. A little cut in price to one is not only an injustice to those who pay the regular rate without objection, but demoralizing to the business. If a farmer succeeds in jewing a miller down a little, rest assured that his neighbors will soon know of it, and when they do there will be any amount of trouble in store for the poor miller.

The proprietor, the head miller, and every one connected with the mill should be pleasant, patient and accommodating with customers at all times. I can scarcely conceive of a successful business man or salesman of any kind or in any line allowing himself to be otherwise to his customers, no matter what the provocation.

Insist on a good margin of profit and a fair renumeration for the work done. This, I believe, is the most essential requisite for successful dealing with farmers. I believe that one of the most, if not the most, frequent causes of failure in custom mills is the miller's allowing himself to be hoodooed out of his just dues. When a farmer sells his produce he demands, and gets, the market price. We know of no reason why he should expect feed to be ground for less than the actual cost of the work, or to receive an amount of flour for a bushel of wheat that the quality of the grain does not warrant. The most of this evil is caused by adjoining mills endeavoring to win all or the larger part of the trade. It would be far better to let the other fellow have the bulk of the trade if at ruinous prices, and be content with a small share at living rates. Less capital and less work would then be necessary for the results realized.

Good work, fair dealing, and strict attention to business on the part of the miller, will win some of the trade, even if the farmer knows that he cannot get quite all there is in it when he goes to mill.

A Combined Mill and Bakery.

THE modern tendency of consolidation and simplification of industrial processes is exemplified by the completion of a plant in the City of Mexico where the wheat will go in at one door and come out in the form of bread at another. This combined flour mill and bakery is owned by The Sociedad Mexicano de Molineriary Panification, which is capitalized for the sum of $400,000.

The plant occupies a large building, built especially for this purpose. The mill is equipped with modern roller machinery and the flour making process does not differ materially from that employed in ordinary mills. It is only after the flour is made that the unique character of the institution is apparent.

When the flour leaves the last milling machine it is transferred to the room in which it is mixed with the yeast, and after the mixing machines have finished their work, the brew is transported to enormous fermenting or raising vats. When this process has been carried on for

HAVE YOU

anticipated the wants of your customers for the warm weather breakfast ? If so, you are ready with

TILLSON'S BREAKFAST FOOD
AND
TILLSON'S WHEATLETS

both wholesome preparations of wheat, whose name is a guarantee of the quality. BREAKFAST FOOD is Wheat Flakes, in which is retained all the Wheat that is good to eat and discarding all the indigestible part. WHEATLETS, the germ of Manitoba Wheat—rich in gluten.

Breakfast Food
24 three-lb. packets,
$2.90 per case.

Wheatlets
36 two-lb. packets,
$3.50 per case.

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

a sufficient length of time, the dough is carried to the mixing room, in which there are twenty machines which will mix the bread to the proper consistency. There will be no lack of "working," which is so essential to good bread. From the mixing room, the dough will again be carried to a raising room for a short time, and then will go to the moulding roam, where the loaves will be formed by machinery, placed in long pans and transported to the last raising room. When it is light and ready for the ovens, another set of traveling carriers will transport the bread to the baking room in which are twenty-four long, sloping ovens, arranged in two rows, each row sloping to the centre so that every loaf in the ovens, which are about 18 feet long, can be seen by the baker in the centre. When it is thoroughly baked, the machinery will again take charge of it and carry it to the distributing room.

During the entire process, it will not be necessary to touch anything connected with the making of the bread, as the machinery will perform all the operations, including transferring the different articles at the different stages of the process from one room and set of machines to the other. The daily output of bread will be valued at $2,000 and will consist of Paris and Vienna loaves of all sizes and shapes. The baking is in

JOHN MacKAY, Limited,
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills
BOWMANVILLE, ONT.

HEAD OFFICE : 1 Adelaide St. East,
Correspondence solicited. *Toronto, Ontario*

THE BEST FLOUR.

Calla Lily Choice Manitoba Patent
G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley,
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

charge of expert bakers from Paris and Vienna.

The building was designed by and constructed under the supervision of a Belgian engineer. The machinery was designed in Paris. Electricity is the motive power.

Grinding of Canadian Wheat.

The Washburn-Crosby Co., at Minneapolis, Minn., has asked for the release of the bond on the Washburn E. mill because it is impossible for them to get any more Canadian wheat, all of that commodity now going abroad via Port Arthur, at figures that are more profitable than can be realized in that market. During the past winter the Washburn-Crosby Co. have ground a great deal of Canadian wheat in bond, and the product all went forward for export. The experiment has proved satisfactory in every particular, and it was never intended to run the mill the year round on Canadian wheat, as during the lake and rail season the shipment of flour in bond is somewhat impracticable. All the Canadian wheat that was shipped into that market has been ground into flour, and the last of the product is now going forward via the various lines to foreign markets. The company expects to have its bond released within a short time, and will, as soon as it is released, commence to grind domestic wheat and ship the product to any point they wish. A representative of the firm stated that if the occasion demanded their doing so, they would again bond their mill as they had been perfectly satisfied with the business during the past four months.

Flour for Jamaica.

The Canadian Agent General at Jamaica, in a report to the Department at Ottawa, writes as follows :

It is pleasing to turn to a more promising situation regarding flour, and it would seem that at last some Canadian millers are beginning to realize that this market is worth capturing, and this, too, at the sacrifice of probable cherished conservative methods. I mentioned in a previous report that two brands from a St. Thomas, Ont., mill had fairly "taken," but complaint was made of delay in shipments when ordered, and also not strictly complying with grade and other instructions. I am glad, however, to report that there has been an all-round improvement in this, with the result that two other brands (grades) from the same mills promise also to be successfully placed. A Chatham, Ont., brand is also making headway through a specially appointed sole agent, as in the previous case mentioned. Occasionally other small lots of Manitoba grades drop in. It is, however, necessary to explain that while I have written as I have done, Canadian millers in the aggregate have by no means made any appreciable inroad on the 170,000 barrels imported annually on an average from the United States ; still it is encouraging to note that practical efforts to get a substantial "footing" are at last receiving serious attention.

Canadian Wheat.

A despatch to The Toronto News says : Mr. William Halliwell, lecturer on Flour Milling Technology to the London County Council, made an official inspection of Canadian wheat and reports that he has never seen better. He strongly urges the re-imposition of the cereals duty, but upon flour alone, wheat entering free, and leaving the prices of bread unaffected. Asked whether under a preferential system British millers would admit Canadian flour free, Mr. Halliwell replied : "Yes, Canada is open to great developments in milling, and it would be as much to her advantage to send flour as wheat. Canadian flour is equal for British requirements to American, but is not superior. Americans flood Great Britain with their surplus flour to fetch what it will."

Crop Prospects.

The crop reports from Ontario and the western provinces are of a most cheerful character. The wheat is in splendid condition, and the hay and grain crops generally show signs of great improvement.

Wheat in the province of Quebec promises a very heavy yield. In fact the reports from every section of Canada are of the most satisfactory nature.

New Elevators.

The Ogilvie Flour Mills Co., Ltd., will, during the present season, erect 18 new elevators in Manitoba and the Northwest Territories. The capacity of the new elevators will be about 3,500,000 bushels, and will give the company fully 100 elevators in the Northwest Provinces. The officials of the company have made a careful estimate of the prospects of this year's crop, and place it at 60,000,000 bushels. They expect the average yield per acre will be somewhat less than last year, when the crop was a phenomenal one. Particular care has been taken as to this year's estimate and it may be taken as pretty correct, as the figures heretofore given by The Ogilvie Co. have come remarkably close to the mark.

Wall Street Arithmetic.

10 mills make one trust,
10 trusts make one combine,
10 combines make one merger,
10 mergers make one magnate,
1 magnate makes all the money.
—New York Commercial.

Tailings.

The Ottawa Milling Co. recently made a shipment of over 1,000 bags of rolled oats and oatmeal to Glasgow, Scotland, and has orders from various foreign countries. This fact speaks well for Canadian manufacturers, particularly in the cereal line, as competition is so keen across the water.

During the month of May, there were exported from the United States 1,461,592 barrels of flour, valued at $5,535,587, and 8,050,482 bushels of wheat, valued at $6,446,771.

The people of Grandview, Man., are agitating the erection of a flouring mill and the necessary preliminaries have been already arranged.

The McCann Milling Co., Toronto, are having a very busy season, the increased demand for the bulk brands of cereal manufactures handled by them being of the most satisfactory nature.

A large quantity of wheat was milled last season at Peace River Crossing and at the Hudson Bay mill at Fort Vermilion.

Two more grain elevators are soon to be erected by The Canadian Northern Railway, with a capacity of 1,500,000 bushels each.

"The Canadian Grocer" is glad to learn that the foreign enquiry for Canadian flour and cereals is constantly improving. The increased demand from South Africa during the past week has been particularly noticeable. Several enquiries received from that country through Montreal and Boston houses are receiving the attention of those of our millers who are cultivating an export trade.

Long Suffering Dyspeptics.

It is said that a grocer down in Philadelphia is now on the road to fortune through a timely discovery that promises to give dyspeptics another lease of life. It occurred to him that if sea water is so beneficial to the outside of the body it should be good for the interior. He therefore incorporated it with bread instead of using fresh water in the baking, resulting in the sale of it increasing five fold in a very short time. Just as has been the case with every other fad food, dyspeptics find this the "only food they can eat with comfort."

The Central Milling Co., Limited, of Peterborough, are making extensive alterations in their mill, and adding an office building and an elevator with a capacity of from 40,000 to 50,000 bushels. This company are the manufacturers of the well-known "White Patent" and "Diamond Crown" brands.

STRETTON'S PRIZE MEDAL SAUCE

A Delicious Worcestershire Relish.

Montreal Agents

S. H. EWING & SONS,

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL.

That Fatal "Just as Good."

If you value your reputation, don't offer some other Tea to a customer who asks for **"Quaker."** If you have no "Quaker" Tea, say you will get it at once. It's good tea—none better price for price—in fact we think there's none so good—certainly a pure Ceylon Tea, sealed in Ceylon, has a merit which makes it desirable stock.

J. A. MATHEWSON & CO., MONTREAL,
Agents for Canada and Newfoundland.

PURE GOLD PRESERVES

No apple juice nor any other filler.
No fruit juice taken off to sell for fountain syrup.
Bottled from polished pans into carefully washed bottles.

BRILLIANTLY STYLISH.

Making the finest assortment in the Empire.

PLEASE ORDER EARLY TO PREVENT DISAPPOINTMENT.

PURE GOLD CO'Y., - Toronto.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Judging a Cigar.

THE manoeuvres that some customers indulge in when buying cigars, furnish amusement for all who happen to be standing near. The most common trick, says a writer in Tobacco Leaf, is to hold the cigar unlighted under the nose and smell it. Now, a member of the "profesh" never attempts to judge a cigar by this method. A good deal can be learned of a carot or hand of tobacco by the sense of smell, and a buyer of leaf will invariably spread out the sample, bury his nose in it and snuff; but this is done more for the purpose of ascertaining that the tobacco is sound. If there is any must in a hand of tobacco, a leaf buyer can usually detect it by the sense of smell; but the man who holds an unlighted cigar under his nose, sniffs, and looks wise, merely makes a fool of himself in the eyes of the trade.

There is in New York a certain retailer who isn't very well posted on tobacco or cigar matters, despite the fact that he has been behind a retail counter for a number of years. He is a good bluffer, however, and tries to impress everybody with his ability as a judge of tobacco. A salesman was calling on him the other day, together with several other cigar drummers. The dealer was smoking a cigar, and the salesman asked him casually what brand it was.

"I don't know, I'm sure," answered the dealer. "It happened to be lying here on my desk, and I lighted it just as you came in."

"Clear Havana?" queried the salesman.

"I think so," answered the dealer, carelessly; let's see."

He knocked the ashes into his hand, and laying down the cigar, rolled them (the ashes) between his palms. Then he threw them into the air ostentatiously, and watched them carefully as they fluttered to the floor.

"Yes," he said, "clear Havana. The filler is 1900 Vueltas and the wrapper is a leaf of Partido, also 1900 crop."

He took up the cigar again and settled back in his chair, with the air of a man whose opinion is decisive, final and undebatable. The salesman ought to have been squelched by this, but he wasn't.

"Give me a bit of the smoke," he said.

The dealer puffed and blew out a large cloud of it.

The salesman put his hand into the smoke knowingly, and rubbed his thumb and forefinger softly together. Then, dropping his arm languidly, he said: "You hit it about right, sir; indeed you did. But there is just one small sprig of '99 Vueltas in with the 1900."

"What makes you think so?" asked the dealer.

"Oh," responded the salesman, "I can feel it in the smoke."

And the dealer wondered why all the boys laughed.

Strike at St. Hyacinthe.

The cigar makers employed in the factory of The Emporium Cigar Co., of St. Hyacinthe, have been locked out.

The officials of the Montreal union, who have jurisdiction over the local union at St. Hyacinthe, state that the men were locked out because they refused to give labels for cigars made for the representatives of a non-union firm of the city of Quebec.

The officials say that the firm in question had signed an agreement with the union not to furnish non-union houses with cigars, but that the agreement was violated several times after having been notified.

The representatives of the men say the firm will not be able to get cigar makers to take their places, and they seem to think that an amicable settlement will be reached in a few days.

There will be a mass meeting of the local union to discuss the situation. The London strike, as well as the St. Hyacinthe lock-out will be considered and the question of levying assessments to assist the strikers will be decided.

British Tobacco Expenditure.

For the year ending March 31, 1903, the total amount of revenue from tobacco in Great Britain and Ireland was on 81,132,874 pounds, which on the basis of 1,250 pounds per hogshead, is equal to 64,906 hogsheads. In money £12,442,939, or about $62,214,745, calculated at $5 per pound sterling.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO, LIMITED

MONTREAL, QUE.

My "Pebble" Cigar

is better than ever, and ever the best. I use a high-class Havana tobacco for the filler. I believe that no other 5c. cigar contains as good a filler as my "Pebble."

My profit on each individual cigar is very small, but the large sales of the "Pebble" give me, in the aggregate, satisfactory returns.

Drop me a line to-day for details about a first or "trial" order.

J. BRUCE PAYNE, MFR.,
Granby, Que.

"La Fama Cigars"

(Same text as last week, you'll observe).

But there are texts and texts. Some can be preached threadbare in one effort, others furnish a subject that something new may be said of each attempt. It would be impossible to exhaust the supply of good things that can be and are told of our La Fama.

Ask any one who has tried them.

Brener Bros., London, Can.
Manufacturers.

THE SEAL of Time has been placed on Tuckett's "MARGUERITES." The finest 10c. cigars made in Canada. Quality never trifled with. IF there is a cigar dealer in Canada who doesn't know Tuckett's "MARGUERITES" we want his name quick.

TUCKETT CIGAR CO., LIMITED, HAMILTON.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

RONTO

The Best 5c. Cigar.

T. J. Horrocks, Toronto

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

Have put upon the market a new brand known as **The Great 5c. Cut Plug,** 2-oz. package, retails at 5c. per pkg.

The Chamberlain Cigar

is as pre-eminently a leader as the politician whose name it bears. It will establish its own following wherever introduced.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

Cigars from $13 to $125 per 1,000.

Strictly Union-Made TOBACCOS

CHEWING

BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

SMOKING

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE.

McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

W. H. Steele.

W. H. STEELE has been closely connected with the cigar and tobacco business for the past 21 years. Entering the employ of J. W. Scales 17 years ago he acted in the capacity of clerk and traveller until 1895. Commencing business on Yonge street, and afterwards removing to Bay street, the growing requirements of his business soon necessitated his removal to the present bright and commodious warehouse, 40 Scott street, Toronto. His business record has been one of progress. Of a kind and genial disposition Mr. Steele is very highly regarded from a social as well as from a business point of view. Making a specialty of the pipe and cigar

W. H. Steele, Wholesale Cigar Dealer.

trade, his travelling staff penetrate every section of Ontario, and his "Silent Drummer" has made his name widely known throughout the Dominion of Canada.

Will Experiment on Smokers.

A DESPATCH from Washington says: Upon the conclusion of the food tests, which Dr. Wiley, of the Agricultural Department has been conducting for several months, he proposes to institute another and quite as interesting a series of tests with tobacco, which will include experiments to determine the effect of tobacco upon the digestion and upon the human system in general. When the tobacco tests are taken up Dr. Wiley will proceed with them as he has done in the food tests. Pure tobacco in its various forms for chewing and smoking will be proceeded with, and experiments and observations made to ascertain what effects its use has upon the consumer when used in various quantities.

He will then take up the adulterated or flavored tobacco, and by experiments ascertain what effect tobacco of that character has upon the system. How far these experiments will go has not been determined, nor has Dr. Wiley decided whether he will use Turkish, Cuban, and other brands of foreign tobacco, or confine himself to the domestic commodity. Should the Bureau of Chemistry go into the subject exhaustively and ascertain the difference between the effect of cheap cigars and cigarettes on the system as compared with that of high-class pure tobacco cigarettes and cigars, the result would be very interesting.

It is Dr. Wiley's intention to take men who are regular smokers and ascertain their physical condition as to heart action, breathing, digestion, etc., while continuing the use of tobacco under normal conditions, and then to have them suddenly cease the use of tobacco entirely. The effect of such stoppage will be carefully noted, and Dr. Wiley expects to be able to report on the benefits or injuries in the sudden change of the habits of smokers and chewers. After the effects of the prolonged use of tobacco have been eradicated from the system, it is proposed that the subjects of experiment shall recommence the use of tobacco, beginning in small quantities, which will be gradually increased until they are using as much as when the experiment first began, or more. Throughout the course of the experiments, the effect of the tobacco on the digestion will be carefully noted.

Notes of the Tobacco Trade.

Green, Fischel & Co., manufacturers cigars, Montreal, have dissolved.

Fleury & Dunnville, wholesale cigar jobbers, Quebec, have registered.

In St. Louis, Mo., two sneak thieves robbed the local branch of the Continental Tobacco Co., and secured 1,000,000 tobacco tags, valued at $800.

The cigar dealers of Germany have called a congress at Cologne, at which a resolution indorsed by 360 Berlin dealers will be presented, providing that all retail stores in Germany refuse to handle trust-made articles.

One cigarette machine will make 280 cigarettes a minute, and requires only two human workers, one to feed the machine with tobacco the other to take the finished cigarettes from the case into which the machine finally drops them.

T. J. Horrocks, Toronto, has just placed a new package of cut plug tobacco on the market called the "Shamrock," which retails at 10c, is very handsomely got up, and promises to be a great favorite with lovers of the pipe.

Pipes S. AND H. TRADE MARK.

The Largest Pipe House in Canada.

Write for Prices.

THE W. H. STEELE CO, LIMITED

40 SCOTT ST., TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

Recent stock depression in Consolidated Tobacco Preferred, although it may reflect an unsatisfactory condition in the plug tobacco market, possibly has reference to the very disappointing results of attempts to secure control of the German market.

J. Bruce Payne, of Granby, has converted his cigar business into a joint stock company, with a capital of $100,000. The incorporators are J. Bruce Payne, James S. Neill, John J. Payne, Frederick W. Taylor, James Topp, and V. J. Racette.

The independent Havana cigar factories have now entered into an agreement not to sell or lease their factories or brands. The Havana branch of the tobacco combine has sent circulars to the trade denouncing the decision, formerly taken and subsequently rescinded, to the effect that it will not accept orders through Havana commission men. The latter do a considerable trade, especially with Germany.

It is considered a crime to smoke in Abyssinia, and the law forbidding tobacco dates from the year 1642. It was at first merely intended to prevent priests from smoking in the churches; but it was taken too literally, and nowadays even foreigners have to be careful not to be seen smoking.

BRITAIN'S FOOD SUPPLY.

A PARLIAMENTARY return issued the other day, says the London, Eng., "Grocery," shows annually for each year since 1870 the imported quantities of (1) wheat, wheat meal and flour, (2) meat, including animals for food, (3) sugar retained for home consumption, and also the countries from which these supplies were derived. In 1870 our total imports of wheat in grain were 30,901,000 cwts., of which we received 10,269,000 from Russia, 12,372,000 from the United States, 2,838,000 from British North America and 8,600 from British India.

Last year we imported 81,002,000 cwts., of which only 6,540,000 came from Russia while the United States supplied 43,312,000, British North America 9,527,000, and British India 8,842,000. Australia in 1870 sent 12,800 cwts. and New Zealand 72,420; last year the respective figures were 4,175,000 and 157,000. In 1900 we drew 18,524,000 from Argentina, but last year only 4,315,000. Of wheat meal and flour we imported 4,804,000 cwts., while last year we received 19,386,000 cwts., of which 15,587,000 came from the United States and 1,943,000 from Canada.

FRUIT INSPECTION SATISFACTORY.

"There is no room for complaint about the inspection of fruit this year," said J. G. Gibson, Yonge street, Toronto, the other day. "The strawberries sold here this year have been marketed in excellent condition, and no complaints will be heard if all fruit comes to us in such good shape."

CEYLON TEA.

The Fortnightly Ceylon Tea Report and Price Current for June 1, issued by Francis F. Street, tea broker, Colombo, Ceylon, reports:

EXPORT.—From 1st May to date:—

		1903. Lb.	1902. Lb.	1901. Lb.
To the Colonies		*1,719,100	2,798,045	1,772,843
London		*10,590,000	9,305,694	11,089,524
Russia	to 21st May	40,734	237,939	713,476
Germany	"	10,172	4,105	52,919
France	"	24,424	7,713	545
N. America and Canada	"	†637,133	†63,355	†269,022
Cape (S.A.)	"	22,023	6,165	10,520

* Approximate. † Includes Hong Kong.

Offerings continue to be rather small for the time of year, showing a falling off of 985,455 lb. against May, 1902. Brokens are still very irregular, but tippy ones up to 8½d. are a little firmer—above 8½d. prices are weak except for very tippy kinds, which are in strong demand. Orange Pekoes and Pekoes remain about steady except for commonest, which are 1c. lower—common Pekoe Souchongs show a drop of fully 1c. and are cheaper to-day than any time since January. Fannings and Dusts mark a further rise of 2c. due entirely to Russian buying. Green teas were in more demand at about recent rates.

Some invoices show improvement, but generally speaking the quality is poor.

Fine weather is reported from most districts.

ANOTHER WHOLESALE GROCERY CO.

A charter has been granted by the Ontario Government to W. B. Rogers, M. M. Clancy, John Lambie Davidson, William Scott and John Medland, to carry on in all its branches, the business of wholesale grocers. The company is to be known as The Provincial Grocers, Ltd.

The capital is $250,000, head office Toronto.

It is the intention of the company to offer the shares for subscription to retail grocers. It is also proposed that the net profits of the company, after paying six per cent. on the amount of capital subscribed, be divided amongst the shareholders according to amount of trading each has done with the company during the current financial year.

PACKING SALMON ON NORTH COAST.

The Vancouver Province, of June 25, says: "The outlook for a large pack of salmon on the Skeena and other northern rivers is especially good, according to news brought down yesterday by the steamer Coquitlam.

"The vessel left on Monday, and on that day the boats were starting to go out in large numbers, and were meeting with considerable success. The run looked to be fairly good."

"SALESMANSHIP."

The above is the title of a new monthly magazine, published by The Salesmanship Co., at Meadville, Pa., at one dollar a year, single copies 10c. Frank H. Dukesmith is the editor. "Salesmanship" will aim to make better salesmen and therein will be helpful to employers, sales managers and salesmen themselves, whether store or road, men or women.

Irish flour importers declare that United States millers are now sending them inferior flour, and express the opinion that the millers are taking too much out of the wheat. This is a lesson for Canadian millers. They have turned into their mills the best wheat in the world; they should turn out the best flour possible for the home as well as the export trade.

THE TRAVELLERS' HOLIDAYS.

A PREVIOUS issue stated that arrangements were on foot to settle the holidays for grocery salesmen for two weeks starting August 10. This agreement has been signed by the leading grocers in Hamilton, London, Windsor, Sarnia and Collingwood, but it seems that Toronto houses, while in sympathy with the movement, do not agree to the date as arranged by the representative of the western houses.

The travellers' interests in Toronto are being looked after by Frank Sloan, of John Sloan & Co., with the result that the following have agreed to make the time the first two weeks in August, ending Saturday, 15th:—H. P. Eckardt & Co., Davidson & Hay, Limited, The Ely, Blain Co., Limited, T. Kinnear & Co., Warren Bros. & Co., James Lumbers, F. W. Humphrey, John Sloan & Co.

It is felt by these houses that while they would like to comply with the western trades' suggestion, as to time, it would not give their men time enough to cover their ground before the annual exhibition starts. It is now a question under consideration whether the western trade will meet Toronto, or each city act independently. The Toronto trade seem willing to make it the first two weeks in August whether Hamilton and the west agree to this or not. At an interview with our representative on the subject, Mr. Frank Sloan said: — "I am enthusiastically in favor of the travellers' holidays, because I think they need them as well as any of us, and if they are to get any why not let it be at a holiday time. One of the great advantages of this arrangement to us is that we all agree not to send out substitutes, but do all our business by mail or wire. Every year we receive letters from some of the retailers expressing sympathy with the idea, and as it is such satisfaction all around I cannot understand why any house should hesitate for a moment about entering into an agreement so beneficial to all."

CHEESE AT 10c. A POUND.

"What's the price of cheese?"

"Fifteen cents per pound."

"But the fellow opposite sells it for ten."

"Then go and buy it there."

"But he hasn't got any."

"Well, then, the kind of cheese I haven't got you can have here at 10 cents a pound also."—Vikingen.

Flett's

A Pickle Pointer.

You have horse sense. Then don't be a donkey. Sell reliable, high-grade pickles — pickles of the "come-back-and-get-another"-kind. Not the kind that you have to work hard to make every sale and then your customer isn't satisfied. Sell **Flett's Pickles** — the pickle of quality.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

Step by Step

PATERSON'S WORCESTER SAUCE

has won the reputation that gives it the enormous sale it possesses.

The wise grocer sells it and profits thereby.

ROSE & LAFLAMME,
Agents, Montreal.

---

a Sauce

that is a seller

Brand's Al Sauce

a fine tonic and digestive.

You handle other sauces no doubt, but for a real **Al Rapid Seller** and, once introduced, will hold your trade, **Brand's Al SAUCE** has no equal.

A post card will bring you a sample and terms, by addressing

I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

England leads the world in

MALT VINEGARS

and

Grimble's

PURE MALT

BRAND.

Vinegar

heads the list.

Brewery: LONDON, England.

Agent—Mr. I. S. WOTHERSPOON,
Board of Trade Bldgs. MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

When Your Story is Well Told the Goods are Half Sold.

IT has been said that we should write an advertisement just the same as we would talk to a customer over the counter—that it is practically the same thing. But this is not always the case. When we get a customer to the counter we already have their attention, and we know to a certainty that what we are going to say will be listened to, and that if one argument fails to impress we have the means of bringing other arguments to the customer's attention.

ONE THING

a good housekeeper should be very careful in, is buying her

GROCERIES

where she knows everything is kept nice and clean, and fit to put on the table. We take great pride in saying with every one else that we have the

**Cleanest,
Neatest,
Most Attractive
and Up-to-date**

GROCERY IN THE WEST.

This is largely why we are doing by far the largest grocery business in town. And is it not a good reason? If there is anything a person should be particular about, it is what they eat. Come along, then! We are doing two-thirds of the grocery business in town and we still want more. We will be delighted to have a trial order. When up town drop in. We often have exhibited just what you perhaps have been asking for in these smaller grocery stores. We will use you well.

But in the case of an advertisement in the newspaper we must say something that will command attention. It must be something which sticks out and catches the eye and the mind of the casual reader.

After you have secured the reader's attention you can talk in the ordinary common-sense way, just about the same as you would to someone at your side; but, until you have attracted the people's attention, your talking in a moderate type is not always sure to attract attention and draw trade.

Therefore, while the real value and selling qualities of an advertisement may lie in the body matter, still the eye-catching qualities lie almost entirely in the display which is used. and we must catch the eye to secure the attention.

I have a favorite maxim, which I think is very good advice in this connection. It is this: "Break the news first, explain afterwards."

I've seen so many ads. in which a long preliminary explanation was gone into in order to "lead up" to the point.

The best ads. tell as much as possible of their story in the first sentence. This is calculated to create a desire for particulars, which should be found in the "explanation" immediately following.

It is the first mission of an advertisement to be seen. Its greatest mission, of course, is to convince, but before an ad. can get the chance to convince, or convey any message whatever, it must be seen by the reader for whom it is intended.

Therefore, the display is very important. The headline should be such as would be calculated to attract those persons who might be interested in the article or articles advertised. When possible make the headline "break the news."

Some advertisers spend too much energy in trying to attract attention, like the man who puts a monkey in his window, or sends one of those freaks through the streets on stilts, or in the guise of a country guy with a carpet-bag sign reading "I'm going to Blank's."

The ingenuity of the compositor is entirely exhausted—the variety of styles of type is run to the limit—in the effort to satisfy this man's desire for novelty.

In a letter from a correspondent of this department received last week, he remarks: "Don't you think if you'd arrange the body of your ads. with different styles of type they'd be more attractive?"

No, I don't think so. I believe in simplicity of typography.

Many an advertisement loses most of its force because too much of the reader's mental power is required in getting through the "type thickets."

The average reader is not an easy reader, therefore, the effort should be to invite him by extreme legibility. Have the ad. set so as to cause the reader the least possible effort to digest its contents.

Avoid ornamentation; use borders only for the sake of securing contrast; headlines, as an aid to the reader, or, as a summary of the thought to follow; cuts, only when they save a lengthy description or better describe the goods.

There are a few good suggestions for attractive display in the book of "100 Good Ads. for a Grocery Store," which

BERRIES! BERRIES!

How about your berries for preserving? They won't last much longer.

25 CASES

due on No. 2 Express, Friday, for Saturday's trade, a number of these to be delivered immediately on arrival, so send in your orders at once. First come: first served.

PRICES AWAY DOWN.

RASPBERRIES

will be on next week. Let us know how many you want. We will use you right, just as we did with the strawberries. Every customer is well pleased.

We are doing the fruit business this season because we are in touch with the B.C. fruit growers, having lived there for a number of years, we get best fruit, best prices.

McCAMMON,
The Main Street Grocer.
Headquarters for Preserving Fruit and Fruit Jars.

I have recently prepared, and a great many helps toward constructing convincing ads. The grocer who has one of these books will have no trouble preparing good ads., and after a little practice along the lines followed in the book, he will soon become so fertile with ideas that ability will quickly be acquired.

A couple more ads. have reached me from "McCammon, The Main Street Grocer, of Moose Jaw." They are along the same lines as the previous one sent me, and give evidence of a natural adaptability to the advertising feature of his business. The letter that accompanied these ads. is sufficiently interesting to merit repeating in connection with the ads., which are also reproduced.

Established 1845

1 and 2-lb. Tins.

COFFEE

S. H. & A. S. E. MOCHA AND JAVA COFFEE, put up in 1 and 2-lb. tins (as cut) possesses a peculiarly rich aromatic flavor. It is something RICHER, BETTER than the others, hard to define, but easily distinguished by a trial. NOT CHEAPER, BUT BETTER. If you have, or want to gain, a good class of customers whom it is difficult to satisfy with coffee, give them **S. H. & A. S. EWING'S,** and watch results. PURITY, QUALITY AND UNIFORMITY GUARANTEED.

SPICES

S. H. & A. S. EWING'S HIGH-GRADE SPICES have stood as a standard of the BEST for over half a century. Why handle inferior goods when you can get **S. H. & A. S. EWING'S** at the same figures. QUALITY FIRST.

Established 1845

S. H. & A. S. EWING,

The Montreal Coffee and Spice Steam Mills,
55 Cote St., MONTREAL, P.Q.

TIP-TOP SOAP CHIPS

Send for sample packets for free distribution.

In
Carton Packets.

The Industrial Soap and Oil Co., Limited, Toronto, Canada. Telephone, 1618 Main

DON'T WASTE MONEY

in paying for advertising space and the printing of circulars that you do not use properly.

With the average grocer the kind of "copy" he uses determines the results that come from his advertising.

Use good copy — make your ads. "stand out" — make every sentence a telling argument for business.

Get a copy of "100 Good Ads. for a Grocery Store" and benefit by the many suggestions for bright, forceful, trade-bringing ads. therein contained.

Enough ads. for a year's advertising —two ads. a week—for one dollar, including a talk on methods and nearly 100 bright sayings for headlines, showcards, etc.

We'll send a copy postpaid on receipt of a dollar bill.

MacLEAN PUBLISHING COMPANY, TORONTO

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, - - Post Office Chambers

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

MR. LYDIATT,
Department of Advertising, etc.,
CANADIAN GROCER, Toronto,

DEAR SIR,—Some time ago I hurriedly clipped from one of our local papers a potato ad. of my own, and forwarded it to you, scribbling on the margin "How is this for an ad.?" I noticed a week or so afterwards it appeared in THE GROCER with a lengthy criticism, and I must thank you for the kind remarks thereon. I am only sorry that business duties prevented me from replying to you until it was too late.

I must say I am greatly interested in your Department of Advertising Suggestion and Criticism in THE GROCER, and I am pleased to see so many of your readers contributing to the department.

I might say I am a tenderfoot in this prairie town, coming here last August from the Rockies, but I am pleased to say that we are, through (to a certain extent) judicious advertising, getting a nice share of the best business in Moose Jaw and surrounding country.

I am sending you an ad. which appeared in one of our local papers last week, and would ask your opinion regarding this style of continuous advertising. You might give us your opinion as to which of the two ads. will sell the most goods, and on the whole be the most profitable in the end.

I might say there are five other grocers in town, who are all carrying as large, if not larger, stocks, but bear in mind there is no hard feeling between any of us. I simply send you the clipping for criticism.

Yours truly,
T. J. MCCAMMON.

I like the "Berries" ad. best, because it talks business more directly. The argument contained in the other ad. is good, but such logic is better when dealt out in small packages. One can often include a few remarks along that line in connection with an ad. which makes pertinent remarks about some of the goods in the store.

Instead of the heading "Berries! Berries!" I would have had "Strawberries," or whatever berries it was intended to advertise. The display lines would then have read: "Strawberries!! —25 Cases—Prices Away Down—McCammon, The Main Street Grocer," and it will be noticed that the whole story of the ad. would then have been practically told in the display lines, which aptly illustrates the preceding remarks on display. In order to have made the effect complete it might have been better to have "Raspberries" in small type.

The "Berries" ad. talks business—the other one talks sentiment. Which would be likely to result in the most business? Of course, it is plain that the "Berries" ad. would likely bring the most direct results, and I think this style of an ad. is much more likely to result in permanent good. It is a case of making claims—bare claims—in the one ad., and demonstrating facilities in the other.

To demonstrate that you do have things is generally more effectual than making the mere statement.

Thom & McNab, dry goods and grocers, Almonte, have gone out of business.

CANADA AND JAMAICA.

A steady increase of trade appears to be taking place between Canada and Jamaica, according to latest advices from Kingston. All the most recent reports indicate not merely an increased trade, but very rosy prospects for further development, now that Canada has imposed a countervailing duty on beet sugar in favor of cane sugar. This preferential tariff on the part of the Dominion is said to have given a decided impetus to the exports of cane sugar from the West Indies to Canada. Further than this, it is said that Messrs. Pickford & Black are manifesting considerable energy in connection with their steamship service, which is jointly subsidized by the Canadian Government and various Governments of the West Indian Islands. Some very large cargoes of sugar have, it is stated, been recently shipped from Jamaica to Canada, all of which goes to show what is possible if the various units of the British Empire display a disposition to work together.—The Merchant and Shipper.

ANCIENT RECEIPTS FOR MAKING COFFEE.

The following receipt for making coffee is copied by an exchange from an old cook book published in England in 1662, and is, perhaps, the first English receipt for making coffee. The receipt reads:

"To make the drink that is now much used, called coffee. The coffee berries are to be bought at any druggist's, about seven shillings the pound. Take what quantity you please, and over a charcoal fire, in an old frying pan, keep them always stirring until they become quite black, and when you crack one with your teeth that it is black within as it is without, yet if you exceed, then do not waste the Oyl; and if less, then will it not deliver its Oyl; and if you should continue fire till it be white, it will then make no coffee, but only give you its salt. Beat and force through a lawn sieve.

"Take clear water, and boil one-third of it away, and it is fit for use. Take one quart of this prepared water, put in it one ounce of your prepared coffee, and boil it gently one hour, and it is fit for your use; drink one-quarter of a pint as hot as you can sip it. It doth abate the fury and sharpness of the Acrimony, which is the gender of the Diseases called Chronical."

A gold medal for excellence of quality, and diploma for unique packing was awarded Batty & Co., Ltd., London, Eng., at the Southern Counties Grocery Exhibition recently held at Brighton, Eng.

WANT TO SELL OUT?

Try a condensed advertisement in THE CANADIAN GROCER. We only charge two cents per word each insertion, and we reach all the grocerymen in Canada. All orders for these advertisements MUST BE accompanied by remittance, and when replies are directed to our care, four cents must be added for use of box.

THE CANADIAN GROCER,
MONTREAL. TORONTO

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Insure Your Parcels

reaching your customers in good order by using our brown and manilla wrapping paper. It is a thoroughly dependable paper.

Made in Canada
by the
CANADA PAPER CO., Limited
TORONTO and MONTREAL

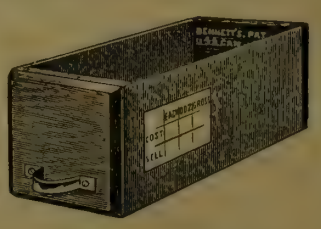
BERLIN BRUSH CO.

WATERLOO.
Manufacturers of
Fine Whisks, Brooms, and Brushes

We want your trade and if your name is not on our travellers, list, let us know and we will send our quotations or have a man call at earliest opportunity.

...THE...
Bennett Manufacturing Co.
(Successors to J. S. Bennett)
Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades.



556 Dundas Street, Toronto.
SEND FOR PRICE LISTS.

BROCK'S BIRD SEED.

Samples Free.

IS PERFECTION. SELLS WELL.

NICHOLSON & BROCK, TORONTO.

GUELPH Business College

The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.

MALCOLM MACCORMICK, B. A., Principal, GUELPH, ONT.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

Capstan Brand Baking Powder

is equal to any in the market. Try a sample case and be convinced of its high grade and quality.

ASK YOUR WHOLESALE GROCER FOR IT.

The

Capstan Manufacturing Co.

Toronto, Ontario, Canada.

COWAN'S

Perfection Cocoa (Maple Leaf Label) **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"

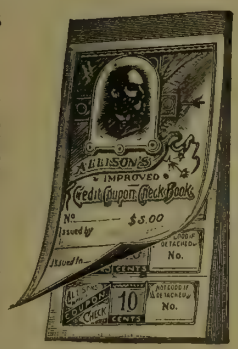
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Agents for the Canadian Salt Co., Windsor, Ont.

They Cost Less Than Nothing



Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you recieve a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,

Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

THE

PARKHILL BASKET CO.

Limited

..Manufacturers of..

The Asam Muhlenbach Patent Peach and Grape Baskets, Spruce Butter Boxes, Clothes and Market Baskets, One-quart Berry Baskets and Crates, Plant Boxes, Packing Boxes, and Egg Cases.

OWEN SOUND, ONT.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited

Montreal and Toronto

LAUNDRY BLUE

The best season for Laundry Blue is now commencing . . .

See that you have a good stock of . . .

KEEN'S OXFORD BLUE

The delight of the laundry

KEEN'S Oxford BLUE
KEEN'S Oxford BLUE
KEEN'S Oxford BLUE

Current Market Quotations for Proprietary Articles

July 16, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
½ doz.	2½-lb.	10 50
1 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 "	Per case
1 "	12 oz.	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

2e, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25

OCEAN MILLS.

	Per doz.
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Boeckh's Corn Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Bamboo Handles, A, 4 strings	$4 35
" " B, 4 "	3 95
Bamboo Handles C, 3 strings	3 70
" " D, 3 "	3 50
" " F, 3 "	3 20
" " G, 3 "	2 95
" I, 3 "	2 60

Biscuits.

CARR & CO., LIMITED

Frank Magor & Co., Agents.

Cafe Noir	$0 15
Ensign	0 12½
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
½ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb.
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.

Frank Magor & Co., Agents.	Per
Cocoa essence, 3-oz. packages	$1 65
Mexican Chocolate, ¼ and ½-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb tins	0 35½

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

Some Starches are Dear at any Price.

THE OLD AND RELIABLE

Benson's Corn Starch

Now is the time to push Starch	It's too hot to talk shop	Show Edwardsburgh Goods, THEIR QUALITY ALWAYS TALKS	is cheap at whatever the price.

The EDWARDSBURGH STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Cocoanut.

L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Dominion" brand, cases 4 doz. (48 lb. net)	5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.	Per lb.
In bulk—	
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.	
Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1 15
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO.	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS.	Per doz
Frank Magor & Co., Agents.	
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.	
Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

Licorice.

NATIONAL LICORICE CO.	
5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

RECKITT'S BLUE and BLACK LEAD {Always give your Customers Satisfaction

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
"Old Crow," 12-lb. boxes—		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	0 09

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

cement stoppers (pints)	per doz.	$ 2 30
Corked "	"	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

			Per case.
No. 1, cases, 60 1-lb. packages			$ 2 75
No. 2, " 120 ½-lb.	"		2 75
No. 3, " { 30 1-lb. / 60 ½-lb.	"	}	2 75

No. 5 Magic soda---cases 100---10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel...per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH.

Cases, 64 packages, 48's	5 00
½-Cases, 32 packages, 24's	2 50
Packages 10c. each.	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06½

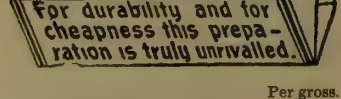
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb. / 30 1-lb.	}	0 35
" " 120 ½-lb.		0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes		$0 42½
" II 40-lb. boxes		0 40
" III 80-lb. "		0 37½
" IV 80-lb. "		0 34
" V 80-lb. "		0 30
" XXXX 80-lb. boxes		0 26
" XXXX 30-lb. "		0 27½
" XXX 80-lb. "		0 23½
" XXX 30-lb. "		0 24½
" XX 80-lb. "		0 20
" XX 30-lb. "		0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 30
Black Teas—"Nectar" in lead packets—		
Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb.		0 42½
" " - Maroon, 1-lb		0 50
" " —Maroon, 1-lb.		1 50
"Condor" Ceylon black tea in lead packets—		
Green Label, ¼s, ½s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases	retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 60 at 0 40
Black Teas "Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb.
No. 1, cases 50 lb.,	(50 ½-lb. packages. / 25 1-lb. "	$0 35 / 0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages. / 25 1-lb. "	0 29 / 0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages. / 25 1-lb. "	0 23 / 0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages / 25 1-lb. "	0 35 / 0 34
Green Ceylon, No. 2,	(50 ½-lb. packages / 25 1-lb. "	0 29 / 0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, ½ oz.	0 38
" Bobs, 5s. and 10s.	0 39
" " 11½ oz. bars, 5½s.	0 39
" Currency, 13½ oz. bars, 11s.	0 42
" " 6s. and 11's.	0 42
" Old Fox, narrow, 11s.	0 42
" Snowshoe, 1 lb. bars, sp'c'd 6s	0 46
" Pay Roll, 6s.	0 47
" Fair Play, 7s. and 12s.	0 48

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20
Special prices to buyers of large quantities.	

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Sld. Bk. Globe	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 00
" " 1	8 00
" " 2	7 00
" " 3	6 00
Pails, No. 1, 2 hoops	1 65
" " 3 "	1 80

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H. T. BAKER.

This Kind Of A Man

does not jump at conclusions—***he investigates !*** He is not "a penny wise and pound foolish," you can rest assured of that. He is not misled into buying new things said to be "just as good" as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in ***his*** store—nothing unsalable, because ***"Standard goods are best to handle."***

COX'S
Powdered Gelatine.

The new Gelatine is **new in form only.** It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities, **with this addition,** that it **dissolves instantly in warm water.**

The "Griffin" Brand
California Fruits.

There is but one grade of quality in the "Griffin" brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the "Griffin" brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's
Macaroni and Vermicelli..

The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes. It is not alone because only the very best quality of Russian Wheat is used but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

ARE YOU USING OUR

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

James Ewart

MANUFACTURER OF

High-Grade Delivery

WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 1188.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

MERCHANTS

Do you use Scales? Why do you use them? Do you not depend upon your Scales for the profit you make between buying and selling price?

The Toledo Automatic Springless Computing Scales will increase your profits, as they absolutely stop the necessity of giving down or over weight, and are absolutely the only fully legalized Scale that will make your bulk packages hold out weight.

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

BRITISH COLUMBIA SALMON.

Maple Leaf,
Lowe Inlet,
Golden Net,
Empress.

Four Perfect Brands.
To Profit and Please.

——The New Season packs are well to the front.

——To secure the best brands you must move quick.

——Up-to-date buyers are well a-head.

The British Columbia Packers' Association,

VANCOUVER, B. C.

A Peep into the Future

We cannot tell your fortune, but we can help you make it.

Our plan is very simple; you will be surprised at what a change a DAYTON MONEYWEIGHT SCALE, with the new invention, the Nearweight Detector, will make in your monthly profits.

One man tells us, "It pays the hire of my best clerk." Another says, "I had no idea of the loss."

We believe this system will do as much for you.

Now here's what we want you to do, spend one cent for a post card, address it to us, and ask for our 1903 Catalogue. Not much, is it This book will help you

Ask Dept M. for Catalogue.

Save three Pennies DO IT TO-DAY

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.

5 STRONG POINTS.

Wrapping Papers

CONSULT OUR TRAVELLERS OR WRITE US.

DOUGLAS & RATCLIFF

Paper Dealers,
TORONTO.

Best Materials Put Together By People Who Know How.

In a broom quality seems everything, but good, careful workmanship also counts. For nearly half a century we have made a study of "Broomology" with the pleasurable result that all progressive Canadian dealers handle, and all discerning Canadian purchasers ask for

Boeckh's Bamboo-Handled Brooms.

You, as the dealer, recognize that the key to wealth is right buying. We realized this fact years and years ago, since then our highest aim has been to please both dealer and consumer.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES,

Head Office: TORONTO. LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

JAPAN TEA

is a natural leaf, strictly **pure** and **wholesome.** The delicious flavor and full strength of **JAPAN TEA** is due to the beautiful climate and rich loamy soil of Japan. It's a tea producing country, and **knows how** to grow good Tea.

ALL GROCERS SELL

JAPAN TEA.

It's the popular fancy; in demand by all **classes** the world over.

Use Crystal Granulated Sugar.

It is an all-Canadian product and the quality is right.

The Wallaceburg Sugar Co.

LIMITED

WALLACEBURG, ONT.

Borden's

Brands of Condensed Milk and Evaporated Cream at Canadian Prices.

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application **Trade Orders Solicited**

SELLING AGENTS

City Dairy Co., Limited, Toronto **E. L. Clarke, Montreal** **D. Rattray & Son, Quebec**
Jos. E. Huxley, Winnipeg **The Baker, Leeson Co., Vancouver**

LIPTON'S TEAS

Have the largest sale in the world.
Direct from our own gardens.

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

WRITE TO THE AGENTS—

Laporte, Martin & Cie., - - - Montreal.

Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, - - TORONTO.

Buy only

CEYLON TEA

Black and Green

It's **certain** to please.

It will pay you to sell only **Ceylon.**

Ceylon Tea gives greatest value lb. for lb.

Ceylon Natural Green Tea

is absolutely top. No other tea can approach it.

HAVE YOU TRIED

"Montserrat"

Pure Lime FRUIT Juice

With Aerated Waters or Water, as a cooling and refreshing beverage at all seasons? If not, try it.

Obtainable from Grocers and Druggists.

"MONTSERRAT" is the best Lime Fruit Juice obtainable. Analysis in June, 1898, pronounces it 25 per cent. stronger than other juices, therefore better value for your money. The small bottle contains 40 drinks and is equivalent to 30 lemons and much more convenient. A quarter to half a wineglassful in a tumbler of cold water, sweetened to taste, is the most delightful, healthful and economical beverage. "MONTSERRAT" is made from CULTIVATED LIMES.

EVANS and SONS, Limited,

MONTREAL AND TORONTO.

"The drink that cheers."

LIME JUICE

LIME JUICE CORDIAL

RASPBERRY VINEGAR

These are some of the most hygienic and refreshing drinks in existence. Grocers should always be well stocked with these drinks.

The T. A. LYTLE COMPANY, Limited

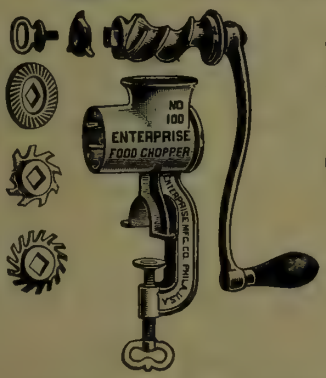
124-128 Richmond St. West, TORONTO.

ENTERPRISE on an article is a

Guarantee of QUALITY

ENTERPRISE

FOOD CHOPPERS



Four Knives with each Machine

No. 100, *chops 2 lbs. per minute*, $1.50
No. 300, *chops 3 lbs. per minute*, $2.25

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

Bone, Shell & Corn Mill

No. 750, $7.50

Meat Juice Extractor

No. 21, $2.50

Cherry Stoners

5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills

15 Sizes & Styles for Hand & Power, $1.25 to 300.00

No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

"Where did the Money come from?"

We don't know
We don't care

but we do know that we can give you the only

"Perfection Canister"

and it is the best
the world affords.

Write us about it.

THE DOMINION CANISTER CO.
LIMITED
DUNDAS, CANADA.

One Year's Advertising for $1.00

One hundred forceful, straight-from-the-shoulder ads. for grocers—copy for two ads. a week for a year—for one dollar.

"100 Good Ads. for a Grocery Store" is the title of a book of advertising suggestion for grocers, compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion in THE CANADIAN GROCER.

An interesting and instructive article treating with the grocers' advertising proposition is included, together with nearly 100 short, pithy sentences for ad. headlines, show cards, etc.

If you fully realized what a great big dollar's worth this book actually is, you'd hasten to secure a copy before they are all gone.

Sent post paid on receipt of the price—one dollar.

MacLEAN PUBLISHING CO.
Toronto.

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

STRETTON'S MUSHROOM KETCHUP—The best on the market.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

TOMATOES

Boyer's Extra Tomatoes
Hickory Packing Co. Tomatoes
Lakeport Tomatoes

New pack Lyn Valley Asparagus, New Pack Canadian Peas, THREE BRANDS

The F. J. CASTLE CO., Limited,
Wholesale Grocers, OTTAWA, CANADA.

TEA ROSE DRIPS

DON'T FOOL YOUR CUSTOMERS.

Give them the very best article in its respective line. TEA ROSE DRIPS is the best pure cane sugar syrup made. It will pay you to push it.

ROSE & LAFLAMME, Agents,
MONTREAL.

"Nonpareil Jellies."

A Fable.

A cochin-china hen once set for 24 hours on a white china door-knob without hatching as much as a keyhole. In great alarm she called in Dr. Shanghai, who felt her pulse, looked at her tongue and then advised her to get a setting of eggs. "I admire your persistence," he said, "but even persistence may be misplaced."

A whole lot of dealers are almost as persistent in the wrong direction as that hen. It's strange how some of them push poor jellies when they can sell NONPAREIL JELLIES.

ROSE & LAFLAMME, Agents,
MONTREAL.

Aurora Ceylon Japan

A new arrival just at hand to retail at **25 cents**—equal in liquor to a 50-cent tea—and handsome style. The best value you ever had a chance to buy.

Order a sample package. Satisfy yourself and your customers. You'll want more as sure as you live.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

Wood's Primrose Ceylon Tea

THE CORRECT THING FOR ICED TEA.

ALREADY WEIGHED. NEVER FOUND WANTING.

An old idea with a new application. We weigh the PRIMROSE TEAS for you. Every package is sealed air tight. There is no mistake. Our Trade Mark guarantees high quality and full weight. Our style of packing makes them the easiest to handle. WE HAVE A SYSTEM to help you introduce them so that permanent trade and profit will result. We wish to correspond with Grocers on this point.

THOMAS WOOD & CO., 428 St. Paul St., MONTREAL.

GROCERS' WHOLESALE CO. Limited — UNITY AND QUALITY — HAMILTON.

REGISTERED. Trade Mark.

SPECIAL VALUES . . .

COFFEE and SUGAR

DIRECT SHIPMENTS.

GROCERS' WHOLESALE COMPANY, Limited

HAMILTON.

Correspondence Solicited.

CANADA BROKERAGE CO., Limited

F. W. HUDSON, President.

W. F. MORLEY, Vice-President.

H. T. WILSON, Sec.-Treas.

Telephone Main 2282.
" Main 870.

48 WELLINGTON ST. EAST,

TORONTO.

General Agents and Wholesale Dealers in Fancy and Staple Groceries.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

House of Commons,
Ottawa, July 20, 1903.

IN an earlier issue we noted an endeavor on the part of the member for North Norfolk (Mr. John Charlton) to improve the existing election laws. Mr. Charlton is ever to be found on the side of morality, and whether he be engaged in "raising the age of consent," in what is known as "The Charlton Act," or one of its amendments, in assisting anti-cigarette legislation, in hastening the death of "The Commons Bar," now for some years defunct, or even as to-day, in an attempt to purify election contests, one thing is certain, the object of improvement is ever in his mind. He is, perhaps, better entitled to the old party name of "Reformer" than is any other man on the Liberal side of the House to-day, and one would never imagine in listening to his full voice, as he exercises it in the use of strong and telling Anglo-Saxon language, that he has passed the age of three score years and ten, by four.

* * *

To many of the purists throughout the length and breadth of the land, to whose immaculateness politics is "too dirty a game" in which to take a hand, the average public man appears as one who is not only willing, but even anxious, to evade the election law, and to promote the return of himself or his party by the means of bribery and corruption. Now if these gentlemen who stand afar off, with the pharasaical expression "I am holier than thou" stamped upon their faces, would only mingle in the fray, arraying themselves on the side of purity in the actual contest going on, an immense advantage to all would accrue. The average member of Parliament, for example, detests bribery as truly and as thoroughly as does the man who takes no part in politics whatever. He knows it to be the one thing which can, and often does, cost him the loss of his seat in spite of work well done, and public service of marked merit. There is no use closing our eyes to the fact that under manhood suffrage (for which so much was claimed and by which so little has been realized) there is in eighty per cent. of the constituencies, a purchasable vote of sufficient magnitude to turn the tide of the war. Parties in Canada are pretty evenly divided after all, in the various ridings, and the capture of one hundred corrupt votes, in a total of five thousand cast, is very likely to give the seat to the successful manipulator. Many things enter into a political contest which make it well nigh impossible for a candidate, however honest he may be in intention, to come through it absolutely without breach of the law, as to bribery, corruption, or undue influence.

* * *

A contest in a constituency is a great number of small skirmishes all over the field of battle. The riding is divided into a number of polling divisions, in each of which some few men stand out as rival leaders. Frequently then there is a trial of strength between these local giants. Bill Jones, who prides himself that he has never cast anything but a Grit vote in his life, has had a row over a line fence with Jim Smith who thanks Heaven that he and his father and grandfather before him have been true to the good old Tory cause. Personal animosity is added to political enthusiasm; the ward is about evenly divided between the parties. It is reported to Bill Jones by some cunning politician that Jim Smith has said that he intends at this election to show him just how little ice he cuts in old division 3, and, at the same time, some equally zealous party man on the other side, desiring to heighten the zeal of Jim Smith, tells him that Jones says that whatever influence he ever did have is reduced to the polling of his own and his hired man's vote. Then the struggle, heightened by the family pride of the women, begins, and Jim and Bill forget all about the election law in a wild endeavor to demonstrate to the expectant neighborhood how little the other fellow amounts to, and how big he himself looms in the public eye.

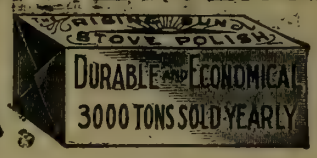
Take another case. A man has made up his mind that a public office is the thing for him. He knows that to procure the necessary sanction of his party he must show good work done in his particular locality. By "good" work is meant a big vote, not "good" in the sense of election morality, by any means, and once more sinster influences are set at work to produce the desired result. Thus it happens that a candidate who has been elected, as he thinks, in a fairly pure election, learns to his horror that an election petition has been filed against his return, and that he had better throw up the sponge after all his hard work, as the case will surely go against him anyway, and disastrously large costs will be added if he fights it through.

On the other hand, let us suppose that the candidate, not too squeamish himself, has the abiding fear, constantly fanned by his over-anxious friends, that his opponent is out with the stuff, as it is elegantly expressed. He heaves a big sigh, thinks of the depletion of his meagre treasury, and ends by saying, "Well boys, I'm out to win, and if the other chap is after the loose fish, why go ahead and see that we get our share." No, it will not stand analysis, the man who has the most to gain by the absolute and complete banishment of bribery is the candidate himself, and if anyone would invent a process by which it could indeed be done away with, he would have something for which members, irrespective of party, would throw up both hands.

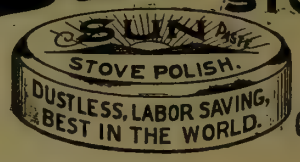
* * *

It is curious to note that in some places electors are quite honest in the selling of their franchise, regarding it as a chattel of which they have every right to dispose, but which once sold must be delivered as surely as a bag of flour or a brace of chickens. A member of the present House tells a story of a man who called at his house after an election contest and throwing a ten dollar bill on his desk said, "That is yours, sir." The member did not even know him, and remarked that he thought that there must be some mistake, as he did not know of any debt between them. The stranger replied, "One of your friends gave me that to vote for you, but on election day I was sick and could not get out, so I have no right at all to it." It is strange indeed how little stringent election laws have done to check the evil. The fact seems to be that the average man does not look upon the taking or giving of money at election time as a sin, but merely as a risk, which party loyalty, devotion to a friend, or even one of the ulterior objects above mentioned, in large measure justifies or even glorifies. Men who are most estimable citizens, regular church members, and

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



and SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

strictly honest business operators will, under the excitement of an election contest, do things which, if proved in court, would mean imprisonment and disgrace which it would take years to live down, and which could never be utterly effaced.

* * *

And so we say, "Good luck, John Charlton and the eight who are laboring with you on the purity committee, as it has been nick-named in this land of nicknames. May you and your friends discover paragraphs, clauses, and sub-sections that will not only threaten dire and dreadful things, but which will, in the working out thereof, be such a real terror to evil-doers that this disgrace will be wiped off the face of our land." Yes indeed, we wish you well, but with past experience of similar effort, and with knowledge of present conditions, we wish rather than hope.

* * *

By the time this appears in print the dailies will have succeeded in pretty well exhausting the interest aroused by the resignation of the Hon. A. G. Blair, and it is no part of our purpose to give a synopsis of his reasons for going out, or of the reasons of the Prime Minister for allowing him to do so. On the other hand, it is impossible to write of the doings of the week without reference to this, the most dramatic occurrence, not of the seven days, but probably since the Liberals have come back to power.

In the case of Mr. Tarte, the retirement took place long before the session began, and when the time arrived for ministerial explanation the whole thing had, to a large extent, been discounted, and only a rather languid interest was aroused. Not so with Mr. Blair, he had just completed the passage of his Railway Committee Bill, a stupendous piece of work, and from his labors, he had undoubtedly emerged with a great reputation still further enhanced. Let unfriendly comment now or later take what form it will, the fact remains that Andrew G. Blair is not only great in his province of New Brunswick, but great in all Canada, one of the foremost men in Canadian public life to-day.

* * *

The issue between him and his late colleagues is clear-cut, it lies in the Government policy with regard to the building of the transcontinental railroad. On one point all are agreed; another trunk line is necessary. But with the manner of the building, and the conditions in general surrounding it, the difference begins. Mr. Blair states that so great is his conviction as to the unsoundness of the Government proposals, that he could not honorably swallow his own opinions in deference to those of his colleagues. If a man has even a strong suspicion that a certain line of policy is inadvisable, he may, in good conscience, bow to the opinion of a number of strong colleagues in whose judgment he has confidence, but when that suspicion becomes conviction there is but one thing for an honorable man to do, and that is what Mr. Blair has done, to resign. With the question of who is right, and who is wrong, we shall not attempt to deal. That will be under discussion for months to come in every paper great and small in Canada, and it will no doubt be the paramount issue, too, in the general election, be that interesting event far or near. But even his opponents must admit that Mr. Blair is not only justified, but even to be praised for having done what other great men before him—the Hon. William Gladstone among others—have done, resigned for the sake of his convictions.

Never in years have the galleries been so crowded as when the Premier arose to make his explanation of the rupture between himself and his late colleague. Peculiar sympathy was felt for Sir Wilfrid because of his state of health. While infinitely better than at the beginning of the session he is still not robust, and it was felt that an incident so painful as this must necessarily be, could not but tell upon him. Mr. Blair himself referred to this aspect of the case in a way at once courteous and sympathetic. The Premier, however, seemed less affected than did his ex-minister, and carried off the strain of the occasion in a way which delighted his loyal supporters.

Throughout the proceedings were marked by a dignity that did credit to a House of Commons that, young as it is, is not without great traditions, and, as the members, after the sitting, broke up into little animated groups, discussing the events of the afternoon, the opinion was unanimous that, however painful the incident, the pain was minimized by the excellent way in which the main participants, Sir Wilfrid, Mr. Blair, and Mr. Borden, had borne themselves.

One little incident did somewhat mar the general effect. The way in which the irrepressible Mr. Tarte, and that adjective we fancy, will qualify him to the day of his death, injected his personal grievances into the debate. He took occasion to present himself with a few fine bouquets, to disclose some Cabinet secrets, and to take a shy at several of his late colleagues, quoting from The Toronto News an article far from complimentary to Mr. Blair and himself, responsibility for which he tried in a fishing expedition to fix on some one or more of the members of the Cabinet, but without success.

AUSTRALIAN CUSTOMS REGULATIONS.

U. S. Consul-General J. P. Bray writes from Melbourne that the following order has been issued by the Australian Comptroller of Customs:

In view of the number of cases which have occurred in which advertising matter is discovered in packages, though no mention of it is made in the invoice, the acting minister directs that action be taken in regard to all advertising matter not shown in invoices and the goods forfeited by the department. Importers should be careful to see that all advertising matter is shown in the invoice.

The forfeiture applies to the advertising matter in the packet only. Canadian exporters should note this.

Vinegars--"Take your choice."

Barrels and halves of all grades of IMPERIAL including our **Golden Pickling.** English Malt in half barrels. Ballman's French White Wine in demijohns. C. & B. Malt and Tarragon in bottles, also Dandicolle & Gaudin French and Tarragon in fancy bottles.

LUCAS, STEELE & BRISTOL,
HAMILTON.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Do You Sell Package Tea ?

SOCIAL TEA is to-day equal to any package tea on the market. You give your customers the best value—we give them handsome premiums. No tea holds trade like Social.

It will pay you to sell . . .

Social Tea, Social Coffee, Social Cocoa,
Social Breakfast Foods.

SOCIAL ENGLISH BREAKFAST 40c. TEA is the best value in Canada. ORDER NOW.

SOCIAL TEA CO., TORONTO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

BROOMS FOR THE MILLIONS

We manufacture from only the best Illinois corn.

NO DYE **NO COLORING**

Our corn requires none of this.

Brooms for the home **Brooms for the church**
Brooms for the warehouse
Brooms for the factory **Brooms for the mine**

Each Broom examined when bunched. Any culls discarded.
Prices low and profitable to the grocer.

JAMES TURNER & CO., Wholesale Grocers, Hamilton.

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt Shippers } *49 Front Street E.,* **TORONTO**

OUR JARS AND LABELS ARE BEING IMITATED.

KEEP THEM IN A COOL PLACE

A COMBINATION WHICH CANNOT BE BEATEN IS **MACLAREN'S IMPERIAL** AND **ROQUEFORT CHEESE.** THEY HAVE REACHED THE HIGHEST POINT IN PUBLIC FAVOR, AS WILL THE GROCER WHO HANDLES THEM.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED, MANUFACTURERS AND AGENTS, TORONTO.

"STICK TO YOUR LAST."

Editor CANADIAN GROCER:

The condition of the grocery trade in Canada to-day can best be described as "topsy-turvey." The editorial in your issue of July 10 is opportune, and the note of warning should be heeded by those eager to rush headlong into another man's business. I remember seeing somewhere a picture of men fishing from two banks of a stream and each casting into the opposite water; it would aptly illustrate the attitude of certain grocery firms who are reaching across to the other man's preserves and neglecting their own possibilities. The jobber is striving to become a manufacturer, also a broker, and possibly eventually a retailer; the retailer, by co-operating, becomes his own jobber; the broker turns wholesaler, and the tendency of the manufacturer is to deal direct instead of distributing through the jobber as formerly. The consequence is that business is all disjointed, each man striving to work a branch of business that he does not thoroughly understand, and necessarily cannot perform to the best advantage. Each branch is a special business of itself, and is a necessary component part of the distributive machinery. The man who strives to be a Jack-of-all-trades is seldom master of any. Specialization is a necessity to good service, and must eventually prevail. Let the cobbler stick to his last.

"COBBLER."

Hamilton, July 15, 1903.

SUGAR FACTORY PROPOSED.

A Michigan man, who is alleged to have money, is desirous of starting a beet-sugar factory in Western Ontario. He is in communication with Galt and is inquiring for information as to the prospects for a free site, exemption from taxation and local stock subscriptions.

BEET SUGAR PLANT FOR PETERBORO.

A HANDSOME factory is being put up in Peterboro, by the Peterboro Sugar Co., Limited, for the purpose of manufacturing beet sugar on a large scale. The main building, the foundations of which are now in, will be a substantial structure, of architectural beauty, possessing the latest and best economic features of a beet sugar factory. It will measure, in all, 340 feet long by 110 feet wide. The foundations and walls throughout will be of concrete. The running capacity of the factory is roughly estimated at about 550 tons of beets per day. This year the company intends to handle only some 50 tons daily, but by next year it will take care of 75,000 tons or more. Canada has now only four factories in operation. All of these are in Western Ontario, and as statistics go to show that it will require thirty factories, each of a 550 ton capacity, to supply the demands of Canada's sugar eaters, we can easily stand a few more enterprises such as The Peterboro Sugar Co., Limited.

THE CANADIAN BROOM CO., LTD.

The Canadian Broom Company is one of the latest industries to be established at the Capital. The company secured a charter some six weeks ago and is now in full operation. Their factory, shipping room and offices are located at 400 Wellington street, Ottawa. The factory is fitted up with the latest and most modern machinery, and none but skilled labor is employed in the manufacture of their product. The quality of the goods manufactured is pronounced by good judges to be unexcelled, and their goods meet a ready sale in all quarters. The company have contracted in advance for one year's supply of material and secured most favorable terms, thereby ensuring a uniform price to customers. A staff of travellers are now on the road taking orders and are meeting with success right along the line. The management of the factory is in the hands of a man who understands every detail of the business and the prospects of success are considered very rosy. The company believe in the efficacy of advertising and their advertisement will appear in each issue of THE CANADIAN GROCER, hereafter, where it may be consulted with profit by those interested in the sale of brooms, whisks, brushes, etc.

DOMINION FISH CO.

The Owen Sound Times is authority for the statement that The Dominion Fish Co. will make Owen Sound their headquarters hereafter instead of Wiarton. The reason given for the change is the convenience for shipping.

HOW OLIVE OIL IS ADULTERATED.

Marseilles is the great market for olive oil. Yet how little of so-called olive oil is genuine is proved by the fact that last year that town imported 2,900 tons of cotton-seed oil and 107,000 cwt. of peanuts. The latter yield an oil resembling that from olives.

HOP PRODUCTS EXCLUDED FROM AUSTRALIA.

Word has been received from U. S. Consul-General J. P. Bray, Melbourne, Australia, that an order-in-council had been issued in pursuance of the Customs Act, placing among articles, the importation of which into the commonwealth is forbidden, hop aromas, hop oil, hop extracts, hop flavors and hop bouquets, whether simple or compounded in any manner with other material used in any brewing process or for addition to beer.

"UPTON'S"

Jams and Jellies.

YOUR CUSTOMERS WILL NOT LET YOU FORGET THE NAME, IT BEING A HOUSEHOLD WORD WITH THE BEST PEOPLE OF THE LAND.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

Arriving

Next Week

New Season's

CHOICEST

"MAY PICKINGS"

JAPAN

TEAS

Half-Chests and Caddies.

The DAVIDSON & HAY, Limited

Wholesale Grocers and Importers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Cause of Inferior Cheese.

AT the meeting of the Brockville Cheese Board a week ago yesterday an interesting discussion arose over the complaints recently heard as to the inferior quality of the cheese being shipped this year. The trouble was being ascribed to the poor nature of the box when Inspector Publow arrived on the scene.

The latter was called to the platform, and said that 90 per cent. of the present bad condition of cheese was due to the quality of milk brought to the factory by farmers. The patrons of factories should clean up the whey tanks and factories, as under the conditions as they are to-day, no instructor could have the finest cheese. If the factorymen would keep the whey tanks and factories clean and the farmers look after the proper cleansing of the milk cans, the result in the quality of the milk and cheese would be surprising. The whey tanks should be cleaned at least once a week, and if not, there would be symptoms of it in the cheese. Mr. Publow also stated that he had been through the eastern part of the province during the last three weeks, and during all his visits never saw a cheese that he would call fine. They compared favorably with other cheese throughout the country, but they were not the fancy article that was turned out a few years ago. The instructors might just as well be taken off the road as ask them to turn out fine cheese under the conditions. Some of them, he was free to admit, were not first-class men, and would either have to improve or else give way to better men. The farmers were the ones to demand that the cheese was the very best, as the article turned out was theirs, and one of the biggest profits in their business. The buyers were also to blame for accepting the cheese and reporting them to Montreal as O.K. If they demanded the standard set for fine cheese they would be justified in not accepting a box at present.

Analysis of Canned Meats.

A BULLETIN has just been issued by the Inland Revenue Department giving the results of the analysis of 99 samples of canned meats purchased between April 11 and May 8 from various vendors throughout the Dominion. Of the 99 samples examined, the meat in two samples was quite spoiled, in three others it was slightly spoiled, and the remaining 94 were in good condition. One of the slightly-spoiled samples contained boric acid. With this exception, all samples containing preservatives were found to be in good condition. The only preservative discovered was boric acid, which was found in 21 samples, representing the products of three Canadian firms and one American firm. In no case did the quantity of boric acid found exceed the limit fixed by the British Parliamentary Commission, viz., .05 per cent., and in most cases it fell markedly below that amount.

The Parry Sound Dairy Co.

The Parry Sound Dairy Company, Limited, Powassan, Ont., has been incorporated with a share capital of $5,000, divided into shares of $100 each, to manufacture and sell butter and cheese. The provisional directors are J. J. Durrell, John Hogan and Owen Gough, all of the township of Himsworth, Parry Sound.

Precarious State of German Dairy Industry.

Cheese-making in Germany is principally carried on in the Allgau, a district in the southern part of the Bavarian provinces of Schwaben and Neuberg. From the report of a meeting held by the Allgau cheese makers recently we gather that their industry is at present in a very critical condition, due in some measure to the increasingly keen competition of Dutch cheese in Rhineland, Westphalia, Berlin, etc., but chiefly to the high prices of milk brought about by the establishment of two branch factories by two leading makers of Swiss condensed milk in the best parts of that Bavarian Cheshire. It was unanimously resolved at the meeting that owing to the heavy losses suffered by the Bavarian cheese industry last winter, and the unfavorable prospects of the near future, they would be compelled to demand of the milk purveyors a reduction of 15 to 20 marks per 1,000 liters on their coming Summer quotations, otherwise cheese-making in the district would have to be carried on with considerable loss.

New Slaughtering Method.

The Butchers' Advocate says that the Belgian Society for the Protection of Animals has lately been discussing the best methods of killing animals, and has at last hit on a system which it is now urging the communal authorities at Brussels to adopt in their abattoirs. The killing apparatus devised by the society takes the form of a mask, in the centre of which is a cartridge charged with an explosive. It is claimed for this method that the cartridge can be made to explode very simply, and that when it does explode a tubular spike is at once driven into the brain of the beast, causing instantaneous death. Trials with the new slaughtering method have already taken place in the abattoirs at Careghem.

Canadian Chickens in London.

The London Canadian Gazette says that Canadian poultry is now capturing the best trade in fashionable London suburbs, the specially bred Canadian chickens having a great demand and retailing from $1.75 to $2 per couple. Their highly-finished appearance and flavor has demolished all prejudice on the score of "foreign" produce.

London Prices Current.

The Thomas Nesbitt & Co.'s Prices Current of Irish and Foreign Provisions, London, July 6th, just at hand, makes the following general comments :

Business generally dull.

Butter—Trade slow at reduced prices.

Bacon—Market demoralized. Heavy arrivals of continental and a slow trade has upset prices, and clearances can only be made at low and irregular rates. Irish and Canadian dull.

Hams in fair demand.

Lard—Bladders quiet ; pails, etc., very slow.

Eggs—Market fairly steady at quotations.

Cheese—Market quiet.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We are now prepared to supply to the trade, carefully packed, Beef and Pork products.

Canned Goods,
Barreled Pork,
Barreled Beef,
Smoked Meats,
Hams, Bacon,
Lard, etc., etc.

We also handle Butter, Eggs, Cheese and all kinds of farm produce.

Our "Beech-Nut" Hams and Bacon are delicious.

SEND FOR PRICE LISTS.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

SHOULDERS

Some of our customers have never bought these, others have done so for years. They are sugar cured, just the same as Hams, and at much lower price. At this time of the year they fill the want for a good line of Smoked Meat at a low price. Let us send you a sample order.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED

PORK PACKERS,

TORONTO, ONT.

The Best

wrapping is the kind to use. Poor quality papers mean loss and dissatisfaction. Our brown and manilla wrapping papers are strong and durable.

MADE IN CANADA

BY THE

Canada Paper Co., Limited

TORONTO and MONTREAL.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

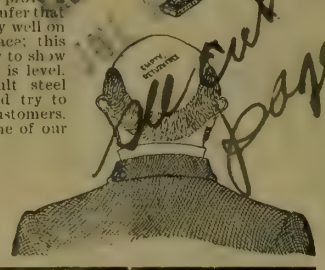
C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St. **Montreal, Can.**

Write for Illustrated Catalogue.

We do not mean to insinuate that you are bald headed, but if you are and wish to advertise the fact, our air cushion rubber stamps will prove a luxury; you will infer that they print equally well on any uneven surface; this will go a long way to show that your head is level. We invite difficult steel stamp work, and try to please our customers. Have you got one of our catalogues?



Hamilton Stamp & Stencil Works,

Hamilton, Ont.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

THE PROVISION MARKETS.

TORONTO.

Smoked meats are still meeting with a very satisfactory demand, and lard, though easier, maintains prices of last quotations. There has been a gradual contraction in the values of dressed hogs. We quote:

Long clear bacon, per lb	$ 0 10	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11½	0 12
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 10½	0 11
Backs, per lb	0 14½	0 15
Heavy mess pork, per bbl	21 00	21 25
Short cut, per bbl	22 00	22 50
Shoulder mess pork, per bbl	18 00	19 00
Lard, tierces, per lb	0 9½	0 09¾
" tubs "	0 09¾	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 08½	0 09½
Dressed hogs, light weights, per 100 lb	7 50	7 75
" heavy "	7 25	7 50
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcases	6 00	7 25
" medium	5 50	6 50
" common	5 00	5 50
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

ST. JOHN, N.B.

What is most unusual is that clear pork is offered well below mess. The quality, however, shows a wide range. Sales are light and market very weak. Beef, while not weak, tends easier. In lard, the market is still very dull; pure lard is rather lower; in refined, prices have been steady, with a fair sale. Of fresh beef there is a good supply; while domestic was rather easier, Western beef was unchanged. Mutton is low and in limited sale. Lamb improves in quality; the sale is large at quite full figures. Veal is still offered; there is a wide range in price. Pork is little seen. We quote:

Mess pork, per bbl	$21 00 $22 00
Clear pork "	19 00 22 00
Plate beef "	13 50 15 00
Mess beef "	12 00 13 00
Domestic beef, per lb	0 06 0 07
Western beef "	0 08 0 09
Mutton "	0 05 0 06
Veal "	0 07 0 09
Lamb "	0 09 0 10
Pork "	0 07 0 08
Hams "	0 14 0 15
Short rolls "	0 12 0 13
Lard, pure, tubs "	0 10¾ 0 11
" " pails "	0 11 0 11½
" compound, tubs, per lb	0 09 0 09½
" " pails "	.... 0 09½
" Fairbank's refined, tubs, per lb	0 09¾ 0 10
" " " pails "	0 10 0 10¼

DAIRY PRODUCE.

TORONTO.

BUTTER.—There has been no change in butter quotations since last week's writing, although stocks have continued to accumulate and there is no relief to the situation in England. Russian butter still floods the market and even enquiries are stilled. The quality of butter marketed is good but dealers still complain of the shape in which it is marketed. Cheap imitation parchment paper is one thing complained of. Another is the large amount that is forwarded in tin buckets. These cannot be shipped, and rust when stored. Tubs, or first-class prints are preferred. We quote:

	Per lb.	
Creamery prints	0 18	0 19
" solids, fresh	0 17	0 18
Dairy rolls, large	....	....
" prints	0 15	0 16
" in tubs	0 14	0 15
Under qualities	0 12	0 13

CHEESE.—Values are reported easier since last week but no break in quotations has been learned of. The situation can only be described as dull with no dawn apparent. The quality is generally reported not to be up to last year's make. One dealer told "The Grocer" that so far as he could see the quality deteriorated with the age of the factory. We quote:

	Per lb.	
Cheese, large, new	0 10	0 10½
" twins, new	0 10¼	0 10½

MONTREAL.

BUTTER.—Market is reported better this week, there being some little more inquiry for export, 18¼ to 18⅜c. being freely paid on the wharf here yesterday for choice lots. Cowansville, on Saturday, 18½ to 18⅝c. was the ruling price. We quote the local market as follows: Finest creamery, prints, 19¼ to 20c.; ditto, boxes and tubs, 19 to 19½c. Finest dairy, tubs, 16 to 17c.

CHEESE.—Market is unchanged from last week's quotation, the buying price in the country remaining the same. The traders would like to hope for lower prices but they do not seem to be able to be gratified, all the exporters being free buyers. Outside boards in Ontario ruled 9½ to 9⅝c., and Quebec cheese on the wharf sold for 9¼ to 9⅜c. English market is quiet and feeling the effects of the high-priced cheese which are now arriving. The local market price is 10½c.

ST. JOHN, N.B.

BUTTER.—The market is dull and prices low; quality offered is good. This is the season of supply. Receipts are not in quantities but are scattered, and retailers and consumers receive many direct shipments.

EGGS.—The price is rather firmer. Local stocks would not supply the market and when dealers went outside they found they had to pay higher prices.

CHEESE.—There are quite free offerings. Prices have gone off rather quicker than was expected. There is no local demand for other than twin. Shipments to England at ruling prices keep market quite well cleaned up. Quotations are:

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 16	0 18
Eggs, new laid, per doz	0 16	0 18
" case stock, per doz	0 14	0 15
Cheese, per lb	0 10	0 11

LONDON CHEESE BOARD.

Twelve factories boarded at the London Cheese Market on Saturday afternoon last. The offerings were as follows:

	Boxes.
Strathroy	145
Chatham Gore	60
Campden	60
Maple Grove	115
Ridge Tree	165
Ballymote	135
Blanshard	170
Devizes	115
Kintore	170
Belmont and Westminster	400
North Street	100
Mapleton	200
Total	1,835

The bids were 9¼, 9½, 9 7-16 and 9⅝c. Chatham Gore sold at 9¼c., Campden at 9¼c., Maple Grove at 9½c., Kintore at 9½c. and Mapleton at 9⅝c.

Provision Notes.

Jas. Legault & Cie, butchers, St. Henri, have been registered.

Tully Bros. & Co., creamery, Reaburn, N.W.T., have dissolved partnership.

The Paisley Pork Packing Co., Paisley, Ont., have assigned to Hector Cowan; meeting of the creditors was held on July 24.

A carload of live hogs was purchased in London Monday by Mr. McIntyre at $5.30 per cwt. Prices, in sympathy with other centres, are expected to go higher.

The New Zealand Government has appointed two experts, one Canadian and the other Danish, at a salary of $2,000 per annum with provision for residence, to develop her export dairy trade.

PURE CREAM TARTAR

Gillett's

Positively and absolutely the **purest**

CREAM TARTAR on the market.

Put up in

¼ lb. Paper Pkgs., ½-lb. Cans, 10-lb. Boxes.
½-lb. " " 1-lb. " 25-lb. Pails.
1-lb. " " 5-lb. " 100-lb. Kegs.
360-lb. Barrels.

Order from your jobber.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

When you have any

BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

LARD

There is one word sadly misinterpreted, that word is "substitute." Because an article is a substitute it is not necessarily inferior. The electric light is a substitute for the candle and the modern flour for the product of the windmill. Our **"Boar's Head"** brand of **Refined Lard Compound** is a substitute for hog lard, and is an improvement on any other frying and shortening medium. Grocers totally unable to sell other brands of Compound with any satisfaction, find that **Fairbank's "Boar's Head"** brand takes the place of every other lard with their customers; then, too, the price is about 2c. less per lb. than hog fat.

Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs - -	60 lbs.	" " - -	5 lbs.
Pails, wood	20 lbs.	" " -	3 lbs.
" tin -	20 lbs.		

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

COFFEE AND SPICES

Increase Your Coffee Sales.

IT has been said, with some suspicion of truth, that the chief difference between Canada and the United States is that you can't get a decent cup of coffee on this side of the line, nor decent tea on the other. What is the cause of this state of affairs? Anyone who has travelled at all knows the wretched concoction that passes for coffee at most Canadian hotels and lunch counters, while at even the most unpretentious house of entertainment across the line one is reasonably sure of a good cup of coffee. Coffee is very much like the little girl with the curl right down her forehead, "When it is good it is very good, and when it is bad it is horrid." Very little coffee, comparatively speaking, is used in Canada. Whether our bad coffee is due to the small amount we use, or use so little because it is so bad, is a conundrum. The answer very probably lies in the coffee pot. Very few people know how to manipulate it, and the best coffee is often made to yield indifferent results.

In any event this is a line which has not been pushed by the grocery trade, and which has large possibilities. There are few grocers who could not, by a little judiciously exercised energy, double their coffee sales. A reputation for first-class coffee is of the very greatest value to a house, not only for the increased trade in that line alone, but for additional custom such a reputation would attract.

To gain such a reputation two things are requisite. First, only really good coffee must be offered for sale. Secondly, care must be taken that the coffee supplied to customers is properly made after it passes into their hands. This is a more delicate matter. It will never do to tell the housewife, or even the cook, that she does not know how to make coffee. She will resent it, the more so the nearer it comes to the truth.

An excellent means of coming at this, however, is to have printed on gummed slips minute directions for making the coffee. Advertise your directions with your coffee, explain them to the customer in selling the goods and see that no package of coffee leaves the store which is not accompanied by explicit directions for making a first-class drink.

Every woman is imbued with a desire to try all new receipts that come to her hand, and the chances are she will try yours on the coffee. The result will be gratifying all round. You have won a steady coffee customer and a persistent advertiser of your line. No woman who gets a good thing is selfish enough to keep it to herself. Your best advertiser is a pleased woman.

There is great virtue in specializing, and no more attractive line on which to specialize exists than coffee. It may mean a considerably increased amount of attention and no little persistence, but the attention will pay and the persistence, if intelligently directed, will be amply productive.

Exports From the Straits.

The following are the exports from Singapore and Penang during the first half of July, 1903 :

	To U. S. Tons.	To Gt. Brit. Tons.	To Cont. Tons.
Gambier	500	200	1700
Black pepper	175	20	50
Nutmegs	5	....	....
Tapioca	40	600	450

Total exports since January 1 :

	To United States.			To Great Britain.		
	1903.	1902.	1901.	1903	1902.	1901.
Gambier	9,080	7,900	7,420	4,830	5,490	7,295
Black pepper	2,465	2,050	3,510	1,275	1,750	1,080
Nutmegs	2 3	222	274	....	....	....
Tapioca	4,120	6,235	4,720	6,690	8 320	6,280

	To Continent		
	1903.	1902.	1901.
Gambier	3,240	2,580	3,380
Black pepper	2,220	2,960	1,595
Tapioca	4,800	3,330	4,9:0

Rio's Coffee Output.

Next to Santos, Rio Janeiro is the greatest coffee port of the world. Millions of bags are shipped from that city every year, and the chief business of Brazil's vast coffee crop is done there. Rio Janeiro lives upon coffee. The big coffee factories are interesting places. Some of them are as full of machinery as a Minneapolis flour mill. One walks under a network of moving belts through air mixed with coffee dust, and goes through room after room filled with machines for dressing the berries to suit the different tastes of the world. Each market seems to have its particular desires. The Germans, for instance, demand that the husks be on the beans when they arrive in Hamburg. The Germans prefer to do the shelling themselves.

Other countries want their coffee polished. It is shined up as you shine silver, being brushed by the most delicate machines, which do not injure the grain. The coffee which goes to Canada and the United States is sold just as it comes from the plantation, there being no demand here for polished coffee or for any other than that natural in color.

About Cinnamon.

In the early part of the last century, says Planting Opinion, and down to about 1840, the first quality of cinnamon commanded as much as eight shillings ($2) a pound, second sorts selling for six shillings (1.50). Until 1833 the cultivation and trade in Ceylon cinnamon remained vested solely in the Government, who maintained a large and costly establishment under highly-paid European supervision for the proper care of the fine plantations which yielded the eight thousand bales which then formed the total export of the spice. In the year above-named the monopoly was abandoned and the Government sold off their large stocks of the spice as well as their gardens, which have since been cultivated by private individuals. Larger crops and competition with inferior spice from the Malabar coast and China (where an inferior quality of cassia bark is exported to the extent of eleven million pounds) have gradually lowered the value in the home markets, and the best Ceylon cinnamon is now selling at a little more than a shilling (25c) a pound, so that only very well cultivated and carefully managed properties yield an income to the proprietors. Spain is a large consumer of cinnamon for use as incense, for flavoring drinks, and for making chocolate creams. An inferior description of this spice is shipped under the name of "chips," being the cuttings from imperfectly-grown cinnamon branches.

The Pepper Tree.

The pepper tree is a member of the anacaid family, known botanically as schinus molle, or mulli, the latter representing, it is said, the Peruvian name of the plant. It is a small tree with unqually primate leaves, the segments being linear, entire or finely saw toothed, one of the terminals being longer than the rest, and all filled with a volatile oil stored in large cells, which are visible to the naked eye and appear like holes when the leaf is held up to the light. When the leaves are thrown upon the surface of water the resinous or oily fluid escapes with such force as to violently agitate them.

The flowers are small and whitish, and are arranged in terminal clusters. They are polygamus, with fine sepals, five petals and ten stamens.

The style is simple, being three cleft. The fruit is a small, globose, pea-like drupe, with a horny kernel enclosing a single kernel.

"THE NAME 'IMPERIAL' IS REGISTERED."

TEMPTATION

You all know what a heap of trouble poor Eve got into on account of a little apple, when she fell a victim to the temptor's wiles. It was hard luck, but she went into it with her eyes open. They opened wider afterwards when she saw the mistake she had made. ***Eve lacked experience.***

Since Mother Eve made such a bad beginning, the temptor, in various forms, has been continually getting in his fine work on the human family.

For instance, you may be worried and tempted to buy Vinegar—perhaps not a day passes that you are not asked to buy some kind or other—***with all the absolute guarantees attached thereto that the would-be seller can think of.*** He ***may even*** say, ***"It's just as good as 'Imperial.'"*** That's saying a good deal.

EXPERIENCE IS A GREAT TEACHER. This holds equally good in the manufacture of Vinegar. When we began making "Imperial" White Wine, we engaged the best known expert in this line in Canada—installed the most modern and tried machinery—and made QUALITY our watchword from the start. ***That quality has made a reputation for "Imperial," and got for us the exclusive business of many of the leading pickle and sauce manufacturers in Canada.***

No risk in handling Vinegar that carries the highest endorsation of the best pickle men in the country.

"Imperial" is clear and sparkling, pleasant flavored, full Government strength, and (mark this) ***fully matured in wood before leaving our factory. To bring out the fine quality in Vinegar it must be properly matured.***

DON'T BELIEVE A WORD THAT WE SAY till you've proven its truth, by comparing "IMPERIAL," with other Vinegars. Retailers who originally handled about five barrels of Vinegar a year—just ordinary Vinegar—now sell 20 packages of "Imperial" in the same time.

One Quality, 5 Strengths, **18 to 32 Cents.**

Sold by First-Class Wholesale Grocers.

MONTREAL RETAIL GROCERS' ANNU L PICNIC.

WEDNESDAY, July 15th, was a red-letter day in the annals of the Retail Grocers' Association of Montreal. It was a day looked forward to by its members with anticipations of pleasure, and great preparations had been made by the Executive Committee to ensure a happy outing for all; that everybody was pleased at the close of the day's festivities goes without saying, or, as our French Canadians express it, "ce va sans dire."

The day opened dark and lowering; indications of rain, however, do not prevent the grocers from enjoying themselves, and when the special train at Bonaventure station pulled out at 9.30, it had on board about 800 grocers and their friends. The place selected for this year's outing was Ste. Hyacinthe, and when the train reached there at 11 o'clock, the excursionists were met at the depot by Mayor St. Jacques and a brass band. After a hearty welcome had been extended to the visitors by the Mayor, a start was made for the picnic grounds near the race-course. Here a large tent had been erected where luncheon was served at 2 o'clock. President Turner presided, and after partaking of a hearty luncheon and the toast of "The King" had been duly honored, short speeches were delivered by prominent wholesale and retail grocers, and merchants of Montreal and Ste. Hyacinthe. The following gentlemen addressed their fellow-grocers, both in English and French:

Ald. Turner, J. Roberston, V. P. St. Pierre, Ald. N. Lapointe, A. Ethier, M. Trepanier, P. O'Brien, M. Levesque, Ald. Vallieres, N. Chartrand, J. B. St. Pierre, J. G. Trahan, C. Brodeur, H. Raymond and J. P. Dixon. Madame Chartrand was presented with a bouquet of flowers by Ald. Vallieres on behalf of the members of the association.

In the afternoon the chief interest centred around the baseball match and the prize waltz, the former being won by the west end grocery clerks from the north end grocery clerks by a score of 8 to 2.

Following are the winners in the events on the programme of sports:

Quoits—J. A. Rice, 1; W. J. P. Wylie, 2; Hugh McFee, 3.

100 yards, bookkeepers and salesmen of the retail trade—C. L. Harding, 1; A. Gauvreau, 2; H. Allard, 3.

100 yards, drivers and retail grocery storemen—A. O'Brien, 1; J. R. Hutton, 2; G. Neil, 3.

75 yards, boys 10 years and under—A. Daoust, 1, R. Brossard, 2; E. Farrell, 3.

75 yards, girls 12 years and under—M. Manning; 1; A. Parent, 2; E. Levesque, 3; J. Neil, 4.

100 yards, wholesale travellers—A. E. Landry, 1; C. A. Corrigan, 2; E. W. Sullivan, 3.

75 yards, grocers over 50 years of age—P. O'Brien, 1; J. B. Roy, 2; T. R. Collins, 3.

200 yards, beer and ginger ale drivers—M. Jordon, 1; J. P. McEntee, 2; S. Stuart, 3.

100 yards, commercial travellers—E. P. Lalonde, 1; J. McConomy, 2; J. Langlois, 3;

75 yards, girls under 15 years—R. Ripley, 1; A. Broden, 2; D. Neil, 3; L. Brossard, 4,

75 yards, grocers' wives and daughters—M. Manning, 1; V. DeRepentigny, 2; A. Edwards, 3.

100 yards, chairmen of committees—J. A. Menard, 1; A. Laurendeau, 2; E. W. Farrell, 3; P. O'Brien, 4; F. Bigaouette, 5.

75 yards, grocers' sons over 15 years—R. Walsh, 1; H. Turner, 2; A. Daoust, 3.

100 yards, committee members, chairmen excepted—J. Landry, 1; J. E. Hutton, 2; A. P. Lalonde, 3.

100 yards, grocers' or their employes' sons, 18 years or under—A. O Brien, 1; R. Walsh, 2; W. Neil, 3.

100 yards, retail grocers—J. A. Seguin, 1; A. Laniel, 2; J. E. Hutton, 3.

100 yards, bread and biscuit drivers—A. P. Lalonde, 1; J. McConomy, 2; R. Fletcher 3.

100 yards, grocers' special race—J. A. Seguin, 1; A. Landry, 2; J. E. Hutton, 3.

75 yards, men 200 lb. and over—J. U. Archambault, 1; C. Levesque, 2; M. Contant, 3.

100 yards, reporters—J. R. Walsh, 1; J. Fournier, 2; M. DeLabruere, 3.

50 yards, consolation race for women—Miss Blackstead, 1; Miss Collins, 2; Mrs. Lapointe, 3.

100 yards, consolation race for men—M. O'Brien, 1; H. Warren, 2; T. Elliott, 3.

Rifle shooting contest—A. Laurendeau, 1; J. Menard, 2; G. Silcock, 3; O. Berthiaume, 4.

Prize Waltz——. Caron and Mrs. O'Brien, 1; A. Laurendeau and Miss E. Gillet, 2; M. Martineau and Miss Rodrique, 3; M. Galarneau and Miss Masse, 4.

The manner in which the Montreal retail grocers go about to enjoy themselves on their great day is one that strikes the westerner as decidedly worthy of emulation by the Toronto and Hamilton associations. The number of prominent wholesalers who take an active interest in this outing of their customers is notable. They come out and enjoy themselves as only a thorough French-Canadian can. They seem to have the interest of the trade close at heart and are known by everyone as hearty well-wishers.

To Mr. Dixon, the secretary of the association, special thanks are due for the very active and unremitting interest he displayed throughout the arranging and successful carrying out of the festivities. President Ald. Turner, Ald. Lapointe and Ald. Vallieres also deserve commendation for their efforts. Taking it altogether, a very joyful day was spent, and the weather being fine throughout the day, everyone returned home thoroughly happy and no doubt looking forward to next year's picnic with pleasurable anticipation.

PICNIC NOTES.

A feature, and one that drew a good deal of attention, was the "Red Rose" tea guessing contest for retail grocers. The affair was in charge of Walter C. Gaden, Montreal representative of T. H. Estabrooks, packer of "Red Rose" tea, St. John, N.B. The handsome gold watch, valued at $75, was won by Eugene Denne, grocer, Rochelle street, whose guess of 3,268 beans was the nearest to the actual figure, namely, 3,278. "Red Rose" tea seems to have caught on here, as everywhere Mr. Gaden was received with "Hello, 'Red Rose.'"

An interested and sociable quartette at the picnic were John Robertson, of John Robertson & Son, the prominent St. Catherine street grocer; R. Solmes, of Solmes & Edwards, University street purveyors; W. Hofmann, agent for White & Co., Toronto, and Geo. C. Silcock, local agent for Geo. Mathews & Co., packers, Ottawa. There wasn't much going on that this quartette didn't see and take part in.

E. J. Cowan, of The Cowan Cocoa Co., Limited, Toronto, and R. Smeall, Montreal Biscuit Co., were also conspicuous by their geniality and popularity.

Mr. Ethier, of Laporte, Martin & Cie, seemed to be one of the most popular participants of the festivities and known by almost everybody present.

A. W. Childs, traveller for Laporte, Martin & Cie, also assisted Mr. Ethier to make things pleasant for their many friends and customers.

Fred. Hughes and Alf. Robitaille, of The Eureka Vinegar Works, were noticeable by the general friendliness and popularity with which they were greeted on all hands.

Nearly every visitor to Ste. Hyacinthe paid a visit to the burned district in the heart of the city. The terrible fire that but lately swept the city left a frightfully bad scar on the face of the beautiful city on the banks of the Yamaska. The enterprising citizens, however, are hard at work, rebuilding, and soon, Phœnix-like, larger and more pretentious buildings will rise from the ashes.

W. H. Steele & Co., Scott street, Toronto, are arranging their stock and purpose having several job lots of pipes and cigars to offer to the trade next week.

Ada M. Tudhope, carrying on grocery business at Ingersoll, under the firm name of Tudhope Bros., has sold out to T. L. Moyer, of Woodstock. The above firm had no connection with the well-known firm of Tudhope Bros. of Woodstock.

CANNED MEATS — HOW IS YOUR STOCK?

THE SEASON FOR SELLING THEM IS HERE. Lots of Grocers are selling lots of them,—making lots of money too.— You'll find it easy if you stock up with the right gooods. WE HAVE THEM. THE LEADERS IN QUALITY AND THE QUICKEST SELLERS ARE

SEE OUR TRAVELLERS FOR SAMPLES & QUOTATIONS

CLARK'S—LIBBY'S.

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO

ADULTERATION OF FOODSTUFFS.

The following appeared in a recent issue of The Montreal Star :

To the Editor of The Montreal Star :

Sir,—The member for St. Ann's Division for the Dominion Parliament must certainly get credit for trying to give us pure gin and whiskey. It is too bad to poison men with bad liquor, but how about adulterated and poisoned foodstuffs? Bad liquor, as a rule, only affects men, while bad foods affect the whole community, and it is strange that Mr. Gallery should confine himself to liquor. We must presume, however, that he knew what he was talking about, and taking it for granted that the proof of the pudding is in the eating thereof, a full meed of praise must be given. Yet after what has already been made public by our own medical health officer regarding the adulteration of pickles and preserves, we were justified in expecting that proper provision would have been made by the Government to protect the public from one of the worst frauds possible to practise. Here we have commercial coffee, peppers, mustard and spices of all kinds containing not more than 30 per cent. of the articles whose names they bear. We have pickles (so-called) with a decoction of acid and water enough to destroy all the teeth in Canada, and thousands of gallons of this same decoction are sold to anybody and everybody for vinegar daily by grocers, and used in eating-houses and oyster stores. Several kinds of vegetables are put up in tins, and sold for preserved fruits, and it is a frequent occurrence to hear of people being poisoned through eating canned tomatoes, fish, meats, etc., nearly all of which is caused by lead-poisoning. Why? Because in the manufacture of cans, far too much lead is used in the solder with which the cans are sealed. In France (I am informed) not more than 20 per cent. of lead is allowed to 80 per cent. of tin, while in Canada the quantities are reversed, 80 per cent. of lead to 20 per cent. of tin. This could easily be determined by a careful analysis.

Again, we have tea imported into Canada, which is refused admittance into the United States. Because of its inferiority, this tea goes through a process of coloring, and chemicals are added to give it an aroma. It is then palmed off on the public as a genuine article, according to color and smell. It only needs to be put into a little cold water to extract a large portion of the color.

There is probably more tons of young herring put up in cotton oil, sold in Canada for sardines, than there are pounds of real sardines imported into the country, although they are comparatively harmless. Yet the public has a right to know what they are getting. It would take columns to enumerate all the articles in which fraud or deception is practised. And, in spite of it all, the Government votes a paltry $20,000 for analytical purposes to ensure 5,000,000 of people getting pure food. And most of the amount voted goes to officials having comparatively nothing to do with the real work, which generally consists of analyzing some of the best imported goods. What the public wants to know is, if it is to buy adulterated articles, to what extent the adulteration goes, by having a law compelling the vendor to label all goods showing the amount of foreign matter they contain. The severest penalties should be imposed where fraud is practised.

The Government seems very solicitous about sending bad butter, cheese, or fruit outside the country, but it apparently does not care a rap about the people in this country. Not only the Government, but the city, should safeguard our interests better in this matter. Regarding liquor, I am sure many will thank the member for St. Ann's Division for his efforts, although, let us hope he is not depending for his future support upon those who only drink bad gin or whiskey. They are usually very changeable during election times, and are not always in the majority. But if the member is successful, no one will object to his labelling his work as usual. We now have the Gallery Park, Gallery Bath, and we shall then have Gallery gin, Gallery whiskey, Gallery rum, Gallery brandy, Gallery beer, etc. It will look very nice on the bottles, and perpetuate the name of a member of this important parliamentary constituency.

W. DARLINGTON.

ANOTHER PORK-PACKING FAILURE.

Still another pork-packing industry in Ontario has been forced to close down on account of financial difficulties. On July 21, The Paisley Pork Packing Co., which was formed three years ago, with a capital of $10,000, was forced to make an assignment of its business. The cause given by the promoters for the failure is keen competition and the high prices for hogs which have ruled this season. The assignment was made to H. Cowan, of Paisley, and the liabilities are not yet known.

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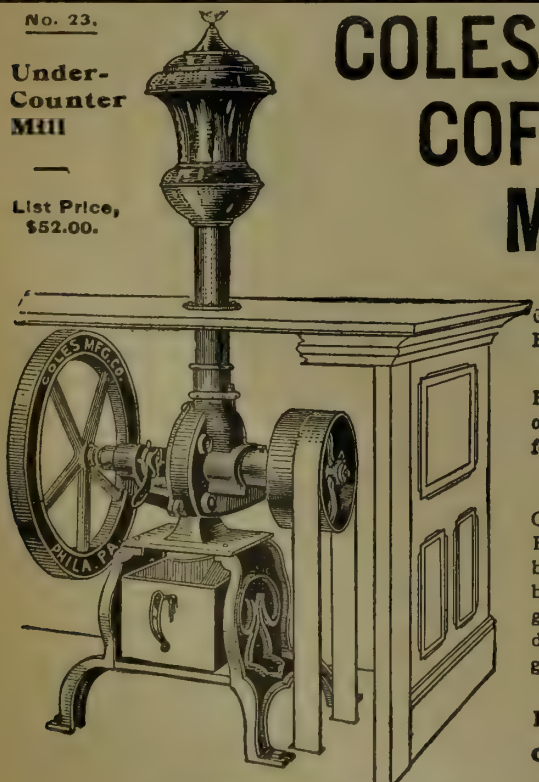

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LET US MILL OUR OWN WHEAT.

THE removal of the British corn duties should be a stimulus to Canadian milling. The incidence of the tax, whether intentionally or no, bore more heavily on flour and manufactured foodstuffs than on the unmilled grain. Discriminatory freight rates contributed, in addition, to effect a measure of protection in favor of the British millers by rendering it more profitable to export our foodstuffs unmilled than to grind them at home and export the manufactured product. Now that the freights alone stand in the way, it is to be hoped that this last obstacle to the development of our milling industries also may be removed.

The railroads owe it to the country and to themselves to encourage the milling of our grain in Canada.

About 85,000,000 bushels is the estimated wheat crop from our western country this year. Over 250,000,000 bushels is prophesied within a few years. The milling of that wheat will be an immense industry. Where will this industry be located? Who is to reap the profits therefrom?

Already the Minneapolis millers have become seized of the situation, and appreciate the place Western Canadian wheat is to take in the food market of the world. During the last Winter among others The Washburn, Crosby Co., of Minneapolis, Minn., have taken advantage of favorable transportation rates to bond their mills and grind Canadian wheat for export. The Millers' National Federation meeting at Detroit last month passed strong resolutions demanding reciprocity with Canada so that our wheat may be available at all times. They declare that if they can secure the grinding of Canadian wheat they can control the prices of flour in the world's market instead of finding the Canadian product a competing factor in that market.

It is to the advantage neither of Canada nor of Canadian railways that this dream should be realized. Every bushel of wheat which crosses the line to Minneapolis mills means a loss to the Canadian milling industries and to Canadian trunk lines. The railways and the millers should work together. The capacities of both for the next few years are certain to be taxed to their utmost. The beginning of an industry is often its most crucial period, and Europe should be taught before it is too late to take our foodstuffs in the form of flour. We have the most extensive hard wheat lands in the world. We should become the greatest milling country. Let us begin now by taking advantage of the removal of the British corn duties.

THE AGAMOMERIS CULICIS.

HAIL to the Agamomeris Culicis! At last he has been discovered, and promises to relieve a sweltering world from the noisome pest which fattens on our luscious red corpuscles, and, ingrate! injects in return the deadly malaria microbe.

The Agamomeris Culicis, as everyone knows, is not a new claimant for the Servian throne, but an able-bodied, hard-working parasite which preys upon the ubiquitous and enterprising scourge of these Summer evenings, the Jersey mosquito.

Science has devised various schemes for circumventing the wily mosquito and compassing his death. A year or two ago petroleum spread over their breeding places was announced as a sovereign remedy. But the ingenious insects used the stuff to lubricate their wings, and the century biting record was lowered in no time. It has even been hinted that The Standard Oil Co. launched the oil remedy in order to unload an overstocked market.

But as to the Agamomeris Culicis there can be no reasonable doubt. Dr. Charles Wardell Stiles, of the U. S. Public Health and Marine Hospital Service, is his sponsor, and warrants his protege to be of unimpeachable lineage. He comes of a fighting race, moreover, and can be counted upon to kill millions of mosquitos each year.

It is proposed to encourage the Agamomeris Culicis by means of artificial propagation for a few years, at the end of which time it is hoped he will be able to hold against all competitors. For indeed even a parasite has to meet non-union competition. As sung by the poet:

Big bugs have little bugs
Upon their backs to bite 'em,
Little bugs have lesser bugs,
And so ad infinitum.

GROCERY TRAVELLERS' VACATION.

IT is with great interest and a decided degree of satisfaction we learn that the endeavor to secure a uniform date for the grocery travellers' vacation is now an accomplished fact. This has been a movement keenly advocated by this journal for some time past, and one which there is every reason to believe will be to the advantage of all concerned.

It will be a comparatively simple matter for the retailer, when he knows of the arrangement, to control his orders accordingly, and one in which he will be found to readily acquiesce. And the "men-of-the-road" on their part can revel in two weeks' undisturbed enjoyment, knowing that the ground is clear from all intrusion, whilst the wholesalers, all being on the same platform, cannot possibly be losers, and their unanimity will be hailed with pleasure by all concerned.

We are hoping to publish in our next issue a full list of those houses whose travellers will be on vacation on the fixed dates, viz., August 1 to 15, inclusive, and which, we understand, comprise all wholesale houses in Toronto and west.

FRAUDULENT FOOD STUFFS.

THE subject of adulteration of food stuffs is of vital interest to all grocers, as they are the distributors of household necessities. The matter has in past years been brought spasmodically to the attention of the trade, and at various times the Federal Government has attempted to investigate existing conditions, and health officers have pounced upon and punished innocent merchants. The trouble is that the authorities have sent out detectives into the wrong quarters, and instead of going to the fountain-head of adulteration, the manufacturer, have visited punishment on the innocent grocer.

It is regrettable to have to state it, but the fact is that Canada is not free from the curse of unscrupulous manufacturers who foist upon the public their spurious wares. To such an extent has this been done that the conscience of some of the manufacturers seems to have become dulled and the word "pure" assumed such an elasticity that it is now without value.

Everything is branded "pure." "Pure" pepper is in many instances only pepper shells or husks. "Pure" cocoanut is paraffined to death. "Pure" catsup is nothing but colored tomato pulp, and "pure" jam is apple juice, turnips, glucose and coloring, etc., ad infinitum. "Is there anything pure?" The question may well be asked by the dealer.

When one thinks of what one has to eat it is appalling, and the only thing to do is to take everything on faith until our Government wakes up and enforces a stringent Pure Food Law. A rigid inspection of every factory where dietary articles are prepared is absolutely necessary.

It is to the credit of a few houses that they have realized the necessity of making only absolutely pure goods and inviting an inspection of their factory and processes.

We print in another column a letter which appeared in The Montreal Star last week on the subject of "Adulteration of Food Stuffs" and would advise careful perusal. While a few local references are made in Mr. Darlington's communication, the majority of the statements contained therein will apply equally to the trade generally. Mr. Darlington's arraignment of the Government, though severe, seems to us justifiable, and it is to be hoped that some action will be taken to put a stop to this unscrupulous and injurious method of providing dietary articles for Canadian consumers.

PROFIT-SHARING EXPERIMENT.

MR. R. A. BARTLEY, a wholesale grocer of Toledo, Ohio, has decided to take his employes into partnership on a profit-sharing basis. The employes will in addition to their regular salary receive a share of the profits of the business so long as they remain with the firm.

The profit-sharing system, as a remedy for the admitted defects of the wages system, has received considerable attention of late and no end of comment pro and con. The most conspicuous example of successful profit-sharing was that of Leclair, the celebrated Parisian decorator, who in the middle of last century conceived and carried out the scheme of sharing the profits of his business with his workmen. In a short time through the improved care and workmanship of his men, who were now financially interested beyond their day's pay, he secured complete control of the Parisian trade. Although the master mind has long since passed away the firm is still in existence and successful operation.

In the wake of Leclair's enterprise, various profit-sharing plans have been spasmodically adopted, but the success which has followed these experiments has not been such as to warrant any general rules being laid down. The cases of failure are about as numerous as those of success.

On the other hand, from an examination of recorded experiments in profit-sharing, it will be found that where the workmen are of the average degree of intelligence, where they are thrown largely upon their own responsibility and where the nature of the work is such as to admit of an appreciable degree of saving or waste on the part of an employe, that the adoption of a scheme of profit-sharing has usually been successful. In the United States it has been found to work well in soap factories, and in Canada The Wm. Davies Pork Packing Co. have for some years had a scheme of profit-sharing which has been found to work very satisfactorily.

It would appear that a wholesale grocery business would lend itself readily to successful profit-sharing. There are numberless little leaks which added carefulness on the part of employes might check and it is by inducing just this care and awakening a degree of self interest that profit-sharing pays the employer and employe.

THE DELIVERY WAGON.

THERE is opportunity for an enterprising grocer in nearly every locality to win golden opinions from the consuming public by improving the appearance of his delivery wagon. The average grocery wagon is a sorry affair, and gives no very favorable impression of the cleanliness which characterizes the internal economy of the store. It is seen everywhere within the circle from which the grocer may hope to draw customers. It is seen almost continuously, and by people who may never pass the store and who may have no other means of sizing it up. The fact that what is carried in the grocery wagon is to be eaten makes appearances doubly important. There can be little doubt that a handsomely-decorated, spotlessly clean wagon, drawn by a well-groomed horse and driven by a neatly-dressed, clean-faced boy, would very soon pay for itself in added custom.

CARELESSNESS OF RAILWAYS.

COMPLAINTS are frequently heard from commission men of the careless way in which the railways handle provisions consigned in their charge. THE GROCER was recently shown a lot of 15 firkins of butter which were 5 days coming 60 miles. When delivered at the commission house, not only was the butter in oil, but the packages looked as if they had been forwarded in coal cars and were grimy to a degree.

The shape in which the butter was received meant a severe loss to the consignor, and could have been avoided by ordinary carefulness.

HAMILTON AND BRANTFORD RETAIL GROCERS VISIT THE FALLS.

FOR years The Hamilton Retail Grocers' Association picnic has been the success of the season, and their excursion to Niagara Falls Wednesday, July 15, was no exception, when their picnic was held conjointly with their Brantford brethren. Over four thousand Hamilton people, together with a thousand from Brantford, took in the event and despite passing showers, enjoyed themselves thoroughly. The Grand Trunk looked after the transportation and excellent service was rendered. The first train arrived at Niagara Falls station at about 9.15, where awaited a long train of The Niagara Falls Park & River Railway Co.'s cars to convey the crowd to the park.

It was noon before the last train load arrived and while all were busy with preparations for lunch the shower came up. But all that is part of a picnic and but added zest to the appetites which were already in first-class condition.

Cut rates had been arranged for neighboring points and many took the opportunity for visiting Brock's monument, the Whirlpool Rapids and Chippewa, while some crossed over to the American side. But the bulk of the excursionists remained in the beautiful Queen Victoria Park where the Thirteenth Battalion Band entertained the crowd with a liberal selection of fine music. During the afternoon many Americans came over to join the picnickers and were greatly surprised and pleased to be greeted with a series of American airs.

The sports began at two o'clock in the afternoon, the band heading the procession to the arena, where Hamilton and Brantford joined issue for supremacy in athletic sports.

Mayor Morden, of Niagara Falls, was introduced to the crowd by Mr. R. M. Moncur, chairman of the Sports Committee. The Mayor made a few remarks, congratulating the grocers upon the great success of their picnic, and upon the elements that make it such a success—perfect arrangements, well carried out. The games were then begun. The results were :

Tug-of-war, between members of Hamilton and Brantford Associations, seven men to complete on each side—Won by Brantford.

Tug-of-war, between Hamilton and Brantford grocery clerks—Won by Hamilton.

Potato race, 50 yards, between members and clerks, Hamilton and Brantford Associations—A. Watts, J. L. Brown, Reg. Hartley.

Shoe race, 100 yards, open to Hamilton and Brantford clerks—Henry, F. Dunsmore, Lincott,

Single ladies' race, 75 yards, open to Hamilton and Brantford ladies holding excursionists' tickets—Miss Stoneham, Miss Mundy, Miss Turner.

Biscuit eating contest, for boys 15 and under, open to Hamilton and Brantford boys holding excursion tickets—W. McFarlane, A. Lenz, N. Olliver.

Fat men's race, 75 yards, open to Hamilton and Brantford excursionists; age, 45 years and over, weight, 190 pounds and over— John Campbell, J. A. Williamson, J. Lutz.

Special race, 75 yard foot race, open to members of Brantford Association—W. Westbrook, Devlin, J. Cammell.

Married ladies' race, open to Hamilton and Brantford ladies—Mrs. Lentz, Mrs. R. Wilson, Mrs. Melburn.

Egg race, 50 yards, open to Hamilton and Brantford members of Association and clerks. Egg to be carried on spoon in mouth without falling off, hands tied behind back—M. Devlin, Reg. Hartley.

Special race, 100 yards, open to members of Hamilton Association only—J. M. Everett, J. Lampman, J. A. Williamson.

Girls' race, 75 yards, under 16 years of age. Open to Hamilton and Brantford girls—Miss Sheridan, Miss B. Porter, Miss Swazie.

Release race, 100 yards. Open to Hamilton and Brantford members of Association and clerks. A to carry B 50 yards, B to carry A 50 yards—Henry and Lang, Blair and Dunsmore, Devlin and Finch.

Fat ladies' race, 75 yards, open to Hamilton and Brantford excursionists, age 39 years and over, weight 160 lbs. and over—Mrs. Foster, Mrs. Jenkins, Mrs. Morton.

Special race, 100 yards, for Brantford clerks only—Finch, Lincott, Hartley.

Three-legged race, 100 yards, open to Hamilton and Brantford members of Association and clerks Servos and Brown, Dunsmore and Watt, Markle and Lane.

Special race, 100 yards, for Hamilton clerks only—English, Watts, Mayberry.

Sack race, 100 yards, open to Hamilton and Brantford members of Association and clerks—Copple, W. Norman, Burns.

Long distance race, about half a mile, open to Hamilton and Brantford members of Association and clerks—W. Norman, A. Finch, Lane.

Very much credit for the success of the games, which passed off without a hitch, is due to the travellers, under whose entire direction the games were conducted. The committee in charge consisted of R. M. Moncur, chairman; B. B. Morden, secretary; Fred Carruthers, treasurer; A. P. Nicol, Sandy Ballentine, W. Jackson, W. Norman, C. King, R. M. Griffin, James Price and George Gow. The Brantford committee consisted of W. J. Westwood, chairman; Fred Harp, J. Burns, C. Hartman, W. H. Westbrook and M. Mintern.

After the games the two committees, with the officers of the association, went to the Museum, where a health was drunk to Chairman Moncur and his staff; also to Chairman Westwood, of Brantford. All spoke of the great importance the games are to the picnic, and the city travellers came in for much praise. Mr. Moncur and Mr. Westwood responded suitably.

The committees were :

Transportation—Joseph Kirkpatrick, chairman; A. G. Bain, Adam Ballentine, C. H. Peebles.

Music — John Ronan, chairman; J. O. Carpenter, Adam Ballentine.

Refreshments—Geo. Powell, chairman; A. G. Bain, H. Taylor, H. P. Boyd, G. H. Richardson, W. Smye, Geo. Cann, A. Robbins, Geo. Hunt, W. McBride, E. Layland, J. Lampman.

Printing and advertising—A. G. Bain, chairman; J. O. Carpenter, Thomas Hazell.

Games— J. Forth, chairman. J. Young, F. D. Harrigan.

Finance—C. Bremner, chairman; J. Y. Osborne.

The association is to be congratulated on the success of their outing and the way in which they looked after the comfort of their guests. The officers are: President, Joseph Kirkpatrick; 1st vice-president, J. Main; 2nd vice-president, W. Smye; treasurer, C. Bremner; secretary, M. R. Hill.

The chairman of the Picnic Committee was Mr. C. H. Peebles, upon whom, along with the secretary, Mr. M. R. Hill, devolved many arduous duties, which were, it is seen, discharged in a most satisfactory manner.

PRESERVING EGGS.

Richard Guenther, U. S. Consul-General at Frankfort, Germany, reports that the "liquid glass" method of preserving eggs, a description of which was published in last week's GROCER, has given remarkable satisfaction in Germany. The treatment, he says, produces the formation of a coating which renders the egg perfectly air-tight. The eggs so treated retain their fresh taste for many months. The best proof of efficacy of this treatment has been furnished by the fact that such eggs, after having been kept for a whole year, were hatched, and the chickens were strong and healthy. If one of these preserved eggs is to be boiled, the shell must be first perforated in order to prevent cracking.

THE McGREGOR-HARRIS CO., LIMITED.

The McGregor-Harris Co., Limited, carrying on business at Pearl street, Toronto, is the outcome of an amalgamation of the business of W. S. McGregor, manufacturer of marmalade, chocolate and butterscotch, with that of The Harris Confectionery Co., Limited. The company was incorporated in June last with a capital of $40,000. The Board of Directors is composed of C. T. Stark, president; Burton S. Harris, vice-president; C. H. Whitaker, secretary-treasurer; W.S. McGregor, managing director; Elmore Harris, I. N. Shenstone and Dr. Porter. The company have a well-equipped, sanitary and extensive factory, and are manufacturing high-grade confections only, their prominent lines being chocolate, butterscotch, hard-boiled goods, chewing gum and Quaker marmalade.

H. P. Eckardt & Co. are offering some extra fine Brazil nuts at an interesting price.

"Hard Sense Talk."

Annual Sale, 11 million packets

We don't appeal for trade support on a plea of past acquaintance, business friendship, or on any other such unreasonable lines.

Neither do we endeavor to "bait" your patronage with all manner of absurd propositions, terms and conditions, we believing that (though concealed) the "hook" to such bait must be readily discernible to any open-eyed business man.

We solicit your business solely because "Salada" Ceylon Teas are the best teas, and the best value in the wide wide world. This is all and nothing more.

BLACK OR NATURAL GREEN } Sealed Packets Only. Retailing 60c., 50c., 40c., 30c., 25c. per pound.

Terms on application to **"SALADA," Toronto or Montreal.**

There are **24** reasons why you should sell and recommend Herron's

RED CROSS JELLY POWDER

1 is because they are the PUREST and BEST made in Canada or elsewhere.

That's enough without the other **23**

Manufactured by

R. HERRON & CO.

568 St. Paul St., MONTREAL, P.Q.

Our advertising has induced intelligent women all over Canada to use

Celluloid Starch

Never Sticks Requires no Cooking.

It is just enough better than any other starch on the market to bring these women back for more.

There is enough profit in it for you to make it worth your while to push it.

The best family trade goes to the store that supplies Celluloid Starch.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, July 23, 1903.

TRADE continues to give every satisfaction, many firms considering that business has maintained exceptionally well. Street trade is also giving great satisfaction, enquiries having more the character of anticipating demand, than has been so for some time. In canned goods trade continues to maintain itself, leaving stocks well drained and new packs are eagerly looked for; canned peas, (new packs), are now in the markets at slightly modified prices, present quotations being 90c to $1. Tomatoes are somewhat easier at $1.45 to $1.50. Coffees are now in active demand at previous quotations. Sugar has been in excellent demand, some refineries being several days in arrears with their orders. There has been a further advance of 10c per 100-lb. in sympathy with foreign markets and quotations are corrected accordingly. The Berlin, Wallaceburg and Dresden refineries had just previously reduced their quotations to the extent of 5c per 100-lb., thus placing all domestic beet sugar on the same level, the advance of 10c thus affecting them in our quotations as 5c only. Spice is slow and uninteresting; prices, however, rule firm, and primal markets continue to maintain great firmness and character. Rice and tapioca are well in demand and prices continue firm. Syrups and molasses are uninteresting at the present season; prices, however, remain unchanged. Tea has been in better demand and there is decidedly better interest shown in samples on hand. Foreign reports all denote great firmness in the situation and prices are expected to be well maintained. In foreign dried fruits trade is good, stocks are greatly depleted and primal reports are all indicative of healthy conditions. Prices for currants are firming up, Patras being now quoted at ¼c advance, and other prices continue firm.

CANNED GOODS.

Trade in these goods has been well maintained throughout, and it would appear as though new packs will be to hand barely in time to keep market going. The new pack peas are now to hand with quotation at 90c to $1. Prices for tomatoes are somewhat modified, now standing at $1.45 to $1.50. Other prices remain as previous quotations. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 90	1 00
" sifted	1 00	1 10
" extra sifted	1 25	1 30
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 35	1 55
" 3's	2 25	2 50
Plums, green gages, 2's	1 00	1 10
" Lombard	0 85	1 00
" Damson, blue	0 85	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 45	1 50
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼'s	0 13½	0 14
" " ½'s	0 19	0 20
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 85	1 00
Kippered herrings, domestic	0 90	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " imported	1 45	1 55

CANNED MEATS

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb. "	1 50	1 60
Engilsh brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Bouil, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ½'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

The home trade in coffee since our last issue has been well maintained; in green coffee trade has somewhat improved, while the milder grades have continued steady. Prices rule firm at previous quotations. The New York market is still slow, with prices remarkably weak, in face of reports of large crops on hand in addition to the already heavy supply in sight. We quote:

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

We have again to report an improvement in the sugar situation with a ready disposition on the part of the refineries to accept all offerings of raws at buyers' ideas, resulting in large sales at 1-16 to 1-8 advance, quotations being now firm at 3 3-16 for 89 test Muscovado and 3 11-16 centrifugals, duty paid New York. We note large sales, Cuba centrifugals loading and for shipment on this basis. The advance is attributable to the increased demand for refined, refiners' requirements for meltings being some 4,000 tons larger than receipts. For week ending July 15 meltings were 37,000 tons, an increase of 7,000 tons over previous week, while receipts were only 33,378 tons. Total stocks in United States four ports at same dates were 324,439 tons, against 140,299 tons same period last year. Combined stocks of Europe and America were 2,337,439 tons, against 2,428,252 tons at same uneven dates last year. The decrease in stock is 90,813 tons, which is 16,100 tons greater than decrease of previous week. Some United States refiners are said to be short in the supply of raw sugars and this feature of the situation may lead to a further advance in raws, though at the moment of going to press the market is reported quiet, with buyers showing little interest in offerings, and with sellers more disposed to let the sugar go at current quotations.

European markets have again shown slight fluctuations for the week and at the close 88 per cent. is quoted at 7s 11¼d basis f.o.b. Hamburg, for July shipment. This is equal to parity of 3.93 duty paid New York, for 96 test centrifugals, from which it will be observed that Canadian sugars have still a differential in the favor of .24 per 100-lb.

The refined markets have been particularly strong with a very large business doing and on morning of July 17 all New York prices were advanced 10c per 100-lb., which was promptly followed by a similar advance in Canadian refined, at the close prices remained unchanged as per list at foot. Just previous to the general advance in market quotations for Berlin, Wallaceburg and Dresden beet, granulated were reduced .5 per 100-lb., the same basis as Wiarton granulated, thus putting all the domestic beet sugars on the same level of degree .15 per 100 lb. below basis of Montreal granulated.

The movement in refined in both Canada and United States has been heavy, though late in coming, and present indications are that it will continue for some time. United States refiners have been oversold, but are now overtaking their orders and at the close there are no further special indications. We quote:

Paris lumps in 50-lb. boxes	4 93
" in 100-lb. "	4 88
" "Domino" brand, 50-lb. boxes	4 83
" " " 100 "	4 83
St. Lawrence granulated	4 33
Redpath's granulated	4 33
Acadia granulated	4 28
Maple Leaf granulated (Berlin)	4 18
Crystal granulated (Wallaceburg)	4 18
Imperial " (Dresden)	4 18
Beaver " (Wiarton)	4 18
Phoenix	4 23
Cream	4 08
Bright coffee	4 08
Bright yellow	4 08
No. 3 yellow	3 98
No. 2 "	3 78
No. 1 "	3 68

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

Business in spices continues interesting as is usual at this season. Reports of primal markets, however, continue to denote firmness, especially so in peppers. New York market reports great firmness with trade limited. We quote:

	Per lb.		Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14 0 35
" white	0 23	0 27	Cream of tartar	0 24 0 30
Ginger	0 22	0 25	Allspice	0 13 0 16

RICE AND TAPIOCA

The home trade continues good, the demand being well maintained, with previous quotations ruling firm. The New York market reports rice as being well in demand, with business transacted on full basis of values. There are only

moderate stocks on hand and offerings are but of limited character. We quote :

	Per lb.			Per lb.	
Rice, stand. B...	....	0 03½	Sago.....	0 03¾	0 04
Patna.....	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

SYRUPS AND MOLASSES.

These goods are occupying but small attention and there is little of interest to note ; previous quotations are ruling firm. We quote :

Syrups—		
Dark.....	....	....
Medium.....	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.....	....	0 02¾
" ½ bbls., "	....	0 02⅞
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case.....	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 22	0 30
" open kettle.....	0 45	0 50
Barbados.....	0 38	0 40
Porto Rico.....	0 38	0 42
Maple syrup—		
Imperial qts.....	....	0 27½
1-gal. cans.....	0 95	1 00
5-gal. cans, per gal.....	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can.....	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

The home tea trade has been decidedly more active since our last issue, the interest on the streets showing a marked improvement. Reports from the tea centres still denote continued firmness in prices. The London market reports on Indian teas denote a fall in demand and little animation, attributable to the holiday feeling abroad ; necessity continues however, to bring some strong buyers into the market, especially for lower grades. Quality of new season's offerings is variable. Dooars are, so far, considered the best to hand. Darjeelings are fair, and sold well. Assams are poor, with prices somewhat low. Cachar and Sylhet descriptions are about the average for first arrivals. Fine tea, both old and new, is commanding full prices with dearer tendency. There were but small offerings of Ceylon teas with qualities of indifferent character ; prices, however, which showed a slightly easier tendency, ruled fully 1¼c in advance of same period last year. China teas in little demand. We quote :

Congou—half-chests, Kaisow, Moning, Paking....	0 12	0 60
" caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings.....	0 35	0 55
Assam Pekoes.....	0 20	0 40
Pekoe Souchongs.....	0 19	0 25
Ceylon Broken Pekoes.....	0 36	0 42
Pekoes.....	0 27	0 30
Pekoe Souchong.....	0 17	0 35
China Greens Gunpowder, cases, extra firsts.....	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts....	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts.....	0 28	0 32
" " seconds.....	0 18	0 19
" half-boxes, firsts.....	0 28	0 32
Japan—½ chests, finests May pickings.....	0 38	0 40
Choice.....	0 33	0 37
Finest	0 30	0 32
Fine.....	0 27	0 30
Good medium.....	0 25	0 28
Medium	0 21	0 23
Good common.....	....	0 20
Common	....	0 19

FOREIGN DRIED FRUITS.

The trade in these goods is still well to the front and stocks are now materially reduced, with result that prices are firming up. Patras currants are quoted this week at an advance of ¼c per lb. and in some other lines it continues to be difficult to keep up demand. In prunes, stocks on hand are low with demand good. Candied peels are steady. The report from Mediterranean markets continue to be most favorable ; it is exed, however, that early arrivals will be somewhat in arrears of previous years. We quote :

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras....	0 05	up	Vostizzas	0 07	0 08
Patras.....	0 06¼	0 06¾			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 07	0 08
" selected.....	0 08½	0 09
" selected layers.....	0 09	0 10
Sultana	0 09	0 13
Californian seeded, 12-oz.....	0 08½	0 09
" " 1-lb. boxes.....	0 10½	0 11
" unseeded, 2-crown.....	....	0 07½
" " 3-crown.....	0 08	0 08¼
" " 4-crown.....	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04	0 05	Fards.....	0 07½	0 08
Sairs	0 03½	0 04½			

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 07	0 07½
90-100s.....	0 04¾	0 05½	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08½	0 10
70-80s	0 06½	0 07			

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon.....	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets.....	....	0 04	Elemes.....	0 10	0 15
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated..	0 08	0 12

PEACHES.

	Per lb.	
Californian evaporated.....	0 08	0 12

Old stock, on track, Toronto, per bag..... ..	1 25	1 35
New American, on track, Toronto, per bbl.....	....	5 00
Ol stock, on track, Toronto, per bag.....	1 25	1 35

COUNTRY PRODUCE.

EGGS.—Eggs, along with dairy produce, are easier about ½ cent. Deliveries have been free and the quality is not good. The eggs are not fit to store. There continues to be a heavy loss off. We quote :

Fresh laid eggs, per doz..... 0 14 0 14½

HONEY.—Is dull. There is little on the market and but nominal demand. We quote :

Extracted clover, per lb..... 0 07½ 0 08

WHITE BEANS.—Are slack at stock quotations. We quote :

	Per bush.		Per bush.
Mixed	.... 1 50	Prime.....	.... 1 90
Handpicked	.... 2 00		

DRIED APPLES.—Are practically out of the market. Quotations are nominal. We quote :

Apples, dried, per lb..... 0 03 0 03½

POTATOES.—The receipts of Canadian stock are large, and, of course, the American stock is being displaced. Old stocks are very low and very soon will be altogether off the market. We quote :

New Canadian, per bush..... 0 80 0 90

POULTRY.—There is little demand just at present for the few deliveries on the market. We quote :

Spring chickens, per lb.....	0 14 0 15
Old hens, per lb.....	0 08½ 0 09

(For butter and cheese see Dairy Produce.)

GREEN FRUITS.

This week has witnessed a large fruit market. Offerings have been free and the market is pretty well cleaned out every evening. Oranges are a little stronger and California peaches have

LEMONS

Demand very active. We have a full stock **Messinas, Sorrentos and Maioris,** sizes 300's, 360's and 420's.

All November cuts. Juicy Lemons.

Headquarters for Peaches, Plums, Apricots, Bananas and Oranges.

WHITE & CO.

WHOLESALE FRUIT AND PRODUCE,
64 Front St. East,
Phones { Main 4106 / Main 4107 **TORONTO.**

Flies Everywhere

in your food—in your bedroom—making life miserable.

Wilson's Fly Pads

will clear your house of flies in a few hours.

PEACHBLUFF FARM

High-Class Fruits

FRUITS : Peaches, Sweet Cherries, Plums.
VEGETABLES : Early Tomatoes, Early Cucumbers, Early Musk Melons.

Hilborn & McLachlan, Proprietors

Growers and Shippers. **Leamington, Ontario, Canada.**

FRUIT.

Our prices are **right.**
Our goods are **right.**

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Special attention given to mail orders.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

THE FRUIT WE SHIP

Is the fruit you want—**THE BEST.**
Everything in season—Domestic and Foreign

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" " 3394, Warehouse **...TORONTO**

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VANCOUVER, B. C.
Importers of...
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Fraser River Canned Salmon
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IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

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BUTTER, CHEESE, EGGS, HAMS, BACON, LARD, JAMS, ETC.
Consignments solicited. Prompt returns.
83 COLBORNE ST., TORONTO

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We are Buyers. Get our Prices. EGGS
The Wm. Ryan Co., ...Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets, TORONTO

SPECIAL VALUES
In Lemons, Oranges, Berries and Vegetables.
GET OUR QUOTATIONS.
CLEMES BROS.
37 to 41 Church St., TORONTO.
ASK FOR OUR WEEKLY PRICE LISTS.

come down 25 cents since last writing. Blueberries have appeared in good qualities at $1.20 to $1.40 per basket. Canadian apples bring 30 to 40 cents per basket, and the first Niagara peaches of the season came to hand Tuesday, and sold at 40 to 60 cents per basket. Tomatoes in the bushel crate are now offered at $2.75 to $3. We quote :

Mediterranean sweet oranges	4 00	4 25
Sorrento oranges	3 25	4 00
Late Valencias	4 75	5 00
Pineapples, per crate	3 50	3 75
Bananas, per bunch for ordinary	1 25	1 75
" large bunches	1 75	2 00
Messina lemons, per box	3 50	4 50
Limes, per crate (8 doz.)	....	1 25
Raspberries, Canadian, per qt	0 08	0 10
Tomatoes, per crate (4 baskets)	1 00	1 15
Tomatoes, bush. crate	2 75	3 00
Canadian apples, baskets	0 30	0 40
Cocoanuts, per sack	3 50	4 00
Canadian cherries, per basket	1 10	1 50
Gooseberries, "	0 70	1 00
Wax beans, per basket	0 40	0 60
California apricots, per crate	1 50	1 75
" peaches, per box	1 25	1 50
" plums, "	1 50	2 50
Watermelons, each	....	4 00
Cantelopes (musk melons), per crate	3 50	0 40
Red currants, per basket	0 40	0 75
Black "	0 90	1 10
Blueberries, per basket	1 20	1 40
Canadian peaches, per basket	0 40	0 60

VEGETABLES.

The vegetable market is reported brisk. The need of rain has been felt but the showers of Sunday and Tuesday have more than supplied the want. The hail did considerable damage and some washouts are reported. There are several new vegetables offered. Corn appears at 15 to 20c per dozen. Some fine celery was offered at 40 to 60c and green peppers found sale at 75 to $1.25 per basket. A tempting line of vegetable marrows were exposed at $1 per dozen. We quote :

Cabbage, per doz.	0 40	0 60
Green peas, per peck	0 25	0 40
Green peas, per bag	0 75	1 50
New potatoes, Canadian, per bush	0 75	0 85
Cucumbers, Baltimore stock, per bush. basket	....	3 00
" hot house, per doz.	....	1 00
" Canadian, per doz.	0 40	0 50
Egyptian onions, per 100-lb. sacks	2 75	3 00
Lettuce, per doz bunches	....	0 20
Cabbage lettuce, per doz. bunches	....	0 20
Butter beans, per bush	....	1 10
Fresh onions, per doz. bunches	0 13	0 15
Rhubarb " "	....	0 20
Radishes, per doz. bunches	....	0 20
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	....	0 15
Parsley, " "	0 15	0 20
Spinach, per bush	....	0 25
New beets, per doz	....	0 15
Cauliflowers, per doz	0 25	1 25
Carrots, per doz	0 10	0 15
Parsnips, per doz	....	0 40
Vegetable marrows, per doz	....	1 00
Green corn, per doz	0 15	0 20
Celery, per doz	0 40	0 60
Green peppers, per basket	0 75	1 25

FISH.

Stocks are scarcer this week and the demand good. Supplies are hardly equal to demand. The chief call is for trout and whitefish. Values are unchanged. We quote :

Whitefish, fresh, per lb	....	0 09
Trout, fresh, per lb	0 08	0 09
Herrings, fresh, per lb	0 06	0 08
British-Columbian salmon, per lb	0 20	0 25
Halibut, per lb	0 12	0 15
Perch, per lb	....	0 05
Mackerel, each	....	0 25
Eastern salmon, per lb	....	0 18

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Quotations remain about the same as last week. The Manitoba wheat market is strong on account of a feeling on the Winnipeg Board of Trade that the old supply will not last until the new comes in. The Canadian and American markets generally fluctuate together, but in this they are not in unison. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	....	0 92
" " Northern " "	....	0 91
Red, per bushel, on track Toronto	0 78	0 79
White " " "	0 78	0 79
Barley " " "	0 45	0 46
Oats " " "	0 34½	0 35
Peas " " "	....	0 68
Buckwheat " " "	....	0 41
Rye, per bushel, " " "	....	0 54

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INCREASE YOUR TRADE. WRITE ME.
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Wholesale Commission Merchant and Broker.

FLOUR.—Flour quotations remain the same as last week. We quote :

Ontario patents, per bbl	3 50	3 75
Hungarian patents "	4 20	4 30
Manitoba bakers "	3 90	4 00
Straight roller, "	3 40	3 50

BREAKFAST FOODS.—The market is fairly active for this season of the year. There is no change in quotations, although it is expected there will be higher prices within a few months. Prospects for a brisk Fall trade are good. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 75
" " " " in wood	3 90
" " " for broken lots	4 00 4 15
Rolled wheat, per 100-lb. bbl	2 25
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 15
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

The market this week has been featureless and no changes are reported since last writing. We quote :

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " "	0 07½
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lambskins, each	0 35
Pelts, each	0 30

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 15	0 16
" " extra "	0 19	0 20½
Tallow, per lb	0 05	0 05

QUEBEC MARKETS.

Montreal, July 23, 1903.

GROCERIES.

TRADE generally has been quiet during the week. With exception of heavy orders for sugars, stimulated by the advance of 10c., and the consumption for preserving and canning purposes, there is nothing unusual or interesting to report. Teas are quiet, the old stocks being gradually cleaned out. Canned goods have received some attention, and a few fair-sized orders have been taken by jobbers. In dried fruits there is nothing outside of the unsettled currant question of interest. In cheese, some heavy receipts have lately been noticeable, for week ending July 11 no less than 131,640 boxes having come in. In spices, pepper, cassia and ginger are somewhat higher, and indications are for still further rise. In provisions, new potatoes and tomatoes are attracting attention. Taking it all round the market is none too active, and only a fair trade is being done.

SUGAR.

The advance of 10c. last week has stimulated the sale and some very fair-sized orders have been filled, and refineries are busy. Stocks, generally, it seems, had been allowed to run down low. Sales of 8,000 to 10,000 bbls. are reported as sold on basis of $4.15 for granulated and $3.50 for No. 1 yellow, up to $3.95 and $4 for extra brights. Cane sugar is quoted in New York at 3 9-16 to 3⅝ for centrifugal 96 test, Muscovado, 89 test, 3 1-16, and molasses sugar, 89 test, 2 13-16 to 2⅞. London market for beet sugar was quiet, with July 7s. 11½d. Our quotations are :

Granulated, bags and bbls	$4 15	15
" ½-bbls	4	30
Paris lump, boxes and bbls	4	70
" " ½-boxes and ½-bbls	4	80
Extra ground, bbls	4	55
" " 50-lb. boxes	4	75
" " 25-lb. boxes	4	85
Powdered, bbls	4	35
" 50 lb. boxes	4	55
Domino lumps, boxes and bbls	4	60
" " ½-boxes and ½-bbls	4	70
Phoenix	4	10
Cream	3	90
Bright coffee	3	90
" yellow	3	90
No. 3 yellow	3	80
No. 2 "	3	60
No. 1 " bags and bbls	3 45	3 50
Raw Trinidad	3	10
Trinidad crystals	3 20	3 25

SYRUPS AND MOLASSES.

Trade is quiet and nothing new to report. Barbados, new, quoted at 37 to 38c. for fair lots, and 39 to 40 for small demands. Though quality of new Barbados is fine, buyers are not open to pay prices asked. Quotations are :

Barbados, in puncheons	0 38	0 39
" in barrels	0 40	0 40½
" in half-barrels	0 41½	0 42½
New Orleans	0 16½	0 17½
Antigua		0 24
Porto Rico		0 38
Corn syrups, bbls		0 02¾
" ½-bbls		0 02¾
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90

COFFEE.

New York continues dull, and the same feeling of quietness prevailing last week, still rules. Quotations are :

Good cucutas	0 09½	0 09¾
Choice "	0 11	0 12
Jamaica coffee	0 07½	0 10½

SPICES.

Peppers are still rising, showing an ⅛ advance in New York over last week's prices. Cayenne is up ¼c. Market generally is active and firm, especially in cassia, cloves and cayenne. Shipments to the United States are small. Quotations are :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 15	0 18
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 18	0 20
" " Afghan	0 12	0 13
" ground Japan		0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " Afghan	0 13	0 14

TEAS.

Last week's market showed second crop Japans as being purchasable at 19c. for good drawing quality teas, but it is reported that they can be bought at even lower prices. Good medium old Japans have sold on spot at 17 to 18c., about 350 packages having changed hands. Ceylon greens are going at 14 to 18c., Indian, 16 to 19c.; Japan style China Congous, 8 to 10c. Orders for new Japans have been placed at 15 to 20c. for not later than October delivery. It looks as though third and fourth crop teas will be lower. Young Hyson Ping Sueys have also receded, and it would not be surprising to see them a few cents lower in the course of the next few months. On account of the high market no orders have been placed on the moment. Ceylon greens are still in active demand, the market being comparatively bare of such goods. We quote :

Good to medium Japans	0 17	0 19
Fine to choice Japans	0 22	0 28
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 22	0 25
Common "	0 14	0 15
Ceylon blacks	0 11½	0 20
Indian "	0 11½	0 20

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RICE AND TAPIOCA.

Prices of last week still obtain and a quiet market rules on all lines. The easier tone in imported Patnas has produced some slight extra demand. We quote :

B rice, in bags	3 30
" ½-bags	3 20
" ¼-bags	2 25
" pockets	3 30
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 20
" ½-bags	3 10
" ¼-bags	3 15
" pockets	3 20
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less.	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25

Tapioca, medium pearl	0 02¾ 0 03
" seed pearl	0 03 0 03½
" flake	0 04¾ 0 05
Imported Italian	0 09

CANNED GOODS.

No activity is as yet apparent, the week passing quietly, and though a few heavy orders have been booked for future, the general feeling seems to be that buyers are holding off. There is a feeling among the jobbing trade that the rules of the Canadian Canners' Association are arbitrary, and indications point to a disturbance in the near future, and sympathy is expressed for the independent canners, who will no doubt receive good support. Quotations are :

Tomatoes	1 50
Corn	0 80 0 82½ 0 85
Peas	0 95 1 20
String beans	0 80 0 85
Strawberries	1 30
Succotash	0 85
Blueberries	1 00
Raspberries	1 40
Gooseberries	1 45
Pears, 2s	1 60 1 70
" 3s	2 10 2 15
Peaches, 2s	1 65 1 70
" 3s	2 50 2 75
3-lb. apples	0 85 0 90
Gallon apples	1 75
2-lb sliced pineapples	2 20 2 30
Grated pineapples	2 50
Singapore whole pineapples	2 15 2 20
Pumpkins, per doz	0 90
Spinach	1 50
Sugar beets	0 95 1 00
Salmon, pink	0 90 0 95
" spring	1 25
" Rivers Inlet red sockeye	1 30
" Fraser River red sockeye	1 40 1 50
Lobsters, talls	3 35
" 1-lb. flats	3 50 3 70
" ½-lb. flats	1 75 1 85
Canadian Sardines, ¼s	3 40 3 60

FOREIGN DRIED FRUITS.

Currants are firm and advancing, a few sales being reported for round lots at 4¼ to 4⅜, and smaller quantities, 5c. Raisins have been practically at a stand. still. Quotations are :

CURRANTS.

Fine Filiatras, per lb. in cases	0 04
" " cleaned	0 05½
" " in 1-lb. cartons	0 06
Finest Vostizzas "	0 06½ 0 07
Amalias "	0 06½

SULTANA RAISINS.

Sultana raisins, per lb	0 09 0 12

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½
Selected, per lb	0 07
Layers "	0 07½

FIGS.

Comadres, per tapnet	1 00
Elemes, per box	0 75 0 85

DATES.

Dates, Hallowees, per lb	0 04½ 0 04½

CALIFORNIAN EVAPORATED FRUITS

Apricots, per lb	0 10½
Peaches "	0 09½
Pears "	0 12

MALAGA RAISINS.

London Layers	1 75 1 90
"Connoisseur Clusters"	2 00 2 10
"Royal Buckingham Clusters," ½-boxes	1 15
"Excelsior Windsor Clusters"	4 50 4 60
" " ⅛	1 30 1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07¾ 0 08½
" " seeded, in 1-lb. packages	0 09
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08½
50-60s		0 07½
60-70s		0 07¼
70-80s		0 07½
80-90s		0 06¾
90-100s		0 06½
Oregon Prunes (Italian style) 40-50s		0 07½
" " 50-60s	0 07	0 07½
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s	0 04½	0 04½
" " 100-120s	9 64	0 04½

GREEN FRUITS

Market in green fruits continues quiet. Raspberries are not quoted on lists this week, arrivals being spasmodic and not large enough to figure. Cherries, red and black currants and gooseberries are holding the attention of the dealers. Canadian apples are coming in more freely and prices are easing up perceptibly. We quote :

California navel oranges	5 00
" fancy " 112 and 126's	3 50
" " " 150 to 216's	3 85
Sorrento " 300's, compartment cases	3 50
" " 300's, ordinary boxes	3 00
" " 200's, large boxes	3 25
" " 160's, "	3 50
" " 180's, ¾ boxes	2 00
" " 216's, ¾ "	2 15
" " 100's, ½ "	1 85
Messina " plain, 100's	1 80
" " ovals, 80's	2 25
Maiori seedless lemons, 300's, extra fancy	3 75
Messina lemons 300's, fancy	3 75
" " 360's, fancy	3 00
" " 300's, choice	2 75
" " 360's, choice	2 25
New Californian lemons	
Cocoanuts, per bag of 100	3 25
Canadian apples, in bbls	2 50 3 00
Pineapples per case	3 00 3 50
Canadian cherries, per basket	1 00 1 50
" raspberries	0 09 0 10
Bartlett pears	4 00 4 50
Peaches	1 25 1 50
Plums	1 25 1 50
Pineapples, 24 to case	4 00
30 to case	3 75
Bananas	1 75 2 00
Onions, Egyptian, in bags, 112 lb., per lb	0 02½

NUTS

No quotations for new season's Bordeaux are at hand as yet. Trade in all lines is inactive on spot goods. We quote :

Walnuts, per lb	0 12½ 0 13
Tarragona almonds, per lb	0 12 0 13
Shelled walnuts, "	0 25 0 26
Shelled almonds, "	0 28
Filberts, per lb	0 09½
Pecans, "	0 16½
Brazil nuts, per lb	0 14
Peanuts, roasted, according to the brand, per lb	0 07 0 10½

VEGETABLES.

Vegetables in general are very scarce and the demand for shipping is active. We quote :

Turnips	0 20 0 25
Carrots	0 12½ 0 20
Beets	0 12½ 0 20
Parsley, per doz	0 20
Cabbage, per doz	0 50 0 75
Celery, golden	0 30
Tomatoes, per box	0 90
" Canadian	2 25

FISH

Market is very dull and uninteresting. Fresh fish are scarcer and higher prices are anticipated. Salt fish are not to be had, it being just between seasons. New salt fish expected to be on the market in the course of a few weeks. We quote :

Haddies	0 07
Smoked herring, per box	0 15
Fresh haddock and cod, per lb	0 04
Dore, per lb	0 08
Pike, "	0 06
Halibut, per lb	0 12
Gaspe salmon, per lb	0 14
Salmon trout, per lb	0 08
Brook trout, per lb	0 17
White fish, per lb	0 08
No. 1 Herring, Nova-Scotian, per bbl	5 00 5 50
" " half bbl	2 80 3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	0 95
Holland herring, per keg	0 70 0 80
No. 1 green codfish, new, per bbl	5 50
No. 1 large green codfish, per bbl	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
Loose boneless cod, per lb. in 40-lb. boxes	0 05
Dried codfish, new, per 100-lb. bundles	4 75
Alaska salmon, per bbl	14 00
Standard bulk oysters, per gal	1 40
Marshall's kippered herring, per doz	1 45
Canadian kippered, per doz	0 90
Canadian ¼ sardines, per 100	3 50 3 75
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size, per doz	2 25

COUNTRY PRODUCE.

EGGS.—Conditions are unchanged since our last report. Dealers tell us that the price which they are paying in the country is 12½c., with an occasional 13c. price where the buying point is close to the city. Market is unchanged, straight gathered selling at 15c., selected, 16 to 17c.; No. 2 stock, 13c. Dealers advise us that the loss in bad eggs is very heavy, in some instances running two to three dozen per case. This shows carelessness on the part of some people, and we think that it would be in the interest of the store keepers to see that the eggs which they are receiving each week from the farmers are fresh. There is no reason why the loss from bad eggs should not be borne by those who are responsible for same. Deliveries continue about the same as last week.

POTATOES.—Old potatoes are practically off the market; new are coming in freely. We quote :

Choice, per lb	1 80 2 50
Sweet potatoes, per bbl	5 50
" per basket, about 50 lb	2 50

BEANS.—Quiet and no change to report from last week's quotations. We quote :

Primes, in small lots	1 70 1 80
Primes, in carlots	1 60 1 65

HONEY.—We are advised that there is some offering, but it is hard yet to know what the price will be, as dealers are not aware what the make will be like. During the past few weeks quite a large shipment of honey from Jamaica has arrived on this market and has sold from 6 to 6½c. The quality, although not quite equal to the Canadian, fills the requirements, and it would look as though Canadian honey would receive considerable opposition from same. We quote :

Extracted	0 07 0 08
Comb, clover	0 12 0 13
Buckwheat	0 06½ 0 07
" comb	0 10 0 11

HOPS.—No change since last report. We quote :

Choice No. 1	0 21 0 22
Fair to good	0 17 0 19
Yearlings	0 10 0 12

MAPLE PRODUCTS.—Demand small and market dull. We quote :

New syrup, in wood, per lb	0 05¾ 0 06
New syrup, in large tins	0 70 0 75
New syrup, in small tins	0 55 0 65
New sugar, per lb	0 08 0 11

ASHES.

Strong and tending higher. We quote :

First pots	5 20 5 25
Seconds	5 00
Pearls, per 100 lb	6 25

HIDES.

Featureless, and nothing unduly disturbing outside of the opposition buyers' movement to upset the standard. We quote :

No. 1 beef hides	0 08 0 09
No. 2 "	0 07 0 08
No. 3 "	0 06 0 07
No. 1 buff sheepskins	0 77 0 78
Lambskins	0 25 0 30
No. 1 calfskins	0 11 0 11½
No. 2 "	0 09 0 09½

LARD

Fairbanks' quotations this week to jobbers, f.o.b., as follows :

"Boar's Head" brand	0 08¾
Carloads, less	0 00¼
Tubs, 60 lb., over tierces	0 00¼
Tin pails, 20 lb. "	0 00¼
Wood palls, 20 lb., over tierces	0 00¾
Tins, 10 lb., over tierces	0 00¾
" 5 lb., "	0 00¾
" 3 lb., "	0 01

FLOUR AND GRAIN.

FLOUR.—The market is firm and local and export inquiries are active. The scarcity is apparently due to western millers buying in this market to cover advance export contracts made beyond what they are able to supply owing to scarcity of wheat. Sales of 90 per cent. patents are reported at $3.45 to $3.55. In Spring wheat flour Minnesota patents are quoted at $4.70 laid down here, which is 30c. per bbl. over the price of the same class of Manitoba patents. This class is said to be getting scarce. We quote :

Winter wheat patents	4 10	4 30
Winter patents	3 75	3 90
Straight rollers	3 35	3 40
90 per cent. patents	3 45	3 60
Extra	3 15	3 20
Strong bakers'	3 60	3 80
90 per cent. bags	1 70	1 75
Straight rollers, bags	1 50	1 65

WHEAT.—Receipts during past week show a falling off. Market is firm. We quote :

No. 1 hard Manitoba		0 88½
No. 1 Northern		0 87
Rye	0 58	0 58½
Peas	0 72	0 73
Corn	0 60	0 61
Buckwheat	....	0 48½
Barley	0 52	0 53
Oats	0 38½	0 39
Malt	0 75	0 80

FEED.—Market nominally in same condition as last week. We quote :

Ontario bran, white		18 50
" shorts "	19 50	20 00
Mouillie, as to quality	24 00	28 00

ROLLED OATS.—Market is quiet. We quote :

Bags	1 80	1 85
In wood	3 75	3 80

CORNMEAL.—Firm. We quote :

Gold dust, bags	1 80	1 90
" bbls.	3 90	4 00
Ordinary, bags	1 40	1 45

RAW FURS.

There is nothing to report in the way of change, prices ruling same as last week. We quote :

	Large	Medi'm	Small	Kitts			
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50	Fall Beave $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.
" Territory Rocky Mountains and Western							
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
Unprime, or, No. 3	3.00	2.00	.75	.40			
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25			
	Large	Medi'm	Small	2	3	4	Cubs. Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00
" Brown "	12.00	7.00	5.00	.....	.....	.....	1.00 to 5.00
	1	2	3.	4			
BADGER—Of all sections	.50	.25	.10	.05	.....	.....	.....
	Dark	Brown	Pale	2	3	4	
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50	
	Large	Small	2	3	4		
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20		
" Territory and Western	4.00	2.75	1.40	.50	.20		
	Dark	Fair	Pale	2	3	4	
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50	
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50	
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
	Large	Medi'm	Small	2	3		
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25	
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20	
	Dark	Brown	Pale	2	3	4	
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25	
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20	
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
	Large	Medi'm	Small	2 Large	2 Small	3	
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25
	Spring	Winter	Fall	Kitts			
MUSKRAT—Eastern, best large	25-28c.	.10 to .13	8 to 10	2 to 5			
" Territory and Western	20c.	5 to .10	.07	2 to 4			
	Large	Small	2	3	4	Cubs	
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00	$1.00 to $2.00	
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50	.25 to .50	
	Large	Small	2	3	4		
RACOON—	.75-1.25	.60-75	.33-50	.25	.15		
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25		
	Black	Sh'rt St	Long St	White			
SKUNK	.75-1.25	.75	.40-.50	.05-15	.....	.....	.....
	Dark	Brown	Pale	2	3	4	
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM—	$5.00 to $6.00 per pound.						

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., July 21, 1903.

WHILE in markets there is nothing of particular importance, this being a rather quiet season, there have been one or two outside matters of interest. The short visit of three men-of-war to the port created considerable stir. Among the transportation companies it is doubtful if any have the same regard of our people as The Eastern Steamship Co.—the old International line—therefore, the arrival of their new boat, the Calvin Austin, was more than a passing event. Everyone wished to see her. Without a doubt she is the finest steamer of her class ever here, and the enterprise of the company is much appreciated.

In markets, cream of tartar is rather easier. Rice is held firm ; there has been quite a direct shipment of Porto Rico received since my last report.

OIL.—In burning oil interest now centres in Fall business, for which forward orders are now being taken. The rather easier prices tend to improved sale, particularly for American. In lubricating oils there is but a fairly active demand. Paint oils are not very active. Receipts of cod oil are still light. Outlook is for firm prices. We quote :

American Water White	0 20	0 20½
Best Canadian	0 19½	0 20
Prime	0 18	0 19½
Linseed oil, raw	....	0 65
" boiled	....	0 68
Turpentine	0 80	0 81
Cod Oil	0 29	0 31

SALT.—In Liverpool coarse salt the market is well supplied ; prices are rather higher than when landing. No further arrivals are expected for some time. In factory-filled a fair stock is held. Canadian fine is in very light supply Shippers have not been at all able to keep up with demand. In cheese salt market has been bare for two weeks. We quote :

Liverpool coarse, per lb	0 55	0 60
English factory-filled, per lb	0 95	1 00
Canadian, per bag	....	1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl	....	3 10
" " 10-lb " "	....	2 85
" " 20-lb. wood boxes, each	....	0 25
" " 10 " " "	....	0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.—The association is still the matter of interest. It is impossible to get full information. The regulations, as far as known, are not popular, and it is a great question with very many of our trade if they will have anything to do with it. Much depends on further information. In spot stocks, there is little change. Peas are scarce. In domestic fish, sardines, kippered, are likely to be a light pack. Haddies show better output. Salmon are rather dull. Oysters tend higher. We quote :

Tomatoes, 2's	$1 25	1 40
" 3's	1 50	1 60
Corn	0 90	1 00
Peas	1 05	1 20
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3's	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" spring	1 25	1 35
" Rivers Inlet, red sockeye	1 35	1 40
" Fraser River "	....	1 50
Domestic sardines, oils, ¼	3 00	3 25
" mustards, ¼	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.—Dealers are busy. Bananas continue very plentiful and cheap. In oranges there is fair stock, but quality is rather poor and sale is rather light. Lemons are tending higher ; dealers are fortunate who hold fair supplies ; prices show but a limited sale. Melons are small and rather scarce, but sale here, at best, is light. Cucumbers and tomatoes are easier. Strawberries are firmer. Very few Nova Scotia berries have been shipped here ; general crop not large. California small fruits have a good sale. Some nice Georgian peaches are offered. Quotations are :

Mediterranean oranges	4 00	4 50
Valencias, "	7 00	7 50
Messina lemons "	4 00	4 50
California apricots	1 00	1 25
" plums	1 50	1 75
" peaches	1 50	1 75
Melons	0 50	0 60
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Strawberries	0 08	0 10
Rhubarb	0 01½	0 02
Cucumbers, per doz	0 40	0 70
Pineapples	3 50	4 25

DRIED FRUIT.—Business is quiet. Spot stocks are quite ample for the light sale. It has been a rather disappointing year. Prunes, which are large sellers here, have kept low, and seeded and loose raisins, from which a profit was expected, have been disappointing. Stocks were rather large owing somewhat to the lateness of arrivals last Fall. Evaporated apples are rather higher. Currants are higher, and the outlook is for firm and quite full prices this Fall. Dates will be quite low. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	....	0 06

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers "	0 08	0 08½

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ½s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 08½	0 09
" " seeded, in 1-lb. packages	0 10	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10½	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

EMPOIS CHINOIS

Two Memorable Epochs

551-479 B.C.
AND
1899 A.D.

The Grand Priest of China and Empois Chinois (Chinese Starch).

Strange, is it not, that a product may sometimes mark an historical epoch ?

That is what the famous Chinese Starch manufactured in Montreal does.

Our fellow-countrymen will learn with surprise that this product existed five centuries before Christ and that Kong-Fou-Tseu (Confucius) the author of the Chinese religion and moral and political code, insisted on the use of "Chinese Starch" (Empois Chinois) in his own linen as well as for the use of his priests.

All the **Imperial Court** of China insisted on the use of **"Chinese Starch"** only. They would have no other.

We know that the Celestials were accustomed to dress entirely in white and hence with them laundering has become an art.

How was this article introduced into Canada ? In a few words, a Chinese explorer and traveller on his way to Montreal in 1899 sold the secrets of its manufacture to the present proprietor. The result has been an enormous success.

"Chinese Starch" has brought happiness to all housewives, as it ensures real economy and a perfect whiteness and an incomparable gloss in the linen. It has become a genuine Canadian product, a fact which our cut explains.

SOLD EVERYWHERE.——BEWARE OF IMITATIONS.

It is the only real Chinese Starch on the market. Manufactured solely by the

OCEAN MILLS, 109 Mount Royal Ave., MONTREAL

holds good. Currants are reported to be advanced in primary markets, but so far no change has been made here.

New pack salmon is offering this week, but prices are not yet settled. It will be higher than last year, however, just how much cannot be stated yet.

GREEN FRUIT.—A good supply is being received and prices are holding firm with the exception of pears which are quoted 25c lower this week. Blueberries are arriving and are very fine. The present price is 15c. per lb. retail but will soon drop, as the supply is plentiful. Blueberries are the only new line on the market this week. Shipments of raspberries continue small and the price high.

GREEN VEGETABLES.—Are growing more plentiful, but are still dear and the Exhibition week has sent up prices. In fact all classes of produce are higher for the time being, owing to the heavy demand.

Among visitors to the city is Mr. Macpherson, head of The Macpherson Fruit Co., who has rented a furnished house and brought his family here for the balance of the Summer. Mr. Macpherson has not visited the city for five years and expresses himself as startled at the growth and improvement in that time. He was an old timer here who showed his faith in the future of the West by his investments after the breaking of the boom of 1882 and is now reaping his reward.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 17, 1903.

THE settlement of two labor troubles in British Columbia this week has had a materially brightening effect on trade feeling in general. The strike of factory hands in the various planing mills of the coast which has been on since June 1 was settled yesterday by the return of the men to work. This action was preceded a few days ago by the mill owners withdrawing the embargo their association had placed on the delivery of lumber in the city of Vancouver. This action the mill men declared had been rendered necessary by the fact that the strikers in the factories were getting moral and material aid from the building trades unions, the carpenters in particular. Had the mill men continued to refuse lumber to the builders, the shut down which would have followed would have placed the city in a bad position with a large amount of unfinished building. This building expansion of the city has been better this year even than the past three of four seasons, which had been considered phenomenal. Trade is very largely dependent on the money circulated in the building season, and it would cause serious trouble to have shut off that source of ready money suddenly without replacing it.

The other strike, or threatened strike, was that of the fishermen, who usually engage in the salmon fishing during the run of the sockeyes on the Fraser River. The canners had offered 15c per fish for July and 14c for August and the fishermen had asked a cent higher for each of the two months. The Japanese fishermen who far outnumber the white men and Indians had also struck out for a higher offer than the canners had made. However, the Japs gave in and accepted the cannery prices. This was followed in a day or so by the white men accepting also.

The salmon run has not yet fairly begun, but it is expected that the fish will be taken in numbers in a few days. Large shoals are seen outside in the Gulf of Georgia, and it is well-known that they are not, as a rule, in a hurry to enter the river. The industry has grown to such dimensions that the money put in circulation annually by way of wages to fishermen and cannery employes is a very large item in the total of the province's trade. There are 49 canneries on the Fraser River and 30 at various upcoast points. Of the Fraser River canneries there will be some 42 in commission this year. The majority are now owned by The British Columbia Packers' Association, a big syndicate which purchased a large number a year ago. These are operated under one management and if it is thought advisable to shut down one or two it is arranged easily enough to handle all the fish by equalizing the distribution among the others.

* * *

Local crop prospects in the lower Fraser valley, where the bulk of the farming in the coast section is done, are very bright. The growing grain crops are very heavy. The oat crop, which is a standard crop, and one which is depended on by the ranchers, is a very good one this year. The farmers are now in the hay cutting and the crop is very heavy, much heavier than the average, and of good quality.

* * *

In fruits, the Australian steamer Miowera brought a consignment of Australian oranges for a local firm. They seldom arrive on this market. They are packed in a box about 2x3, the standard size, and the price quoted is from $1.50 to $2. California oranges are quoted at $3.50 to $3.75, and quite a few are still moving. Peaches, plums and apricots, all from the California market, are arriving freely and in better condition than former shipments. Prices are somewhat lower. California cherries are out of the market almost. Local cherries are plentiful, but few of them come into the hands of the wholesale trade, being sold direct to retail trade, or to the consumers. In peaches a few freestones of the yellow St. John variety have been added to the shipments this week. The clingstones are more plentiful yet. California apples are plentiful at $1.75, and watermelons are also in from California. Strawberries are nearly out. The local crop has been very heavy and large shipments to Alberta have been made with very good results. The trade in small fruits from British Columbia to Alberta is engaging more attention every year, and with prices such as have been realized, should continue so. The strawberries shipped have been selected, of course, and they realized about $2 per case. The local price has averaged $1.50. Shipping cherries to Alberta is also becoming a bigger trade from this portion of British Columbia.

* * *

California potatoes have ceased to arrive as the local new stock is now plentiful. The old crop is not all gone, but it is not being brought in now, ranchers feeding them rather than take low prices. The new stock is bringing $1.25 per cwt. For a short time there was a shortage in the potato market owing to the old ones not being brought in and new ones not being plentiful. The last Empress which sailed wanted a lot of five tons of any sort and could not get them in time for sailing.

* * *

There was a great deal of interest aroused momentarily this week by the report that a representative of Portland capitalists had been looking over the ground here for the purpose of advising as to the location of a flour mill to mill wheat for the export trade. It was stated that the object was to erect a large roller-process mill which would grind wheat brought from Alberta and from the interior of British Columbia. The wheat country of the neighboring state of Washington was to be drawn on to keep the mill supplied if found necessary.

What progress is being made has not, so far, been given to the public. It would seem that some radical change would have to be made in existing conditions, especially regarding rates of freight on wheat from Alberta to this point, before such a proposition could be made a success. There are three flour mills in operation in British Columbia, all of them in the Okanagan district, where the largest quantity of milling wheat is grown. These mills are at Vernon, Enderby, and Armstrong, and none of them are of great capacity. The stock they grind is partially from the Northwest, and they make a point of advertising the fact. This is necessary for the reason that the wheat of British Columbia production, even in the Okanagan district, is much softer than the Northwest and Manitoba article. Possibly a certain proportion is mixed, but to make a good merchantable flour, which these mills certainly do, the local wheat could not be used exclusively.

There is a large mill in Victoria which has been idle almost since it was erected nearly fourteen years ago. The gentleman who built it, Mr. T. B. Hall, invested some $75,000 in the scheme, putting up a fine mill and endeavoring to encourage the growing of wheat in the province. He distributed free seed from Manitoba hard wheat which he imported for the purpose, but the grain grown from the hard wheat was as soft as other samples grown in the province. Shipping wheat in from Manitoba was not profitable, on account of freight charges, and importing from Washington was just as unprofitable, the duty being too high. The mill has been idle for many years now. It would seem that the only way to bring Alberta wheat or flour to this coast for export trade is to get a freight rate which will make it profitable to handle the stock. Then it is more than likely that the conditions will be found to favor the milling of the wheat in Alberta and shipping the flour only. As the states of Washington and Oregon export to the Orient and Australia a large quantity of flour every year, it is quite likely that the flour from Alberta wheat can be placed in the same markets on equally as good terms, if the freight rates are made right. Many cargoes of wheat from Washington and Oregon are shipped by sailing ships every year to the markets of the Old World, and this field too would be open to Alberta wheat in case it can be delivered at the coast on a paying basis. The rapid expansion of the wheat crop of Northern Alberta is inducing the growers and grain men there to seek some outlet to the Pacific coast seaboard for the surplus which is getting bigger every year.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

LAPORTE, Martin & Cie. report the well-known "Victoria" brand of fine red sockeye salmon (for which they are sole agents) being called for freely and orders for large quantities have been booked, several carloads having been disposed of this week. Laporte, Martin & Cie. are in position to deliver these goods in Quebec, Sherbrooke and Maritime Province points at Montreal prices.

The "United Service" brand of salmon, (pink), a 10c retail line, can be bought in connection with the "Victoria" brand, and several carload lots, assorted, of these brands have been placed.

Lucas Steele & Bristol offer Royal salad dressing, all sizes, also McMechen's and Snider's.

H. D. Hofman, Montreal agent for White & Co., Toronto, is working up a splendid trade in bacon, ham, etc. White & Co's. goods are now to be found in the best grocery stores in the city.

Diamond Crystal Shaker Salt is the line to use during the heated term. Lucas, Steele & Bristol are agents.

R. Herron & Co. have received numerous orders for their new line of lime juice. It is put up in pints and quarts and commands ready sale. They also report increased demand for their high-grade "Red Cross" flavoring extracts.

The Eby, Blain Co., Limited, have still a full assortment of all sizes of gem jars. Grocers who wish to sort up should place their orders before assortment is broken.

A novelty in prepared French mustard is the new line of fancy steins, put up by S. H. Ewing & Sons. The article is put up in three styles, blue, opal and green, and makes a splendid 15c. retail line.

The new Vichy water "St. Louis", which L. Chaput, Fils & Cie. have placed on the market, is taking hold. This line is a genuine pure French Vichy and highly recommended. If the price is less than the older lines and the quality reported excellent, it should become a seller. L. Chaput, Fils & Cie. are sole Canadian agents.

J. A. Mathewson & Co's sales of their "Quaker" brand Ceylon teas are showing a steady increase. These teas are packed on the plantation and purchasers are assured of absolute purity.

Lucas, Steele & Bristol offer exceptional values in natural and finished Ceylon green, chests and halves.

Veal Loaf, Ham Loaf, Beef Loaf

Clark's

Summer Luncheons

HANDSOMELY PACKED. POPULAR LINES.

Chicken Loaf, Turkey Loaf, Assorted Loafs

TRY FOR SUMMER USE — DELICIOUS ACID FRUITS — CORONA FRUIT MEAT — FOR PIES PUDDINGS ETC. — SPRING USE — TRY

Delicious, Healthful
The **Ideal** Fruit
—FOR—
SPRING and SUMMER USE
Once Tried, Always Used.
ASK FOR IT.

CANADA'S IDEAL WORCESTERSHIRE SAUCE
L & L

A pure, wholesome, appetising
Canadian product of High Quality
Of special interest to the Canadian Grocer.
—It gives complete satisfaction.
—It shows a good profit.
—Your jobber supplies it.

GOLDEN SEAL
Trade Mark

LEES & LANGLEY, 53 COLBORNE ST., - - TORONTO. PHONE MAIN 1975.

EPPS'S
GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

FINEST ORANGES GROWN

Car **Extra Fancy Late Valencias** arriving this week from the celebrated groves of the **Arlington Heights**, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

Window and Interior Displays

Timely Hints and Suggestions.

Window Dressing in Town and Village.

THE home of the fancy window is, of course, in the city, but it by no means follows that the window of the town or village grocer must go bare or shabby. The end of each is the same, although the means necessary in the two cases to bring about that end may be somewhat different.

Windows in city or country are dressed to attract attention and sell goods. In the hurry, bustle and crowd of a large city more startling effects are necessary to capture attention. There the difference ends. Once attention is gained, town and city window are alike designed to induce the passer-by to enter and purchase what has been displayed in the window. Consequently, the prime requisites in arranging your window are to display only what passers-by are likely to want, and to display them in the manner most likely to increase the intensity of that want.

To readers of THE GROCER the importance of the most scrupulous cleanliness need scarcely be alluded to. Even the most common articles, displayed with immaculate surroundings, are attractive, while the most tempting viands only induce disgust when associated with squalor. The extravagant use of soap and water never drove anyone into bankruptcy.

But assuming that everything is spick and span, what shall be put in the window—staples or specialties? It may be advisable sometimes to have a tea window, a sugar window, or soap window, but generally speaking, everybody knows you keep these articles. But if you have a line that your competitor has not, if you have an especially early consignment of fresh or dried fruit, put them in the window where everyone can see them. Put the price in, too. Have a neat white card with a plain, legible price mark. It will be an eloquent salesman, convincing a whole window full of prospective customers.

Be sure that these displays are seasonable. If you must have a sugar window, arrange it at the beginning of the fruit season. If it is soap you are going to display, why not at house-cleaning time?

Whatever you decide to put in your window, make it as attractive as possible, and don't be afraid to show your prices. There should be no "fuss and feathers" about your window. You are not a dime museum keeper, but a grocer. You are not fitting up a window to amuse the public, but to sell goods. It is sales you want, and the accessories must never overshadow the principal of the display—the goods to be sold. For instance, you have received a fine consignment of raisins. They are beauties, and the price is right. Into the window with them! Don't let a thing appear but dazzling whiteness and big fat raisins. Then put in your neatly-printed price tickets and you have a "grocery" window fit for a king. Every woman who passes will begin to wonder whether she does not need some raisins.

Don't put too many things in a window at once. It is confusing. Put in a good thing and push it hard.

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize - - -	$10
Second Prize - -	$7
Third Prize - -	$5

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the $10, $7 or $5 prize, it may be awarded a $2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of $2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Sir Thomas Lipton's First Shop.

Sir Thomas Lipton, as he goes along our streets in his automobile, says a New York paper, cannot help but feel an especial interest in our meat markets, for before he became the great merchant he is to-day, he personally conducted an unpretentious provision store in Glasgow, Scotland. It was in a modest little shop like hundreds on our street corners that he began to build up his immense business and great fortune. Speaking of his first shop, Sir Thomas says: "I made it my business to keep the place thoroughly smart and spotlessly clean. You know there is a great deal in the appearance a shop possesses and the treatment customers receive. When asked for his recipe for success he said: "Work hard, deal honestly, use careful judgment, do unto others as you would be done by, advertise freely and judiciously, and success is bound to come."

Fly Time and the Show Window.

Pretty soon the fly will be putting in his appearance in droves and figure in the window man's troubles. We know of nothing more aggravating than putting in a nice window and on going out on the sidewalk finding a lot of blue-bottles ornamenting the space called the extreme front. It can be avoided. After you get your window thoroughly cleared out and ready for the trim, heat a large saucer over a lamp; place it in the centre of the window and pour on it a few drops of strong ammonia. Leave your door open and in ten minutes there will not be a fly left in the window. Furthermore, they will not return for some time. Another way to get rid of these beauty destroyers is to paint all around the outside of your door with coal oil or kerosene. Either way is a considerable improvement over sheets of fly paper strewed about.

Mr. S. S. Arnold, western representative of R. Herron & Co., Montreal, returned from a very successful trip to the Coast. His sales of "Red Cross" jelly powders and extracts were very satisfactory, and the western trade are taking hold of them very freely.

EASTLAKE STEEL SHINGLES

The Popular Choice

Because they can be quickly and easily laid by any handy man, are lightning proof, prevent fire, and are the most economically durable shingles made.

Either Galvanized or Painted

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG

Do you sell it ! ! !

POP CORN in every style.

Pays nearly 100% profit.

DOMINION POP CORN CO., - TORONTO.

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition	$5.00
A.B.C. Code, 5th Edition	7.00
A1 Code	7.50
Robinson's Code	1.50
Armsby's Code, 1901 Edition	2.50
Economy Code	3.00
Scattergood's Fruit Code	5.00
United States Code	3.00
Arnold's Tobacco Code	2.50
Baker's Potato Code	2.50
Broker's Code	1.00
Citrus Code	2.00
Index Code	2.00
Universal Sugar Code	1.00
National Coffee Code	1.00
Riverside Code 1890 and 1901	3.00

All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, $1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, $1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

PERSONAL MENTION.

Mr. A. Laporte, of Laporte, Martin & Cie, has returned from New York, where he had gone on the invitation of Sir Thomas Lipton.

A visitor to Montreal this week is Mr. A. M. Piper, of Todhunter, Mitchell & Co., Toronto. Mr. Piper, who is well known in Montreal, has just returned from a trip to the Maritime Provinces. "Of all the trips I have made to the Provinces," said Mr. Piper, "this was the most successful; in fact, it was a remarkable one." Asked as to the condition of trade in the east, he says a great improvement in all lines is observable, and every indication points to a prosperous year.

The friends of Mr. R. W. Hayter, of Front street, Toronto, will be pleased to hear that he has just returned from England, where he has been spending a three months enjoyable vacation. Whilst visiting London, he naturally took his usual keen interest in the state of the tea market and says that the striking feature of the situation was its remarkable strength, based upon the known firm statistical position, it being generally conceded that prices would continue to maintain themselves.

A SOAP FIRM'S NEW NAME.

The Atlantic Soap and Oil Co., Limited, Toronto, is the new name of the Empire Soap and Oil Co., Limited. After the incorporation of the latter company it was considered advisiable by the directors that another name should be adopted, with the result that it will in future be known as The Atlantic Soap and Oil Co., Limited, Toronto. The officials of the company are F. N. Vanzant, president and treasurer, Geo. Dickson, vice-president, I. E. Hoare, secretary. It has an authorized capital of $40,000. The business of the company will be the manufacture of textile soaps, pressers of lard oil, etc. The factory is well equipped with the latest machinery for the purposes of its trade and is conveniently situated at 74 Don Esplanade. The offices of the company are at 26 Front street east, Toronto.

INGERSOLL CANNING AND PRESERVING COMPANY.

The Ingersoll Canning and Preserving Co., Limited, Ingersoll, Ont., have been incorporated with a share capital of $40,000, divided into shares of $100 each, to manufacture and deal in canned goods, evaporated apples, pickles, jams, jellies, preserves and grocers' sundries. Provisional directors are F. G. Walley, O. E. Robinson, H. E. Robinson and W. H. Cook, all of Ingersoll.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

CLERK WANTED — General store. Single man preferred Apply stating salary, experience. Box 42 CANADIAN GROCER. (29-2)

SITUATIONS WANTED.

YOUNG GENTLEMAN, having just arrived from England and Africa, would like a position as salesman in groceries or any other position; best of references given. Apply S Gillespie, care General Post Office, New York. (30-2)

FOR SALE

FOR SALE—Thriving business; bakery, grocery and restaurant. Proprietors health failed, Apply at once, Box 36 CANADIAN GROCER, Toronto. (25-10)

FOR SALE—A P. C. Larkin tea packer, in splendid condition, with dies for quarter, half and one-pound packages. Will sell cheap. Write for particulars. Box 45 CANADIAN GROCER, Montreal. (30-1)

AGENCIES WANTED.

WANTED—Agent to introduce in Western Ontario confectioners' and grocers' sundries. First-class goods, easy sellers. Liberal commission to experienced, live party. The Organ, Elliott Co., Montreal. (30-1)

WANTED — Agencies for Newfoundland and Prince Edward Island, lines suitable for general and grocery trade, three to four trips per year. Address, Box 28 CANADIAN GROCER. (29-3)

COFFEE ESSENCE

SOLE PURCHASING AGENT WANTED—For a very fine Coffee and Chicory highly recommended by "The Lancet," "The Grocer" and other papers. Highest awards where shown. Apply, "Essence," CANADIAN GROCER, 109 Fleet Street, London, England. (29-4)

The Canadian Grocer has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Business Changes

ONTARIO.

WM. BELL, grocer, Sault Ste. Marie, has assigned to Jas. Fraser; a meeting of the creditors will be held on July 30.

A. H. Baldwin, grocer, Hamilton, is giving up business.

Wm. H. McDonald, general merchant, Port Lambton, has sold out to Mrs Jas. Cain.

J. D. Mudge & Son, general merchants, Schreiber, have assigned to Alex. J. McComber.

The assets of the general business of McCrimmon & Co., Williamstown, have been sold.

The stock of the estate of J. D. McRae, general merchant, Eganville, is advertised for sale.

F. D. McNaughton, general merchant, Copper Cliff, has assigned to C. S. Scott; meeting of the creditors was held on July 23.

QUEBEC.

Blais & Cie, grocers, Quebec, have been registered.

L. Desault & Co., traders, Montreal, have dissolved partnership.

Francis O. Ranger, general merchant, Montreal, has been registered.

L. D. Gagnon & Co., fruit dealers, Montreal, have been registered.

A. Lalonde & Co., traders, Coteau Landing, have dissolved partnership.

The assets of the grocery business of Omer Langlois, Montreal, have been sold.

P. Blanchette, general merchant, Ste. Louise, has sold his stock at 55¼c. on the dollar.

The assets of the general businesss of Arthur & Cote, South Durham, have been sold.

Onesime Audet, general merchant, Grondines, has sold his stock at 51c on the dollar.

The assets of the general business of E. F. Roy, Windsor Mills, are to be sold on August 4.

Wm. McColme, general merchant, New Richmond, has assigned; Lefere & Taschereau, provisional guardians.

NEW BRUNSWICK

F. Ferguson & Co., general merchants, Richibucto, have dissolved partnership.

BRITISH COLUMBIA.

C. F. Diamond, general merchant, Goldfields, has removed to Camborne.

J. A. Dickie, grocer, Victoria, has been succeeded by Wm. Burt.

MANITOBA AND NORTHWEST TERRITORIES.

John A. Mains, grocer, Winnipeg, has been succeeded by W. L. Scott & Co.

Thomas Stait, general merchant, Oakville, has sold out to D. A. Moore.

John White, general merchant, Reston, is advertising his business for sale.

Ephraim Rogers, general merchant, Methven, has sold out to Henry Collins.

Wm. Stobart & Co., general merchants, Duck Lake, have been succeeded by H. Mitchel.

The dry goods and grocery stock of the general business of Robertson Bros. & Colwell, Nanton, has been sold.

McCredie & Murray, grocers, Pincher Creek, have dissolved; Andrew McCredie continues.

The creditors of J. W. Lannin, general merchant, Bradwardine, are requested to file claims with A. E. Davey, Winnipeg.

Wm. Henry, sr., of the firm of Wm. Henry & Son, general merchants, Tyndall, is dead.

A. McLean will retire from The Wolseley Trading Co., Limited, Wolseley, on August 1.

FOREST CITY GOSSIP.

Office of "The Canadian Grocer,"
365 Richmond Street.
London, July 12, 1903.

BUSINESS continues active in all branches of the grocery and provision trades in this city, with no special features to report. Prices remain as at last week's figures and shipments continue to be made up of general goods as well as sugars.

This market is still firming up on eggs which are being sold to the trade by commission men and jobbers at 15c per doz., while cheese does not show great demand so far this season, the price to the trade being around 10½c per lb.

The keen competition in the United States between the fruit trusts and the independent operators, has had the effect of lowering the figures for bananas all round about 30c per bunch. London dealers are buying freely from both Chicago and Buffalo non-trust firms who are making things lively on the other side. In this connection, we might repeat that the Forest City consumes per head a larger quantity of imported fruits than either Montreal or Toronto.

Mr. T. B. Escott, wholesale grocery merchant, and family, are residing at their cottage, Orchard Beach, Port Stanley.

Mr. Andrew McCormick, ex-Mayor of London, and of the firm of A. McCormick & Sons, grocers, is, it is regrettable to say, in a very low condition, and there is much doubt of his recovery. A complication of ailments has laid him low.

The D. S. Perrin Mfg. Co. will hold their annual picnic to Port Stanley on Saturday, July 25. Perrin's picnic is acknowledged to be one of the best outings of the year, and this, it is expected, will in no wise be behind those of the past. A splendid programme of sports is being arranged.

The retail grocers of London had their annual excursion and picnic to Niagara Falls on Wednesday of this week. The committee who had control of the excellent arrangements are deserving of much credit, and are worthy of mention here, viz.: J. C. Trebilcock, chairman; T. A. Rowat, treasurer; E. Sutton, secretary; F. Harding, F. Harley, N. McLeod, F. Robinson, A. McCormick, George Loveless.

The London grocers invited the grocers of St. Thomas to participate, and the M.C.R. trains stopped en route at St. Thomas, Aylmer, Tillsonburg and Waterford.

An enthusiastic meeting of the retail clerks of the city was held last week in the City Hotel when the matter of forming a union was discussed. International Officer Todd has succeeded in rousing the interest of the clerks in the advantages of a union. It is expected, should they organize, that all branches of the retail trade will be included. The union will likely assume the nature of a club, with well-furnished rooms as headquarters.

James Wilson & Co., grocers, 398 Richmond street, this city, are retiring from business. Mr. Wilson has, for seventeen years, occupied the same premises, and carried on the business of liquor dealer as well as grocer; his stock is being reduced prior to giving up, and is offering lots cheap to buyers.

London is bound to give a cordial reception to her Old Boys on August 3. Active preparations for this great home coming have been going on since last Christmas, and the executive have been in communication with towns and cities, both far and near, in United States as well as the Northwest Territories; so that many thousands of visitors will be added for a few days to the population. The active committee have decided that one special feature of the excellent arrangements will be the big parade which will be held to Queen's Park. Invitations for this have been issued to the City Council, Board of Water Commissioners, Board of Health, Board of Police Commissioners, Public and Separate School Boards, Hospital Trust, and the different fraternal societies of the city. An effort will be made to have the members of the police force turn out and lead the procession. The Seventh Regiment

Every Little Helps.

If you please your customer in one article, it helps you to sell other things.

JAMES' DOME LEAD

is the best lead in the world and gives the best satisfaction.

W. G. A. LAMBE & CO., Canadian Agents.

will take part, and in addition to their band, there will be bands brought by the associations from St. Thomas, Toronto, Stratford, Sarnia, Detroit and Cleveland.

Mr. Isaac Waterman, one of London's most highly esteemed citizens, died on Saturday morning after a lengthy illness. His brother, Mr. Herman Waterman, for some years a resident of Buffalo, left his home last week to visit his brother Isaac at London, but suddenly expired at the railway station at Buffalo from a stroke of apoplexy. These two brothers, now deceased, at the time of the oil boom in Upper Canada, in the early sixties, were engaged in the clothing business in this city. This line of business they gave up for the more lucrative one of dealing in oil and oil wells, and later, carried on The Imperial Oil Co. with headquarters at Montreal. Mr. Isaac Waterman has been hospital trustee since 1902. Much respected, and in every respect a valuable citizen, his loss is deeply felt by the business community.

AN ENTERPRISING FIRM.

Tudhope Bros., grocers, of Woodstock, Ont., have purchased the handsome store on the corner of Dundas and Light streets and now have one of the cleanest, brightest and most convenient groceries in Ontario.

ENGLAND AS A MARKET FOR OUR PRODUCTS.

MR. E. V. TILLSON, of The Tillson Co., Tillsonburg, Ont., was in Toronto on Monday en route home from a nine weeks' visit to Great Britain. He was accompanied by Mrs. Tillson and son. Mr. Tillson's visit to England was chiefly in the interests of his firm, who, as our readers are no doubt aware, have a large export as well as a large home trade.

"By the bye," said Mr. Tillson to a representative of this paper, "I saw your export number several places in Great Britain, and the people there thought very highly of it. It was indeed a credit to Canada. I must also inform you that one of the articles in 'The Grocer' was of great help to me while in Great Britain. A number of customers there wanted to know why it was that we were not able to supply them with all the split peas they wanted. I asked them if they had a copy of the export number of 'The Canadian Grocer' at hand and as most of them had, all I had to do was to point out an article there on the pea situation in Canada. This explained to them better than I could have why it was we were unable to ship them all the split peas they wanted."

"What do you think of the prospects for Canada increasing her trade with Great Britain?"

"Very good indeed. The people there are taking very much more interest in Canadian affairs and in Canadian goods. They like to deal with the Canadian people. There is no question about that; but one trouble is, the Canadian people have not enough stuff to sell them. One has to go to England before one can gather any idea of the enormous quantity of food products that are consumed there. Until I went there I can tell you I had not. I was in the office of one firm which has its own line of steamers plying regularly between British and foreign ports carrying nothing but flour. One house informed me that it had just then due 500,000 sacks of flour and that this would soon vanish in the consuming market. There is a great field in Great Britain for Canadian enterprise."

Speaking of the political situation in Great Britain, Mr. Tillson said that Mr. Chamberlain was putting up a wonderful fight, but that the feelings, both pro and con, were very strong indeed. As to what the result would be Mr. Tillson did not care to prophesy.

Dandicolle & Gaudin's shipment is to hand with Lucas, Steele & Bristol, including their extra olive oil, sardines, peas, mushrooms, vinegar, &c.

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING. OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Hires'
Root Beer

the whole day long,
And you will feel "all right."

Stock with **HIRES' Root Beer.** See that your travellers have it on their price list. It pays a GOOD PROFIT.

Setna & Co., "Chutneys"
Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds, as follows:

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"
Finest Cream Salad in Gal. Tins.

Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.

W. P. DOWNEY, SOLE AGENT FOR CANADA.
26 St. Peter St., —Prices on Application— MONTREAL.

FLOUR AND CEREAL FOODS

A Little Insurance Sermon.

INSURANCE rates on flour mills are so very high that many mill owners, operators and renters are compelled to forego such pleasure and profit as may come from this sort of protection. There is but one thing that makes these rates high, and that is the unusual number of fires in flour mills. The impression must not obtain that an insurance company desires to make more money from carrying insurance on flour mills than on any other property, for that is not the case. The insurance company knows at the end of any year what amount of premiums it has received, what its losses have been, and the proportionate expense of its business chargeable to the class that includes only flour mills. If the losses have been unusually heavy, the rates must go up correspondingly. If the losses have been less than what was expected, the rates should be lowered.

It follows that the better the construction of flour mills and the greater the care exercised in their operation the less millers will have to pay for fire insurance. In building mills, 99 times out of 100 the question of fire protection is not once thought of, the governing intention being to get through at the least possible expense. It can be very easily demonstrated that the wise expenditure of a few extra dollars while a building is being erected will soon come back to its owner by way of decreased insurance rates. To insure this result it is of course essential that the planner of the building have a practical knowledge of what constitutes fire-protective features. If he fails to find anything on the subject "laid down in the books," he can count on getting much useful information and many valuable hints about the subject from the insurance companies that are to be asked to carry the risk, for they are never desirous of fires—their profit comes from not having fires. Strictly speaking there is and always should be a mutuality between the insured and the insurer. It is rare that a fire loss, partial or otherwise, results in a profit. It certainly never does to the company that carries the risk.

The ideal way is to put the property in such shape that it presents the fewest possibilities of burning, and then to insure it. Manifestly this is economy for both parties, and equally manifest is it that the best time to so equip a mill that its liability to burn is reduced to the lowest possible minimum is when the mill is being built, for then the greatest latitude is possible in original construction. Where a mill has been built without any reference whatever to protection against fire it is obvious that ample protective features cannot be added without involving too great an outlay of money. However, much can be done, even with an old mill, providing one knows how to get at it.

A miller making any sort of pretensions to intelligence ought to know the most dangerous spots in his mill. He should know that wherever there is friction there is likelihood of fire; and while he cannot operate his mill without some machinery running at high speed, yet he ought to know how to surround such machinery with conditions presenting the greatest barriers to fire. Then, having the plant in the best possible condition, the remaining duty of keeping his mill clean must rest heavily upon him. The accumulation of dust and mill products in and around the machinery and mill never fails to increase rates when the inspector comes round. In many other ways, aside from an insurance standpoint, it does not pay to be dirty. Cleanliness is quite a near neighbor to Godliness and gives the miller a good reputation.—Roller Mill.

"Our Coming Competitors."

THE Dixie Miller, an American milling journal, says under the above heading in its last issue: An authority on the subject estimates that the area available for wheat raising in northwest Canada is 400,000 square miles, or four times that in which wheat is grown in the United States. Only 1 per cent. of this is under cultivation. The Western States show some nervousness over the recent emigration from their regions to the Canadian Northwest. In 1896 the American emigration was counted at only 36 people, but in 1902 it rose to 37,000. About the same number last year was reported from Europe, and it is estimated that this year 50,000 English-speaking people will seek homes in the new lands, and probably the same number of Americans. At this rate the Canadian Northwest can soon supply Great Britain with foodstuffs. All they are waiting on is Chamberlain's preferential tariff.

White Bread and Appendicitis.

THE Brooklyn Eagle says, with reference to the statements of a certain "Doctor" regarding the relationship of flour to appendicitis: It is utter rubbish to assert that appendicitis is due to the use of good flour. The flour of our ancestors differed from the flour of to-day only in the relative amount of the germ of the wheat, which in modern milling is removed, to the great advantage of the consumer. The germ of the seed is composed of material that soon decays, and flour containing it could not be depended upon to keep. As early as the '50s of the last century machinery was invented which reduced the amount of germ contained in the flour, and this machinery has been improved from time to time until something near perfection has been reached in the process of milling. It is ridiculous to assert that the presence in the flour of the germ made the bread any more easily digestible. On the contrary, such bread is less digestible, and the same is true of the whole wheat flour now affected by the faddists.

The bran has been removed from the flour for many centuries and no one fully acquainted with the subject will care to eat flour containing the indigestible, worthless mass of the bran. It is a good fodder, certainly, but I would suggest that hay is cheaper, and will answer exactly the same purpose. Americans are said to "feed" instead of dine, and it is easy to see how beneficial bran or any other fodder would be to one in the habit of "feeding," as it will certainly aid in a measure in dividing the food, and save the trouble of mastication, which requires time. It will also have the usual effect of fodder, to keep the mass of half masticated food in motion, until it is gotten rid of and so is out of the way of doing harm.

Appendicitis was common long before modern flour was produced and long before it was recognized as a distinct disease, or before it was successfully treated. It is due to derangement of digestion in the lower digestive tract, and is most frequently developed in people who have

HAVE YOU

anticipated the wants of your customers for the warm weather breakfast ? If so, you are ready with

TILLSON'S BREAKFAST FOOD
AND
TILLSON'S WHEATLETS

both wholesome preparations of wheat, whose name is a guarantee of the quality. BREAKFAST FOOD is Wheat Flakes, in which is retained all the Wheat that is good to eat and discarding all the indigestible part. WHEATLETS, the germ of Manitoba Wheat—rich in gluten.

Breakfast Food
24 three-lb. packets,
$2.90 per case.

Wheatlets
36 two-lb. packets,
$3.50 per case.

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

reason to worry and who, therefore, do not digest their food well. It is more likely to occur in one who eats whole-wheat flour than in one who does not, and, finally, it need never occur if the digestion is properly looked after by an intelligent physician.

The Production of Wheat

IN an editorial under the above caption The Toronto World points out that the idea of Canada taking the place of the United States as a source of wheat supply for Great Britain is not a mere patriotic imagination, but is founded on hard facts. It is founded not only on the rapidly increasing wheat area and product of Canada, but on the probability of a diminishing surplus for export from the United States. About two-thirds of the wheat grown in the United States is now used for domestic consumption. Estimating the present population of the United States at 80,000,000, another 40,000,000 would consume the amount of wheat now grown. This increase of population may be expected in 20 or 30 years.

With the present production, the United States would then cease to have a surplus of wheat for export. The possibility of an increase in production must be considered. The present indications are,

JOHN MacKAY, Limited,
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills
BOWMANVILLE, ONT.

HEAD OFFICE : 1 Adelaide St. East,
Correspondence solicited. *Toronto, Ontario*

THE BEST FLOUR.

Calla Lily Choice Manitoba Patent
G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley,
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

however, that production will increase at a far slower rate than population. The United States is receiving every year hundreds of thousands of immigrants, who represent mouths to be filled. We do not think that their settlement of wheat lands is increasing in anything like the same ratio. The exodus from the United States is mainly an exodus of farmers to Canada. Therefore the tendency is a rapid increase in the surplus for export from Canada, and a decline in the surplus for export from the United States. Already the American millers are eager to obtain Canadian hard wheat, and this demand will grow.

The Manitoba Crop.

THE July number of The Nor' West Farmer says: From almost every quarter we are being told of fresh, healthy looking crops and a good promise of abundant harvest. "What everybody says must be true," but the accuracy of some of these reports is open to question. Some observers see only skin deep and their reports are to that extent misleading. Of course there must be a considerable variety of experience in a country so far stretching as Western Canada, but it is quite certain that over a large part of the area on which most of our crop is grown, the rainfall up to a recent date was very limited. Seed time was all right and in some sections rainfall was ample for immediate requirements, but there was a very remarkable difference between this year's June precipitation and that of last year. It was to that month's rainfall the liberal yield of last year was largely due. The question is whether with a much smaller amount of moisture anything like the same yield this year can be looked for.

No fault can be found with the June report of the Manitoba Government. Up to the time that report was prepared every condition was as favorable as was there stated. It is the month of June itself that according to all previous experience is the crucial stage of crop growth in this country. Last year there was a heavy rainfall in June with corresponding profuse growth in all kinds of vegetation. But this year the June rains have been very limited over wide areas, and the effect of this is already manifest to every clear-eyed observer. Lands well worked, not previously over-cropped, and having a good open clay subsoil, have suffered comparatively little from the short rain supply and some districts have had more rain than others. With moderate showers from now on this class of land will make a very satisfactory showing. Crops there are still in the grow- In many sections of the Red River Val ther we are enjoying at time of writing have yet a fair chance to do well.

But there are other sections where drouth has already done serious damage. In many sections of the Red River Valley the men who have 60 per cent. of last year's crop will be fortunate. The amount of crop in the Red River Valley does not furnish a large percentage of the crop of the whole country. But if our carefully gathered information is correct, there are in the Mennonite country, the Portage Plains and Souris Valley—the very wheat gardens of the province—indications that 18 bushels to the acre will be the maximum average. In all cases where there has been prolonged cropping a short rainfall develops evidence of exhaustion, and we have now large areas subject to that condition. Plenty of well done work helps to mitigate this tendency and this year's experience will very strongly emphasize the importance in a dry season of good work. Last vear any kind of work had a decent yield after it, but dry years tell a different tale.

Perhaps the most promising sections in Manitoba will be found between Manitou and the western boundary and from Minnedosa westward. Northwestern Manitoba has special advantages of soil, and rainfall there has been more liberal.

It is pretty certain that this year the Territories have had the best of it as regards rainfall and will come out fairly well. Much of the land there is newer, and where properly worked it will be all right. Let us say here in passing that this year's crop results everywhere will furnish one more illustration of the folly of shallow and slipshod work. Lands with a gravelly subsoil will always suffer severely in a dry summer, but with a clay subsoil, the opener the better, this country will always give fair crops with a very limited rainfall, if the cultivation is right.

The Nor'-West Farmer is the only paper, so far as we know, that has as yet hinted at the possibility of a diminished crop yield. But we are quite satisfied of the accuracy of our diagnosis of the crop conditions of the whole of Western Canada, and think it in the very best interests of the farmers themselves that we should state our opinions with all possible plainness. The men who proclaim all over the world a prospective yield of 25 bushels of wheat, where the actual outturn will be nearer 18, are not the true friends of this country. If our forecast turns out too pessimistic we shall gladly own up—at the right time.

We may in conclusion point to the record of the Winter wheat crop of the U.S. for this same year. On April 1 they had a showing of fully 97 per cent. In two months that splendid showing had to be cut down 21 per cent., and some critics allege that even that reduced estimate is still too high. The foreign nations that want cheap wheat from this continent prefer big crop reports. Our real friends are those who keep inside the truth.

The Crops.

Crop reports concur as to the magnificent outlook in Ontario and the western provinces. Making every allowance for the ever cheerful statements of the ever sanguine Manitoban, a more than average yield is looked for in that section, and the weather conditions in Ontario continue of the most favorable nature. Reports from the Province of Quebec are also of the most cheerful character, and the country at large has been blessed with the most favorable weather.

Notes.

Fouger & Bryant's flour and feed store, Petrolea, was burned last week; loss, $800; partly insured.

A tank house with a capacity of 5,000,000 bushels is included in the elevator plans of the Canadian Northern Railway at Port Arthur, Ontario.

An official estimate places the wheat crop of India at 7,780,000 tons, the largest ever known. Surplus for export is estimated at 64,000,000 bushels.

Some idea of Canada's increasing export trade in flour may be had from the shipments of flour from Montreal during the past week which totalled over 83,000 sacks.

The most noted European authorities on the wheat crop of the world believe that the yield in Europe will be about 250,000,000 bushels less this year than it was in 1902. They think that the American harvest may exceed that of last year by 150,000,000 bushels.

The Echo Milling Co., Limited, with a capital stock of $60,000, divided into 600 shares of $100 each, has been formed at Gladstone, Man. The provisional officers and directors are: President, P. Broadfoot; vice-president, M. Wilson; secretary, D. Smith. Directors—P. Broadfoot, Magnus Wilson, W. H. Squair, Frank McKenzie, D. Smith.

The Force Food Co. do not propose to permit their products, which have attained to such wide popularity, to be assailed with impunity by the insidious slanderer. It has come to the knowledge of the company that somebody, obviously with a malign purpose, has been circulating the rumor—absurdly false, of course, but calculated to prejudice the unthinking—that "Force" is drugged to promote appetite. The company's answer to the story is the offer of a reward of $5,000 for the conviction of the initiator or circulators of the slander, and a further $5,000 for proof that a single package contains any injurious substance.

STRETTON'S PRIZE MEDAL SAUCE

A Delicious
Worcestershire Relish.

Montreal Agents

S. H. EWING & SONS,

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL.

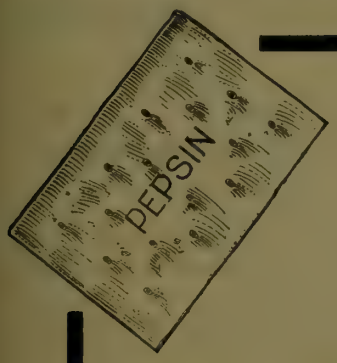
RECEPTION WAFERS

In one pound tins. A very attractive package.
Something nice for Teas, etc.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.



Modern Biscuits.

Modern foods should incorporate all the appetizing and health-giving properties possible. Our biscuits are specialties in those lines, especially the "Pepsin" biscuit. It is a soda biscuit made on hygienic principles. A great seller, put up in 1, 2 and 3-lb. packages.

"Hava Lunch" This is our latest success—dainty, rich, high-class. 8½ cents per lb.

"Pineapple Sandwich" The "Pine Apple Sandwich" is the best seller on the market. 10c. per lb.

WRITE FOR SAMPLES.

The Imperial Biscuit Co., Limited, Guelph, Ont.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

A Marvellous Cigarette Machine.

A COMPANY is being organized, says The United States Tobacco Journal, for the exploitation of a cigarette making machine, which those interested in declare will revolutionize that industry. According to their claims this new machine will do everything in connection with the making and packing of cigarettes from the time the tobacco, paper and pasteboard is fed into the machine until it is delivered in boxes of ten, stamped with the internal revenue stamp. The tobacco is fed into the machine by girls and cut into the proper shape by revolving knives. At the other end of the machine are long rolls of pasteboard and cigarette paper. The tobacco is rolled into the cigarettes, which are pasted up and then dropped into boxes made from the rolls of pasteboard. The machine makes the boxes, top and bottom, packs ten cigarettes in each box and wraps it with a suitable label and affixes the internal revenue stamp. Each cigarette is also stamped with the trade mark. According to those interested in the company, all the attendance required is that of girls to feed the tobacco and of boys to carry the boxes away and to pack them in larger boxes for shipping, with proper attendance on the rolls of paper and cardboard. It is claimed by the inventor that this machine is capable of delivering in boxes of ten, duly stamped and sealed, 170,000 cigarettes an hour, or 170,000 boxes in a day of ten hours. As soon as the organization of the company is completed steps will be taken to place the machines on the market on a royalty.

—

Terrors of the Tobacco Habit.

A WEALTHY Indiana grocer, whose name is here shrouded in silence, since a good man might, could, would, or should wish to do good by stealth, has burned a collection of idols. In California he got a message from the land of spirits. Whether by a medium or by telepathy, the story declines to say. He is sure that he received the message, and that it warned him that the use of tobacco was not consistent with salvation. Like a prudent man, he resolved to save his soul and lose his tobacco. When he got back to Indiana and his grocery, he found that his manager had just "put in" a large and expensive stock of "smokers' goods." The grocer ordered them destroyed. The manager protested. The grocer was firm. "Burn them up," was his order, and burned they were; and great was the smell thereof. Here was an iron resolution and a fine disregard for profit. But is tobacco so deadly in its moral effects as the message from California asserts? May it not be in some sort a means of discipline, a trial and a punishment? Think with what agony, what mutiny of the system, the habit is acquired; with what far different and keener agony it is given up, if it has to be given up, at the doctor's orders; with what doubt and worry it fills the man who knows that he is smoking too much. Think, most of all, how bad many cigars are, and how rebellious against suction. If smoking be an evil, has not the smoker his punishment here? If it be a good, why are so many cigars totally depraved?—Everybody's Magazine.

—

Sister Marfa's Pipe.

Dr. Henry Van Dyke, the new moderator of the One Hundred and Fourteenth Presbyterian Assembly, sat in the Waldorf-Astoria recently, while to an appreciative surrounding he told this story: "A certain colored clergyman in the South had among his parishoners an old colored 'mammy, whose short-comings and back-slidings were many, and who caused the old minister to make numerous trips to 'mammy's' old shanty, followed by exhortation and prayers. After a long time he succeeded in causing the old lady to renounce one by one each of her bad habits until none remained but the old black pipe.

"'Sister Marfa,' he said solemnly one night after an unusually long argument, 'how do you spec to meet yo'r Lord with sech a 'baccy bref?'"

"'Bless you, honey, dat's all right,' cried mammy; 'befo' I meets my Lord, I specs to lose my bref.'"—N.Y. Times.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

"Into the Light."

Here and there is a grocer who is groping in darkness, and about ready to give up the Cigar Department in his store. If that particular grocer would get into correspondence with me, I could easily convince him that the probable cause for his despondency was, first, because the profits he had been making were too small, and second, because the quality of his cigars was not up to the mark.

I would like the opportunity to lead him "into the light." If he can't write he can at least send in for a trial order of a thousand or more of my cigars. **I'll pay the charges!**

J. BRUCE PAYNE, Limited,
Granby, Que.

"La Fama Cigars"

(Same text as last week, you'll observe).

But there are texts and texts. Some can be preached threadbare in one effort, others furnish a subject that something new may be said of each attempt. It would be impossible to exhaust the supply of good things that can be and are told of our La Fama.

Ask any one who has tried them.

Brener Bros., London, Can.

Manufacturers.

THE SEAL of Time has been placed on Tuckett's "MARGUERITES." The finest 10c. cigars made in Canada. Quality never trifled with. IF there is a cigar dealer in Canada who doesn't know Tuckett's "MARGUERITES" we want his name quick.

TUCKETT CIGAR CO., LIMITED, HAMILTON.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

RONTO

The Best 5c. Cigar.

T. J. Horrocks, Toronto

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

Have put upon the market a new brand known as **The Great 5c. Cut Plug,** 2-oz. package, retails at 5c. per pkg.

The Chamberlain Cigar

is as pre-eminently a leader as the politician whose name it bears. It will establish its own following wherever introduced.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

Cigars from $13 to $125 per 1,000.

Strictly Union-Made TOBACCOS

CHEWING

BRITISH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

SMOKING

TONKA,
SOLID COMFORT,
PINCHIN'S
HAND-MADE.

McALPIN CONSUMERS TOBACCO CO., Limited, - TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

Smoke Rings.

Mr. Chas. Runk, western representative for S. Davis & Sons, was in Montreal this week. A "Grocer" representative ran across him and learned that he is meeting with great success in his company's Cuban Havana goods. "They have just proved the class of goods the trade want, and my sales are on the constant increase." Mr. Runk leaves for the West in a day or two.

Mr. J. Bruce Payne, says The Granby Leader-Mail, who, in the space of 13 years, has established a reputation as a cigar manufacturer extending from one end of the Dominion to the other, and is still, as he puts it in a circular to his customers, "on the verdant side of 40," is turning out his business into a joint stock company. As a reward for faithful service as employes he is admitting as shareholders Jas. S. Neill, John J. Payne, F. W. Taylor, James Topp and V. J. Racette. The style of the firm henceforth will be "J. Bruce Payne Limited."

Ramsay & Co., cigar manufacturers, Brandon, have moved into their new factory. It is well equipped and one of the most modern factories in Canada.

J. H. Kressler, Berlin, has disposed of his cigar business.

The new store of Eugene Sandrian, wholesale and retail cigar dealer in Ottawa, is in every way up to date and one of the finest in Canada.

W. T. Earl, formerly of Brockville, has opened a jobbing grocery, fruit and cigar and tobacco warehouse in Arnprior.

The Consumers Tobacco Co., Leamington, will very shortly remove their scene of operations to their new factory, Toronto.

Geo. A. McGowan, Kingston, has moved into his new factory on the corner of Rideau and North streets, and celebrated the event by a big procession. Headed by a band and a carriage with Mr. McGowan and a couple of friends, the parade was loudly cheered by the onlookers on the streets. "The Canadian Grocer" adds its congratulations to the many Mr. McGowan has already received.

F. Bayliss, formerly representative of the American and Empire tobacco companies, is now agent for The McAlpin Consumers Tobacco Co. in British Columbia. He reports a very heavy demand for British Navy as also for the manufactures of the Tuckett company, for whom he also acts as representative.

"Catchy" Words for Advertisements.

THE object of this column is to give readers up-to-date information about one of the largest centres of cigar manufacturing in Canada, which everybody understands London is. We conclude that any suggestions that might be of assistance in disposing of cigars would be accepted in the spirit in which they were given. We therefore give a few ideas on advertising. As a stimulating suggestion for the getting up of price cards along this line of thought the following short sentences are given you :

Quality counts.	Figures talk.
Small profit.	Quality and quantity.
You can't beat it.	You can afford it.
Worth the price.	A business-bringer.
Just to advertise.	High price, but—
To keep busy.	For a good smoke.
Our Loss—Your gain.	A trade-catcher.
A sale-riveter.	None better.
To please a customer.	For critical smokers.
The best, because it is.	To get you started.
A quick-step price.	

Every time a new sentence flits through your mind write it down. You will have a bountiful supply to draw from as occasion may demand. These to be used on every price card—a different one on each card, no matter what the price may be. The suggestion following is for a general card that may be appropriately used in either the window or store. Use it first in the window, and afterwards a good location can doubtless be found in the store. The head or catch phrase at the top of the card should be printed within a circle, while the bottom may be displayed in whatever style is thought best :

OUR LINE OF
GOOD THINGS
FOR SMOKERS.

How Kaffirs Smoke.

EVERY nation and every people has its peculiar smoking customs, but the most unusual, perhaps, is that of the South African natives, employed by The De Beers Consolidated Diamond Mining Co., Ltd., in their mines and compounds at Kimberley, South Africa. Here, according to Gardner F. Williams, in his new book, entitled The Diamond Mines of South Africa, the De Beers company employs several thousand blacks from all over South Africa. These native miners are very fond of cigars, but for all that they have seen white men smoke them for over 20 years, they still persist in smoking them themselves with the lit end in their mouths, shifting the cigar about and holding it between their teeth, so that the fire does not burn their mouths. This, to a white man, would be the height of discomfort, for in such a case he would have to keep his mind intently on the cigar, to prevent having his tongue scorched or getting a mouthful of ashes, but, according to Mr. Williams, the native workmen prefer smoking cigars in this way to the white man's method, and are so deft in managing their weeds that it is an unusual occurrence for a native to get a mouthful of ashes or have his tongue scorched.

Pipes S.H. AND H.

The Largest Pipe House in Canada.

TRADE MARK.

Write for Prices.

THE W. H. STEELE CO, LIMITED

40 SCOTT ST., TORONTO.

Large Tobacco Crop in Essex and Kent.

A tobacco grower said to The Leamington News that the reports in eastern papers that the tobacco crop is likely to be a failure were absurd. The prospects were never brighter. One paper said a farmer had lost 250,000 plants, as if this were a large number. A farmer putting in a quarter of an acre would not sow less than a teaspoonful of seed, and this would produce 250,000 plants.

Last week was fine for transplanting and this hot weather is just the thing to further the crop. Fully 5,000 acres of tobacco has been planted this season in Essex and Kent. With a good season, the yield should average 1,200 lb. per acre, or a grand total of 6,000,000 lb.

To the Trade.

Having received several inquiries from the cigar manufacturers on the subject, "The Canadian Grocer" wishes to inform the trade generally that no charge is made for the framing or preparation of advertisements. We will have much pleasure at all times in placing the services of an experienced advertising writer at the disposal of our friends without additional cost. We have also in our service an art department, where designs and drawings are prepared for our advertisers. In many cases the use of ornamental designs or illustrations makes an advertisement much more effective, and the charges in this department are of a very reasonable nature.

SOCKEYE SALMON

"Clover Leaf Brand"

is the finest FRASER RIVER SOCKEYE SALMON packed.

All grocers keep it.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London, Eng. :

1. A London house has asked to be referred to Canadian firms who might be open to take up the agency for electric lamps and electric light accessories.

2. The manufacturer of a new patent electricity meter is desirous of bringing it to the notice of those in Canada who are interested in such goods.

3. A Zurich (Switzerland) firm asks to be placed in touch with Canadian cheese exporters.

4. Inquiry has been made for the addresses of Canadian makers of brick-making machinery.

5. A firm in Rennes (France) reports a considerable demand for apples suitable for the production of cider and asks to be placed in correspondence with Canadian shippers of apples.

6. A correspondent wishing to acquire a first-class manganese deposit would like to hear from Canadian owners of properties.

7. A Liverpool firm invites quotations from Canadian shippers for box shooks for direct shipment to South Africa in lots of from 10,000 to 20,000 boxes each shipment.

8. The selling agents for several manufacturers of railway supply lines seek the services of a first-class Canadian firm in close touch with railway, tramway and similar enterprises as their Canadian representatives.

Parties interested may obtain the addresses of the inquirers by communicating with the editor of THE CANADIAN GROCER.

CANADIAN PROVISIONS VINDICATED.

Prof. Robertson, who was sent to England by the Dominion Government to refute the reports from the War Office reflecting on the character of provisions supplied by Canada to the War Department in South Africa, has succeeded in convincing the Secretary of State for the Colonies and the officials of the War Office that the quality of the Canadian goods had been misrepresented.

We have at hand the midsummer number of The St. Margaret's Chronicle, published by the young ladies of St. Margaret's College. The fair young editors are to be congratulated on their clever and handsome publication.

CANNED GOODS FOR FALL DELIVERY.

We are now booking orders for **Canned Salmon** and **Canned Vegetables** for **Fall Delivery.** See our travellers for prices or write to us direct. We can quote interesting prices.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

Ten Thousand Megaphones

would not impress too loudly the fact that

Quaker Ceylon Tea

is not only grown, but then packed and sealed in Ceylon itself in the lead packets in which we offer it for sale here.

Adulteration or contamination is impossible.

J. A. MATHEWSON & CO., Montreal.

Agents for CANADA and NEWFOUNDLAND.

Flett's

Pickle Endorsement.

FLETT'S PICKLES are endorsed by the entire trade as being the very best value pickles on the market. The consumers who once try Flett's have no use for the poorer articles.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

Your Coffee Trade Will Grow

IF YOU HANDLE

PATERSON'S CAMP COFFEE ESSENCE

ROSE & LAFLAMME, Agents, MONTREAL.

a Sauce that is a seller

Brand's Al Sauce

a fine tonic and digestive.

You handle other sauces no doubt, but for a real **Al Rapid Seller** and, once introduced, will hold your trade, **Brand's Al SAUCE** has no equal.

A post card will bring you a sample and terms, by addressing

I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

England leads the world in MALT VINEGARS

and

Grimble's

PURE MALT

BRAND.

Vinegar

heads the list.

Brewery: LONDON, England.

Agent—Mr. I. S. WOTHERSPOON,
Board of Trade Bldgs. MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Edited by
W. Arthur Lydiatt,
TORONTO.

The Results You Get Out of an Ad. Depend Largely on What You Put In it.

CONTINUING the remarks on display in last week's issue ; it is very hard for a man who is not throughly familiar with type and its practical uses, who has not studied the value of contrast, to do anything exceptional in the way of displaying his ads.

This is a very good reason why he should not try.

If you could see some of the copy the newspaper compositors get, you'd wonder how they made any kind of an ad. out of it at all. This word written large—that one heavily underscored—and many other pet ways of "emphasizing" every sentence—often almost every word—in the ad.

An advertisement may be ever so fine, may contain ever so many convincing arguments, and yet be set in so unattractive a manner as to absolutely destroy its value, because so few persons will ever get to the "meat" of it. Very few people are even tempted to give an advertisement a second glance unless it have the eye-catching qualities.

The perfect ad. will be one which has a good substantial argument for business, clothed in proper expressions, and with some sort of an appropriate display in it which will draw the eye of the person who may be reading the paper.

A great many retailers make the great mistake of leaving the display entirely to the compositors on the newspaper, and while too much "marking up" with typographical instructions is undesirable—more likely, in fact, to confuse the compositor and result in a botch job—still it is a good plan to have a clear idea of the form in which you wish to have the ad. appear—the lines you wish displayed, paragraphs, etc., plainly marked so as to convey to the compositor your desires regarding the style of the ad. in a clear and easily understandable manner.

A merchant with either a natural or acquired knowledge of what constitutes good advertising will be not only able to write his advertisement in attractive and convincing wording, but will also have the ability to select the proper type in which to have it set, and will be able to so "lay out" his copy that the poorest compositor cannot help but set up an attractive eye-catching ad. therefrom.

It is a good idea, therefore, for each newspaper to furnish its advertisers who are capable of using it correctly, with a type book or type card, showing the various styles and sizes of type which they can place at the disposal of their advertisers. From this type book the advertiser can select such type as may meet the requirements of his advertisements, and see that the tone of his ads. is properly brought out by the style of type which will make the best display.

That book of ads. which I have recently compiled under the title "100 Good Ads. for a Grocery Store," was prepared with the idea of producing a book that would prove of real practical value to every reader of THE GROCER.

Its real usefulness lies in the suggestiveness of the ads. it contains.

They illustrate a number of interesting ways of talking about the goods in your store, and while so arranged that they can be used just as they are, it is their thought-stimulating qualities which are most appreciated.

They suggest ideas for ads.

Included in the book are a number of short catchy sayings that add a "point" to any advertisement, and also prove suitable for headlines and show cards.

There is also a talk on the best methods, and some good suggestions for effective, yet simple, display.

Any grocer ought to be able to write good ads. with a copy of "100 Good Ads. for a Grocery Store" at his elbow.

A copy will be sent by the publishers of THE GROCER on receipt of a dollar bill, which will willingly be returned if you should not find the book satisfactory.

A great many newspapers do this, and we generally find that those publishers who give close attention to the composition of their ads., that they may be attractively displayed and arranged, not only have the paper of the nicest appearance, but generally carry the largest amount of local and foreign advertising.

I think most merchants would rather have their ads. looks nice and read poorly than to have them read well and be poorly displayed. They stand just as good a chance of getting results, anyway.

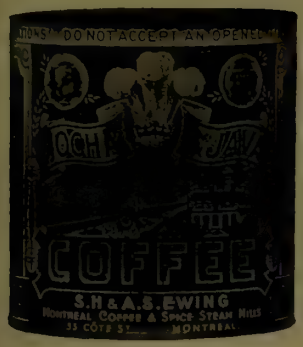
But when a merchant really takes pains to construct an attractive ad., couched in convincing language, and then finds on the appearance of the newspaper that it is poorly displayed and presents an unattractive appearance, practically all his enthusiasm is killed for the time being.

There is often a great deal of science to be used in arranging the display, as certain styles of type which are very proper for a fire sale, for instance, would not be at all proper for the announcement of an "opening." One requires a bold, black-faced type, while the other would want something very neat and attractive, but not loud.

When an advertiser trusts entirely to the ability and taste of the compositor for the arrangement of the display in his ads. he is very apt to be disappointed in the way his advertisement looks on the appearance of the paper. The very line, perhaps, which he wished most prominent will probably be set in a small type, whereas something that he is not particular about calling attention to is shown up in big letter.

There are some advertisers, however, who either from lack of experience or lack of talent are not capable of selecting the proper type in which to set an advertisement, and these would do well to give the matter thought and attention until they have drilled themselves into a proper knowledge of the subject.

Established 1845



1 and 2-lb. Tins.

COFFEE

S. H. & A. S. E. MOCHA AND JAVA COFFEE, put up in 1 and 2-lb. tins (as cut) possesses a peculiarly rich aromatic flavor. It is something RICHER, BETTER than the others, hard to define, but easily distinguished by a trial. NOT CHEAPER, BUT BETTER. If you have, or want to gain, a good class of customers whom it is difficult to satisfy with coffee, give them **S. H. & A. S. EWING'S,** and watch results. PURITY, QUALITY AND UNIFORMITY GUARANTEED.

SPICES

S. H. & A. S. EWING'S HIGH-GRADE SPICES have stood as a standard of the BEST for over half a century. Why handle inferior goods when you can get **S. H. & A. S. EWING'S** at the same figures. QUALITY FIRST.

S. H. & A. S. EWING,

The Montreal Coffee and Spice Steam Mills,
55 Cote St., MONTREAL, P.Q.

Established 1845

TIP-TOP SOAP CHIPS

Send for sample packets for free distribution.

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited, Toronto, Canada. Telephone, 1618 Main.

J. E. COX

BROKER and COMMISSION MERCHANT

Correspondence Solicited. Reference furnished.

53 SPARKS STREET, - OTTAWA.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate,** put up in **Blue Wrappers and Yellow Labels,** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

THE LOSS OF A GALLON OF OIL.

DOUBLE TANK.

Will not make you poor. But it is equivalent to losing the interest on a Dollar for a Year. Many lucky people who live in "Easy Street" are enabled to live there because they look carefully after the six or eight cents of interest each dollar brings yearly. Can you afford to look less carefully after your interest money than the inhabitant of "Easy Street?" You may not have money to lend, but you have oil to save, and when you have *saved* a gallon of oil that would otherwise have been *wasted*, you have as surely collected your interest as though some one had paid you six or eight cents for the use of a "Daddy Dollar" for a year.

BOWSER OIL TANKS

are a Positive Economy.

THEY SAVE OIL, MONEY, TIME AND LABOR. THEY PUMP GALLONS, HALF-GALLONS AND QUARTS AT A STROKE. THEY ARE NEAT, CLEAN, HANDY, AND ENFORCE ECONOMY WHETHER YOU WILL OR NO. LET US TELL YOU MORE. IT WILL COST YOU BUT A CENT. Ask for Catalogue "B."

S. F. BOWSER & CO.,

Factory: FORT WAYNE. INDIANA.

65 Front St. East, TORONTO.

TORONTO RETAIL MERCHANTS' PICNIC.

OLD PROBS favored the Toronto Retail Merchants with ideal weather for their picnic at Exhibition Park Wednesday afternoon, 15th. inst. The merchants, with their wives, sweet-hearts and friends to the number of about 6,000, gathered in the grand stand enclosure, forgot all about shop and gave themselves up to enjoyment of the summer outing and the diversified programme of sports arranged for by an enterprising committee. It was a jolly, good looking, well groomed crowd. The substantial business man, relieved of care for the afternoon, smoked his cigar in solid contentment as he strolled along the lawn, the good wife gazed down benignantly from the grand stand, and the younger generation found ample means of amusement. A number of the leading wholesalers were also present and enjoyed the opportunity of meeting their customers on a social footing.

The grounds were handsomely decorated, and the beautiful silk banner of the association, the Cross of St. George, occupied an honored place floating from the centre of the stand.

The features on the programme of amusements were almost too numerous to mention, but included a baby show, foot-races, jumping, climbing greasy pole, water melon eating contest, jam feeding contest, bicycle races, clowns, dog races, catching greasy calf, prize waltzing, horse racing, besides special vaudeville attractions during the evening.

Of course, the chief interest centred around the baby show. There were 28 entries and all types, shades and complexions were represented. They were withal a fine-looking lot of youngsters, and a proud circle of fond mothers were confident that though other babies might be younger, older, fatter, or something else, "mammy's little baby boy," or girl, as the case might be, was the finest that ever. They were brave men, the judges who faced that array, Drs. W. P. Thompson and E. Fraser Bowie, but after grave deliberation the prizes were awarded to three boys, the children of Mrs. Carmody, Mrs. Hunter and Mrs. W. H. Chadwick.

Catching the greasy calf was another feature which afforded considerable amusement. The calf was turned loose in the centre of the speeding ring, with the announcement that whoever caught it could have it. The calf had no intention of being caught, but, head out and tail up, made a wild dash for freedom. The crowd followed with a rush, the calf dodged, doubled and twisted, but all in vain. Overcome by superior generalship he surrendered at discretion to Gus Farwell who has not announced what he intends to do with his catch.

A jam-eating contest, in which the competitors were blindfolded and fed each other with long spoons from a basin, resulted in Joe Gray securing the first prize, his face being less dirty than that of his fellows. The greasy pole contest was won by John Gladstone from 50 competitors. The horse races were the important event of the afternoon's entertainment and resulted as follows :

2 30 class, pace or trot—1, Fleet Wilkes, J. Davis; 2, Emma L., John Lamb ; 3, Antile, D Rownt ee. Time, 1.11½.

2 50 class, road waggon, trot or pace—1, Little Boy, Snow & Dennis ; 2, William H., J. Marshall; 3, Bert Beal, J. Crawford.

Delivery horses in waggons or buggies—1, Little Cricket, C. Verrall ; 2, Frank Fitz, J. Lougheed ; 3, Junction Boy, William Woods.

Pony running race—1, Tommy ; 2, Dangerous Maid ; 3, American Girl ; 4, Rosebud ; 5, Dick.

Basket race—1, Fly-.n-Amber ; 2, Bertie ; 3, Captain Kennedy.

The officials for the horse races were : Samuel McBride, starter ; Ben. Smith, Albert Holman, judges ; R. B. Burkett, Frank Rogers, timers.

The results of the bicycle races were :

One mile—1, R. J. Reid ; 2, S. H. Bounsall ; 3, G. Little.

Half-mile dash—1, W. Anderson ; 2, A. Wat on; 3, W. Sinclair.

One-mile dash—1, J. Henry ;-2, A. Watt ; 3, B. Anders-on.

Two-mile dash—1, H. Macdonald ; 2 J. Smutch. 3, J. McNaughton.

Slow race—1, W. Anderson ; 2, B. Pring'e.

During the afternoon the Cadet Battalion Band discoursed appropriate music under the leadership of Bandmaster R. Richardson.

The officials in charge of the arrangements of the picnic were : Picnic Management Committee—J. Wilmot, chairman ; W. Dineen, treasurer ; E. M. Trowern, secretary ; and the chairman of the various sub-committees : G. J. St. Leger, F. C. Higgins, H. Puddy, P. N. Judah, J. H. Lock, F. J. Denning, W. B. Rogers, A. E. Walton, E. R. Rogers, P. B. Whytock, T. W. Barber, A. R. Price, M. Bredin, R. W. Hull, G. T. Gibbard.

CONVICTION UNDER TRADES MARKS ACT

Samuel Patterson, a Toronto mineral water manufacturer, pleaded guilty before P. M. Denison last week to two charges of using bottles emblazoned with the business inscription of J. J. McLaughlin. He claimed to have got the bottles along with some second-hand goods and that their use was a mistake. The magistrate decided that their use was a contravention of the Trades Marks Act, and imposed a fine of $20 and costs in each case.

FISH PIRATES OF PUGET SOUND.

There is likelihood of a fish war in Puget Sound. The canners have declared their intention to refuse fish offered for sale by fish pirates. The latter in the past have reaped a rich harvest each year by robbing the traps of the large fishing concerns. There are said to be upward of 1,000 of them on the sound, and they threaten, if their market is cut off, to be revenged by destroying the traps. Last year a watchman met death at the hands of the pirates, who, other times than at the fishing season, are general miscreants, and serious trouble is anticipated. A single watchman is customary for each trap, but as the pirates travel in pairs, he has little chance against them. The legitimate fishers are said to be preparing armed boats to patrol the fishing waters, and will endeavor to clear the sound of the pirates.

INGERSOLL CANNING AND PRESERVING CO., LIMITED.

Letters patent have been issued for the incorporation of The Ingersoll Canning and Preserving Co., Limited.

The powers expressed in the charter are: "To manufacture and deal in canned goods, evaporated fruits, condiments, pickles, jams, jellies, preserves, table delicacies, grocers' sundries and supplies and prepared goods, and for the said purposes: (a) To provide for growing them or otherwise for the raw material to be used by the company and (b) to take over the business and the assets of the business of any firm carrying on a similar business."

The provisional directors are: O. E. Robinson, F. G. Walley, W. H. Cook and H. E. Robinson.

THERE'S BUSINESS WHEREVER "THE GROCER" GOES.

Mr. O. Lefebvre, proprietor of the Chinese Starch (Empois Chinois) on Mount Royal Ave., Montreal, received inquiry for his starch from Amsterdam, Holland, under date of July 7. The inquiry was from Mr. Gerhard Polak, and was the result of advertising in THE CANADIAN GROCER. As Mr. Lefebvre expresses it : "You have the greatest trade paper on earth. I have only advertised but a short time and received inquiries (and orders have been filled) from Vancouver, Victoria, Halifax, Winnipeg and St. John—and now comes a request for the goods from Europe. You seem to go all over."

It pays to advertise in THE GROCER. Try it.

BROCK'S BIRD SEED

IS PERFECTION. IT PAYS TO SELL.

SAMPLES FREE.

NICHOLSON & BROCK, TORONTO.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

Capstan Brand Baking Powder

is equal to any in the market. Try a sample case and be convinced of its high grade and quality.

ASK YOUR WHOLESALE GROCER FOR IT.

The

Capstan Manufacturing Co.

Toronto, Ontario, Canada.

COWAN'S

Perfection Cocoa (Maple Leaf Label)
Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

For 50 years and more we've been emphasizing the one idea—that best goods are the cheapest in the long run, and that the best need not be the most expensive even at the beginning.

COW

BRAND

has never been anything but best, and in front of us all the time is our standard of purity and strength. You can never make a mistake in selling what you know to be good.

JOHN DWIGHT & CO., MANUFACTURERS.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

Current Market Quotations for Proprietary Articles

July 23, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
-lb. tins, 2 doz. in case	$2 00
-lb. tins, 3 " "	1 25
-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	} Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25

OCEAN MILLS.

	Per doz.
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO..

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 35
" " " B, 4 "	3 95
" " " C, 3 "	3 70
" " " D, 3 "	3 50
" " " F, 3 "	3 20
" " " G, 3 "	2 95
" " " I, 3 "	2 60

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Biscuits.

CARR & CO., LIMITED
Frank Magor & Co., Agents.

Cafe Noir	$0 15
Ensign	0 12½
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland 9 50	10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb.
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.
Frank Magor & Co., Agents.

	Per
Cocoa essence, 3-oz. packages	$1 65
Mexican Chocolate, ¼ and ½-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb tins	0 35½

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

Starch Sells

but the **ONLY** Starch that will sell and hold your trade is the old reliable

EDWARDSBURGH

OR

BENSON'S.

It's the BEST,
We know it,
You know it,
Your customers know it, **WHY CHANGE?**

The EDWARDSBURGH STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, QUE

Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Cocoanut.

L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Dominion" brand, cases 4 doz. (48 lb. net)	5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar "	0 25
F.D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
"Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	0 09

Pickles.

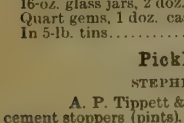
STEPHENS'.

A. P. Tippett & Co., Agents.

cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb packages	$ 2 75
No. 2, " 120 ½ lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100 10 oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¼
Rice Starch	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH.

Cases, 64 packages, 48's	5 00
½-Cases, 32 packages, 24's	2 50
Packages 10c. each.	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06¾

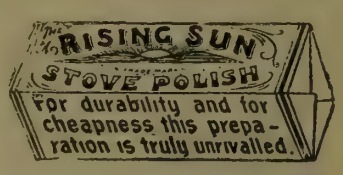
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05¼
Laundry Starches	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05¼
" 100-lb. kegs	0 05¼
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6 oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

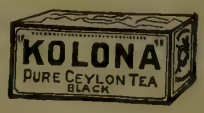
"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 28	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } " " 30 1-lb. }	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25
Packed same as blacks.		

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal,

Japan Teas—

"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37½
" IV 80-lb. "	0 34
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 26
" XXXX 30-lb. "	0 27½
" XXX 80-lb. "	0 23½
" XXX 30-lb. "	0 24½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets—	
Green Label, retails	0 26 at 0 20
Chocolate Label "	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50
"Condor" Ceylon black tea in lead packets—	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases, retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 60 at 0 40
Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1, per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, ½ oz.	0 38
" Bobs, 5s. and 10s.	0 39
" " 11½ oz. bars, 5½s.	0 39
" Currency, 13½ oz. bars, 11s.	0 42
" " 6s. and 11's	0 42
" Old Fox, narrow, 11s.	0 42
" Snowshpe, 1 lb. bars, sp'c'd 6s	0 46
" Pay Roll, 6s.	0 47
" Fair Play, 7s. and 12s.	0 48

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20
Special prices to buyers of large quantities.	
JOHN HOPE & CO., Montreal.	
Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Sld. Bk. Globe.	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 00
" " 1	8 00
" " 2	7 00
" " 3	6 00
Pails, No. 1, 2 hoops	1 65
" " 3	1 80

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " " 3 doz. 5c	1 00
" " " 3 doz. 10c	1 80

NIXEY'S REFINED BLACK LEAD

By Appointment to H.M. the KING of the British Empire.

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

W. G. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H. T. BAKER.

THE TRUTH
Of the Matter!

Quality counts, and there is no use trying to dodge the question. If you build on "Quality" you build on a rock foundation; if you build on "Price" your structure will fall with the first hard blow It pays to be honest and true to yourself as well as to your trade. *It pays to make "Quality"* your watchword.

Let's look the matter squarely and fairly in the face and be satisfied with moderate profits—satisfied to build on the strong foundation rather than the shifting one. Stop for a moment and think of the truth of the matter—*the truth in a nutshell is "Quality."*

Wheat Marrow

is a Cereal Food whose quality has been tried, tested, trusted. Its sales have been far beyond the fondest expectations of the makers.

Quicker and more easily prepared for the table than any other. Sterilized. A mental and physical strengthener. Easy to digest — equally good for infants, children and those of weak digestion as for well folks.

Stephens' Pickles.

Crisp, sound, piquant, appetizing. Packed in absolutely pure Malt Vinegar—brewed by The Messrs. Stephens. Always the same reliable quality—tried, tested, trusted.

Packed in bottles with very showy labels. The outside of the bottle is as attractive as the inside. Quick, steady sellers. That's "the truth of the matter."

Codou's
Genuine French
Macaroni, Vermicelli and Fancy Paste.

Nothing better is made anywhere. Made only from finest Russian Wheat—at a model factory.

Sold by Leading Wholesalers.

A. P. TIPPET & CO., AGENTS,
MONTREAL, TORONTO.

Has stood the test of every climate.

Purest and best for all purposes.

The **ST. CHARLES CONDENSING CO.,** producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Correspondence and trade orders solicited.

Home Office and Address:

St. CHARLES, ILL., U.S.A.

FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.

SCHEPP'S EDELWEISS BRAND COCOANUT

QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk

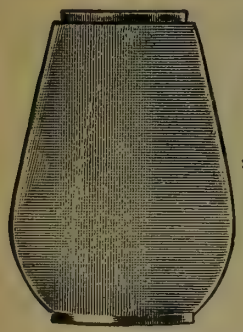
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents. **NEW YORK.**

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,

of WALLACEBURG, Limited.

THE MOP THAT THE SUN NEVER SETS ON.

TO THE RETAIL TRADE

We desire to announce that we are filling many delayed orders on our "TARBOX SELF WRINGING MOP," to the jobbers at all points from St. John, N.B., to Vancouver, B.C.

And we especially desire to intimate that every Mop is fully equal to any we have ever put out. When you find our name, which appears plainly stamped on all of our make, it is a guarantee that the Mop is fitted with a full weight Cloth, one that is sufficiently "stockey" to be of practical use. We can supply an inferior Mop Cloth at $1.50 less per gross than our regular standard Cloth; but we do not AND WILL NOT fit our Mops with them. When you get an inferior Mop look for the maker's name.

TARBOX BROS., Toronto, Canada.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & CO. HALIFAX, N.S. ESTABLISHED 1844

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

MERCHANTS

Do you use Scales? Why do you use them? Do you not **depend upon your Scales for the profit** you make between buying and selling price?

The **Toledo Automatic Springless** Computing **Scales** will **increase** your **profits**, as they **absolutely** stop the necessity of giving down or **over weight**, and are absolutely the only fully legalized Scale that will make your **bulk** packages **hold out weight.**

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

Why Put a Guard over your Cash Drawer?

AND NOT OVER YOUR BULK GOODS?

Why do some merchants employ a cashier, buy a Cash Register and a Safe to protect their cash, and then refuse to guard the bins and barrels that hold this money in another form? Just realize this. Your bulk goods were cash yesterday, and will be to-morrow. Your success depends on the difference between these two amounts, and you need protection right at this point. A Dayton Moneyweight Scale fits in right here; it gets all the profit so that your Cashier, Register, and Safe may have something to hold. It will

Save three Pennies

A post card brings our 1903 catalogue. Ask Dept. M. for catalogue.

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.

Would you like to sell your customers a nice, cool, refreshing drink during the warm weather?

OUR

Lime Juice
Lime Juice Cordial
Raspberry Vinegar

are hygienic drinks that sell especially well to people who know their quality.

The **T. A. LYTLE COMPANY,** Limited

124-128 Richmond St. West, TORONTO.

Hauling "Sovereign" Lime Juice from Plantation to Ship.

We Control the Juice from the Fruit to the Bottle.

No other bottlers and refiners of Lime Juice in Canada can make such a claim.

All Lime Juice bottled under our **"Sovereign"** brand is prepared under our supervision, and we can guarantee its absolute purity and strength. It costs about 50 per cent. less than imported brands of equal quality. Ask your jobber for it. If he cannot supply you, write direct to us.

Simson Bros. Co. Limited

Wholesale Druggists, - - HALIFAX, NOVA SCOTIA.

It never pays

to make a change when your customers are satisfied. This is especially true with your **TEA** trade. People are used to

Pure,
healthful,
unadulterated

JAPAN TEAS

All the talk about reduced exportation is "moonshine"—
Japan's total crop last season was

39,405,045 lbs.

and every pound was exported—that speaks for itself.

Japan Teas possess flavor, purity and invigorating elements, without deleterious stomach-ruining qualities.

BE WISE

STICK TO JAPAN TEAS.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

A DELICIOUS TABLE REQUISITE

—the best product of its kind. Tea Rose Drips is a pure cane sugar syrup of delicious flavor, put up into attractive sealed cans, which prevents any loss in weight or deterioration.

ROSE & LAFLAMME, Agents,
MONTREAL.

Nonpareil Jellies.

Table Jellies of all flavors, put up into convenient solidified form.

Consumers want the best table jellies. **Nonpareil Brand** are the recognized "best." The strongest and most natural fruit flavors.

ROSE & LAFLAMME, Agents,
MONTREAL.

Your stability depends upon your reputation.

Your reputation depends upon the quality of your goods.

Therefore sell only

Pure CEYLON TEA

Black and Green

It will give you an unassailable reputation.

The large amount of essential oil preserved in the manufacture of CEYLON TEA makes it at once the most refreshing and invigorating tea on the market and one that gives universal satisfaction.

Therefore buy only

Pure CEYLON TEA

Black and Green

Is This Good Enough?

Men who are qualified to give an opinion and who are in a position to test and prove the accuracy of their views, have stated that

ST. LAWRENCE EXTRA GRANULATED

is the finest sugar possible to procure.

Carl Frederic Heebner, Ph. G, Phm. B., Dean of the Ontario College of Pharmacy, and the late Dr. Baker Edwards, Dominion Analyst, have both put themselves on record to this effect.

The St. Lawrence Sugar Refining Co., Limited,

MONTREAL.

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

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Sydney, - - Post Office Chambers

BRITISH OFFICES:
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CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

Don't Stay Awake Nights

trying to think up a good, catchy ad. for the next day's paper.

Get a copy of "100 Good Ads. for a Grocery Store"—a book of advertising suggestion for grocers, recently compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion and Criticism in THE CANADIAN GROCER, and find therein suggestions for more than a year's supply of bright, effective ads.—allowing two ads. a week.

Helps you to do good advertising—get more business—make more money.

A great big dollar's worth for any grocer who ever gets his name in type.

Sent postpaid on receipt of a dollar bill, by

MacLean Publishing Company
TORONTO

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Pure, Delicious, Best.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

STRETTON'S MUSHROOM KETCHUP—The best on the market.

CANADIAN AGENTS:

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Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

BRITISH COLUMBIA SALMON.

Maple Leaf,
Lowe Inlet,
Golden Net,
Empress.

Four Perfect Brands.
To Profit and Please.

——The **New Season** packs are well **to the front.**

——To secure the best brands you must **move quick.**

——Up-to-date buyers are **well a-head.**

The British Columbia Packers' Association,

VANCOUVER, B. C.

Everybody

whether Liberal or Conservative,
white or black,
is anxious to increase his

"Bank Account"

You can do it by investigating the merits of

The "Perfection Canister"

Write us for information.

THE DOMINION CANISTER CO.
LIMITED
DUNDAS, CANADA.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

IT'S A FACT.

PROVE IT.

AURORA CEYLON JAPAN

You make a good profit retailing this Tea at **25 cents.**
You can please your customers just as well and sell it at **40 cents.**
The liquoring quality is that of a **50-cent Tea.**

ASK OUR TRAVELLERS ABOUT IT. ORDER A SAMPLE PACKAGE.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

Wood's Primrose Ceylon Tea

THE CORRECT THING FOR ICED TEA.

TOO OBVIOUS FOR IMPOSITION.

There is no chance for deception with our "Primrose" Tea. The packages are unique and so characteristic that no competitor can substitute unawares another tea in its place.

We have so much confidence in the Teas that we give them a name and stand to it.

That name protects you and your customers.

We depend upon their excellence and uniformity for their present and future popularity and increasing sales.

And so can any Grocer who will send to us and let us help him introduce them.

THOMAS WOOD & CO., 428 St. Paul St., MONTREAL.

GROCERS' WHOLESALE CO. Limited
UNITY AND QUALITY
HAMILTON.

REGISTERED.
Trade Mark.

SPECIAL VALUES . . .

COFFEE and SUGAR

DIRECT SHIPMENTS.

GROCERS' WHOLESALE COMPANY, Limited

HAMILTON.

Correspondence Solicited.

CANADA BROKERAGE CO., Limited

F. W. HUDSON, President.
W. F. MORLEY, Vice-President.
H. T. WILSON, Sec.-Treas.

Telephone Main 2282.
" Main 870.

48 WELLINGTON ST. EAST,

TORONTO.

General Agents and Wholesale Dealers in Fancy and Staple Groceries.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

IT is a strange coincidence that July 22 saw the publication of the most favorable trade returns ever recorded in the history of Canada, and, at the same time, in the Commons, a spirited debate as to the evils of speculation in stocks, or stock gambling, as it is frequently and, too often, with justice, called.

It is a strange fact that the greater the general prosperity of a country the greater seems to be the temptation to wild speculation. It has been said that the general idea of "enough," is just twice as much as one has "from time to time," and, certainly, the number of men on this continent who have a certain definite amount fixed as the sum on which they are willing to retire, and, who, having attained it, do retire, is small indeed. We say "on this continent," for it is a fact, well known to close observers, that in England the opposite of this is the case. The English merchant frequently has his idea of "enough" definitely fixed; an amount not constantly changing and increasing, and when he has been fortunate enough to secure the desired sum, he betakes himself to his favorite pursuit, and thoroughly enjoys life for the remainder of his days—be they few or many.

Probably never before have there been so many people scattered all over Canada who are getting better off from day to day, and yet, certainly never before have we had so many madly anxious to become speedily rich. Given, then, the funds for first deposits, as we might describe margins, and this intense thirst for riches, we have stock speculation run mad. To no class of the community has the fever been harmless. The widely scattered area of successful Canadian enterprises is partly answerable for the wide-spread character of the disease. In the Maritime Provinces the inhabitants had before them the rich coal properties of The Dominion Coal Co., and the great activity and apparent prosperity of the iron and steel industries at Sydney. Stock which sold freely at 15c. on the dollar, advanced rapidly to par, and even away beyond it. Rumors of large fortunes made in a year or two on the investment of comparatively small initial amounts, set the steady accumulators wild with desire to do likewise, as they saw man after man among neighbors, who had never been looked upon as in their class in industrial circles, pass them in the race for gain. There could be but one result,—speculation, and speculation there was with a vengeance.

Striding with seven-league boots over 3,500 miles of Canadian territory, we find very similar conditions in The Crow's Nest Coal Co., of British Columbia. Once again the stores of nature, so long dormant and unknown, are being drawn upon by men whose enterprise has found them out, and once again the sight of fortunes grown big in a night has "got upon the nerves" of the "small" financier. In the middle land—the land of old Canada, Upper and Lower—the land where money, as yet, is most plentiful, the fact of no such great mineral deposits had no effect in stopping the craze or moderating the excitement, for, if the mines lay to the far east and the far west, "the miners," if we may thus describe the great capitalists who set these great operations afoot, found their homes in the great cities of the centre provinces. Agents with stock to sell for the various corporations, smooth-tongued as the walking vendor of books, spread far and wide the tale of wealth easily acquired, and the newspapers from day to day gave items, eagerly read along the same lines. There could be but one result. The man comfortably off, with a thousand or two of spare money, was told that he might double the same in a few days by buying on a ten-point margin, and the "tip" came true just often enough to set all the intimates of the fortunate one doing likewise. So long as the stocks kept soaring, which for months upon months they did, all was well, but when the barometer began to fall, wide-spread ruin followed. The man who had made well from his "investment," had very naturally become an optimist, and was easily persuaded, the wish being father to the thought, that the drop was but a temporary flurry, to be succeeded by yet higher prices. He held serenely on then, till his profit had disappeared to the sound of the remorseless ticker; held on till his first margin had gone too, till his second and third had followed suit; till his home, from which years of patient toil and economy had cleared off the mortgage, was mortgaged once more; held on till for very lack of funds he could hold on no longer, and then, perforce, let go, to find himself well advanced on the downward slope of the hill of life, and penniless. No wonder that minds became unhinged under such circumstances; that the waters have covered the troubles of some; that the bullet has sent others to find whether there be more tolerable conditions across the great divide.

* * *

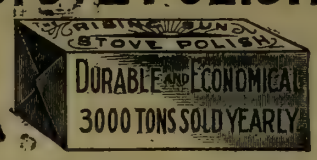
Yet, to some extent at least, the rapid making of wealth is justified in a country such as Canada. We possess immense natural resources, as yet but little utilized; as yet, in fact, but little known or explored. Take, for example, the coal mines we have mentioned. While hidden away in the bowels of the earth these were no asset; discovered and worked they at once became worth millions. Nor can we fairly complain that those who have first adventured in these enterprises, which, in the initial stages, are always more or less risky, should reap a rich reward. Where they accumulate their wealth, Canada, as a whole, becomes the richer in the labor furnished to thousands of hardy miners, to hundreds of railway employes; and her revenues swell because of the increased consumption of goods by these men, on which duty, either import or excise, is paid. From these increased revenues come increased expenditures on useful public works; works not only furnishing employment to our laboring and manufacturing classes, but in their turn implementing the commerce of the country, so that the stream of prosperity flows wide and far over the land, enriching and refreshing, as does the famous Nile the lowlands of Egypt.

* * *

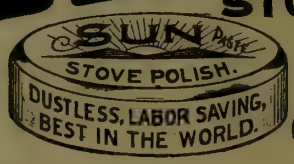
We would not wish to weary our readers by too great an array of figures, but we are in no fear of doing so by what we are about to quote, since they must fill every Canadian heart with honest pride, and with unbounded hope for the future.

Our fiscal year ended, of course, with June 30, since July 1 is our National birthday, and the figures given out by the Customs Department, while not final, are no doubt approximately correct. Think of little Canada, little in popula-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

tion if not in area, doing a foreign trade last year on the basis, of imports which actually entered into consumption and Canadian produce exported, of very nearly four hundred and fifty million dollars. When this has properly sunken into your mind, think another happy thought, to the effect that this shows an increase over the preceding year, a year that had been considered more prosperous, of nearly fifty millions of dollars. We are wont to look towards the United States as the country of great prosperity, and yet we are doing a foreign trade $130,000,000 in excess of what that country did when its population was twenty millions, or bringing the comparison down to more recent times, we are trading with the outside world to the extent of $81 per head, as against a per capita trade of the States of $31 per head, in the year 1902.

* * *

It is encouraging to note that the prosperity is confined to no one or two of the main branches of Canadian industry, but that the advance is generally all along the line. In choosing a motto recently for the new commonwealth of the island continent "Advance Australia" was decided upon. It is pleasant to reflect that Canada has advanced, is advancing, and seems likely to continue to advance for some years more to come. We are not in this article engaged in an argument as to whether or not the present Government of the Old National Policy is responsible for the present splendid conditions, as good Canadians we are satisfied that they exist, and shall leave the discussion of the causes thereof to the politicians. It seems almost incredible that in seven short years our exports of domestic produce should have increased in round numbers from $110,000,000 to $214,500,000, and yet such the report shows to be the case. Analyzing this we find that exports of farm products have increased over last year to the tune of about $18,000,000, and show a total increase for the past seven years from fifty million and odd to one hundred and fourteen million and odd, and that exports of forest products have improved over last year by about four millions, and over seven years ago by nine millions. This is very large in proportion to the total exports, which this year reach $36,386,015, and can be accounted for in part by the large development in the past few years of the pulp industry. When we realize that this great industry is still in its infancy, that countless thousands of acres have still to give up their spruce and countless water powers are still to be harnessed to grind it, that the world's consumption is constantly on the increase, and that the building of the new trans-continental road, no matter what may be its precise location, will make profitable production of this staple possible where now it is out of the question for want of transportation facilities, we can see that, not only the wheat fields of the west, but the timber fields of the older provinces will, in the next decade, see a development that will mean millions to Canadian revenues, both public and private.

* * *

Coming to the division of manufactured goods we find that here too there is satisfactory increase. Last year these totalled $20,624,967, as against $18,462,970 for the previous year, and as against $9,365,384 for seven years ago.

The free list too, largely made up of raw material for manufactured goods, shows a heavy increase, amounting in 1903 to no less than $88,000,000, or an increase of ten millions over the preceding year. Over a million tons of bituminous coal was imported in excess of the importations of seven years ago, and as this largely goes for fuel for manufactories, it is a good evidence of the activity of this great Canadian line of industry. True, the importation of manufactured goods has also increased largely, giving a good text to Mr. Tarte and his friends for continued lectures on increased protection.

And this brings us back for a few closing words on the debate re stock gambling inaugurated by Mr. Bourassa. He, and others who supported his contentions, point to the fact that this form of speculation leads to the crusade for special aid in certain lines of industries which are not in fairness entitled to it. He takes, for example, the Dominion Iron and Steel Corporation, which according to his views was vastly overcapitalized. The speculative mania carries the price of the shares well up towards par, and then, as must invariably be the case where there is not real worth behind it, the reaction takes place; thousands are crippled, not a few ruined. Those who have been able to hold on at once clamor for increased protection, claiming that so great a Canadian industry must not, for the sake of Canada's credit, be allowed to go down. Pressure is thus brought upon the Government which it is well nigh impossible to resist, and burdens are laid upon the people at large to make up the losses of the imprudent speculator. Mr. Tarte, speaking along the same line, openly charged that Ministers of the Crown and many members of Parliament had gone recklessly into the stock business, and that, in some cases, personal holdings influenced their legislative views.

Finally Mr. Bourassa withdrew his resolution, saying that he had wished to call public attention to the extent of the evil, rather than to get legislation upon it this session, and that he hoped that by next year something might be thought out that would limit, if not eradicate, the evil.

CANADIAN POLISHES IN BRITAIN.

The F. F. Dalley Co., of Hamilton, are meeting with deserved success with their polishes in the British markets. The testimony from Sproat Bros., Glasgow, a firm who are not given to idle compliments, reproduced in the advertising pages of this week's "Grocer," is a gratifying tribute to Canadian enterprise.

SEND US YOUR ORDERS.

They will receive our "personal care." We are the original **Quick Shippers.**

LUCAS, STEELE & BRISTOL,

HAMILTON.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

WRITE, WIRE, OR PHONE US FOR

TEAS, COFFEES, SUGARS,

or any goods you may require during travellers' holidays. We will give you special inducements for all such orders. Try us.

LUMSDEN BROS., Hamilton and Toronto.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

BROOMS FOR THE MILLIONS

We manufacture from only the best Illinois corn.

NO DYE **NO COLORING**

Our corn requires none of this.

Brooms for the home **Brooms for the church**

Brooms for the warehouse

Brooms for the factory **Brooms for the mine**

Each Broom examined when bunched. Any culls discarded.

Prices low and profitable to the grocer.

JAMES TURNER & CO., Wholesale Grocers, Hamilton.

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt Shippers

49 Front Street E.,

TORONTO

OUR JARS AND LABELS ARE BEING IMITATED.

MacLaren's Imperial Cheese

"Nothing Better"

MacLaren's Roquefort Cheese

NEVER BECOMES HARD OR DRY.

A. F. MacLaren Imperial Cheese Co., Limited,
Manufacturers and Agents, Toronto.

TWO HUNDRED AND FOUR CARLOADS OF FLIES.

We are informed that upon a very conservative calculation, the quantity of Wilson's Fly Pads shipped this year will kill the immense number of flies above mentioned.

At this rate, Wilson's Fly Pads will probably be responsible for the destruction of more flies than could be loaded into four hundred freight cars before the end of the present season.

PACKING GOODS FOR SOUTH AFRICA.

Mr. Yager, of The Cockshutt Plow Co., Brantford, has just returned from a two years' trip to Australia and South Africa. Speaking of the opportunities for Canadians extending business in South Africa he directed the attention of an Expositor reportor to the inclination of the people of South Africa to favor the colonies in preference to other nations. Canadian apples are greatly in demand, as also every kind of fruit. Hams and bacon would also find a ready sale, and all sorts of canned fruits sell well.

An important point Mr. Yager mentioned was the matter of shipping and packing. The negroes who handle the goods are grossly careless, and often cases are completely smashed. Mr. Yager advised that heavier packing cases be used and that they be heavily banded, so as to prevent cases from splitting.

GROCERS' WHOLESALE CO., LIMITED.

The annual meeting of The Grocers' Wholesale Co., Limited, of Hamilton, was held on Tuesday, July 21. A good representation was present. The financial statement presented to the shareholders was considered very satisfactory, business showing a very substantial increase over last year. The directors declared a seven per cent. dividend on paid up capital stock in addition to the dividend paid upon purchases in January last.

Business Changes

ONTARIO.

J. H. HARE, of the firm of Hare, Beam & Hare, general merchants, Beamsville, has retired; W. C. Holmes has been admitted.

Julien Lalonde, general merchant, Routhier, has assigned.

D. Hunter & Co., grocers, Toronto, have sold out to C. J. Wright.

C. J. Halliday, general merchant, Chesley, has sustained a loss by fire.

McNamara & Treadway, grocers, Sudbury, have dissolved partnership.

Trevett & Wiggins, bakers and grocers, Chesley, have assigned to R. J. Lillico.

A. P. Yoe, grocer and crockery merchant, London, has sold out to N. F. Yoe.

A meeting of the creditors of the firm of Blair & Son, general merchants, Berwick, will be held on July 30.

QUEBEC.

Calixte Beaudry, general merchant, St. Nazaire, has assigned.

E. A. Rutherford, tea merchant, Granby, has been registered.

C. Fortier, grocer and liquor dealer, Montreal, has sold out.

L. H. Bissonnette, general merchant, St. Isidore, have assigned.

The assets of the general business of Victor Onract, Musleyville, are to be sold.

Grandbois & Paradis, general merchants, Gentilly, have dissolved partnership.

The assets of the grocery business of E. Labelle & Co., Montreal, have been sold.

H. Hudon & Co., general merchants, St. Angele, have sold stock at 70c. on the dollar.

Victor Boileau, grocer and liquor dealer, Montreal, has been succeeded by Nat. Latreille.

Lafontaine & Thiffault, general merchants, St. Adelphe de Champlain, have been registered.

J. Vermette, grocer, St. Romuald, has assigned; Alf. Lemieux has been appointed pro. guardian.

J. M. Laganiere, general merchant, La Chevrotiere, has assigned; Lefaivre & Taschereau are pro. guardians.

The assets of the general business of W. R. Crepault & Co., Kamouraska, are advertised to be sold on July 31.

NOVA SCOTIA.

Prosser Bros., general merchants, Kemptville, have been registered.

R. McGregor & Sons, grocers, New Glasgow, have dissolved partnership, dating from July 1.

MANITOBA AND NORTHWEST TERRITORIES.

The Hazeldean Farmers' Elevator Co., Hazeldean, have been incorporated.

Henry Callin, general merchant, Manor, has sold out to Hamelin Bros. & Co.

BRITISH COLUMBIA.

Frank Spina, grocer, Ladysmith, has assigned to Mrs. Annie Ryder.

Hamon & Bisson, grocers, Rossland, have assigned to F. E. Empey.

Mary G. Vater, general merchant, Ladysmith, has gone out of business.

J. Currie, grocer, Trout Lake City, has sold out to Masterson & Griffiths.

Sorbein & Bonheau, confectioners and fruit dealers, Rossland, have been succeeded by Jerry Bonneau.

NOVA SCOTIA CROPS.

The Secretary of Agriculture for Nova Scotia reports as follows on Nova Scotia crops: Hay on upland is reported as 73 per cent. average; dyke marsh, 71 per cent; intervale, 86 per cent. He adds: "But from reliable sources of information I am of the opinion that since the returns were sent in there has been great growth made and the final result will be much better than the returns indicate. The same may be said of oats and grains reported 88 per cent., which will be fully 100." Potatoes and roots are reported 82 per cent. Apples are reported the best since 1896, when 430,000 barrels were exported. The estimate for this year is 400,000.

FRESH FRUIT FOR LONDON.

The first shipment of American fresh fruit to Europe for this season, and one of the largest single consignments ever sent across the Atlantic, was on board the liner St. Paul when she left New York for Southampton last week. The shipment consisted of nearly 10,000 boxes of pears, plums, cherries and peaches, which were rushed across at this early date to take advantage of the good prices sure to be obtained in the English market before the London season closes.

The fruit was all from California, and will make the 6,500-mile trip in record time. It travelled across the continent in a special refrigerator train eight cars of which were entirely occupied by the consignment. The fruit was re-iced only once in its transcontinental journey at Chicago.

When the train reached Jersey City and the cars were transferred to floats and towed alongside the St. Paul at Pier 15, North River, the fruit, which was packed in square boxes, just as it is delivered at the markets in New York, was transferred to the refrigeration chambers on the ship. It will not be disturbed again until it reaches Southampton, when it will be transferred to a special train and carried to London. The whole journey will have occupied little more than two weeks.

In addition to the California fruit, the St. Paul also carried 100 barrels of New York State apples from the Hudson valley. This is the first transatlantic shipment of apples grown this season.

The above consignment was forwarded by Geo. R. Meeker, fruit exporter, New York.

"UPTON'S"

JAM
THE JAM
THAT IS JAM.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Cheese Situation.

THE following table showing the fluctuations of the cheese market in Canada cannot fail to be of interest to all dealers. We are indebted to Mr. I. S. Wotherspoon, of the Montreal Board of Trade for its compilation. The statistical position of the Canadian cheese market is always of interest to manufacturers, cheese boards and produce dealers, and the appended chart will undoubtedly be appreciated. It is clearly evident from a glance that the tendency of the market during the current year, with the exception of slight advances in February and a rebound in April, has been steadily downward, and from present indications, bottom does not seem to have been reached. It will also be noticed that prices are practically the same as last year at this period. The opening price in January, 1903, was the highest seen for years, and it was but natural to expect a decline,—though the drop from May to June was somewhat sharper than during similar period last year.

A Wonderful Egg Preservative.

THE preservation of eggs has always been a vital question for the produce trade, and many experiments have been tried, some with more successful results than others; but, if the invention of the eminent French chemist, M. Louis Parisot, is all that is claimed for it by its discoverer, the long-looked for result has at last been obtained. We await with pleasurable anticipation a practical demonstration in our own market. Mr. Parisot claims he has discovered a liquid which, he says, will keep eggs quite fresh for a period of 12 years. If he can do it for one year he has fortune enough. Early last year he placed a large number of new laid eggs in this liquid, and he took the precaution to get a magistrate to witness the proceeding and to affix to the tank his official seal. At the expiration of 12 months the magistrate witnessed the opening of the tank, and the eggs were found in excellent condition. Four, which were selected haphazard from the tank, were at once boiled for eating, and were found to be in first-rate condition and of excellent flavor. Later on the inventor had another triumph. Some eggs which had been in the liquid for four months were successfully hatched, eight out of twelve which were placed under the hen proving fertile. M. Parisot states that he can preserve a thousand eggs with his preparation for the sum of 7½d.

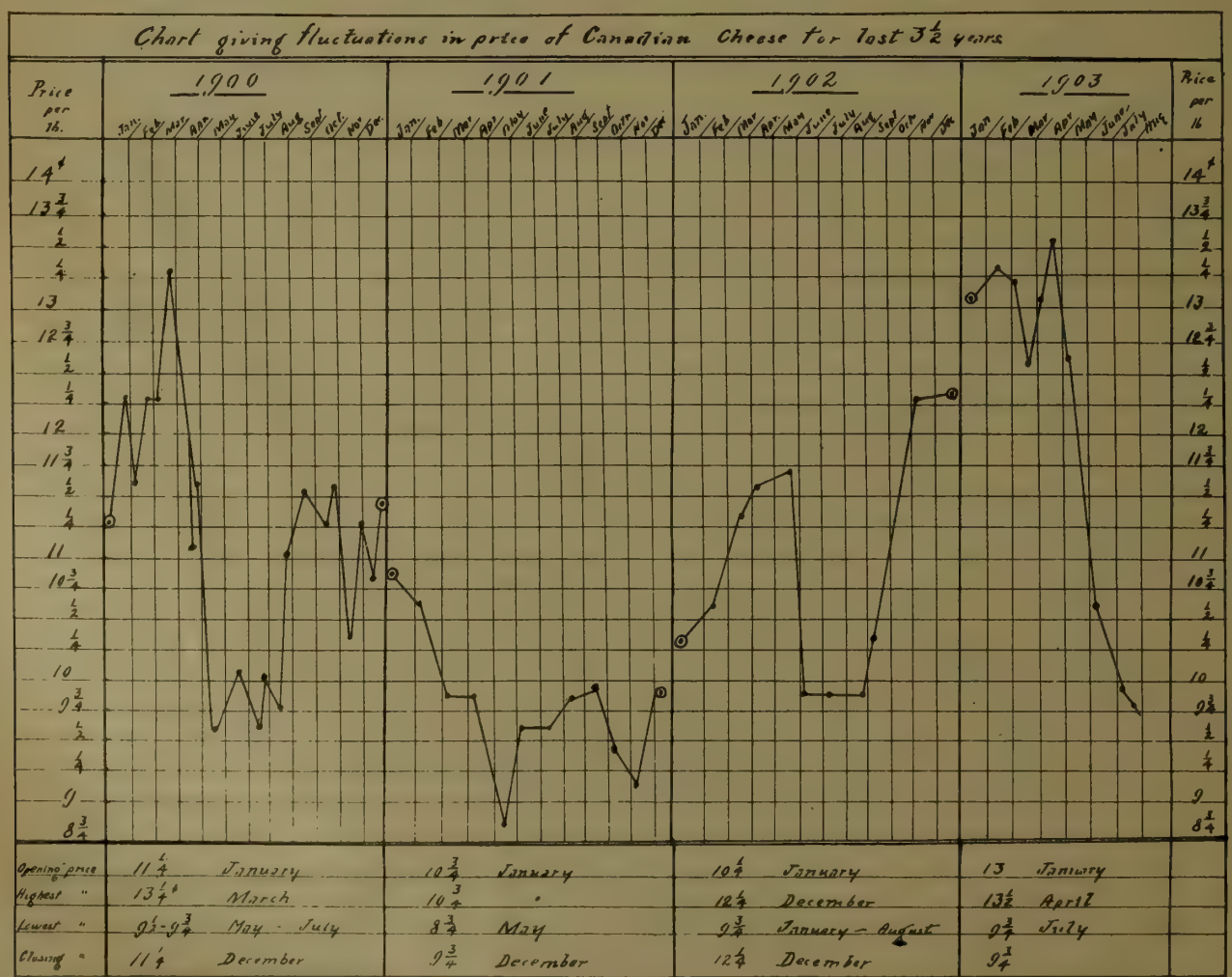


Chart giving fluctuations in price of Canadian Cheese for last 3½ years
1900
1901
1902
1903
Price per lb.
Jan. Feb. Mar. Apr. May June July Aug. Sept. Oct. Nov. Dec.

	1900	1901	1902	1903
Opening price	11¼ January	10¾ January	10¼ January	13 January
Highest "	13¼ March	10¾ "	12¼ December	13½ April
Lowest "	9½-9¾ May - July	8¾ May	9¾ January - August	9¾ July
Closing "	11¼ December	9¾ December	12¼ December	9¾

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We are now prepared to supply to the trade, carefully packed, Beef and Pork products.

Canned Goods,
Barreled Pork,
Barreled Beef,
Smoked Meats,
Hams, Bacon,
Lard, etc., etc.

We also handle Butter, Eggs, Cheese and all kinds of farm produce.

Our "Beech-Nut" Hams and Bacon are delicious.

SEND FOR PRICE LISTS.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

SHOULDERS

Some of our customers have never bought these, others have done so for years. They are sugar cured, just the same as Hams, and at much lower price. At this time of the year they fill the want for a good line of Smoked Meat at a low price. Let us send you a sample order.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED

PORK PACKERS,

TORONTO, ONT.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. **54 Noble St., TORONTO.**

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St. **Montreal, Can.**

Write for Illustrated Catalogue.

T=I=M=E

Time is money. Time checks save money. Get the best. We make all kinds of checks—bread, milk and trade checks. Everything in stamped metal checks and badges.

HAMILTON STAMP AND STENCIL WORKS

HAMILTON, ONT.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

Hogs Scarce in Maritime Provinces.

SPEAKING of the business of packing hogs on a large scale, J. Fred Fraser, of Davis & Fraser, said to The Maritime Merchant: "There is no room for a very big concern in Halifax as it is impossible to get the necessary supply of hogs. The business is available all right, but the packers' raw material is lacking. Notwithstanding all that has been said and done to induce our farmers to go more largely into hog raising, I believe that instead of there being an increase of hogs the tendency is rather the other way. We intend to start a branch establishment on P. E. Island this season in order to be near our hog supply. We get the bulk of our hogs on the island, but even there very little increase is to be noted in the number of hogs available. At the present time live hogs are worth about $5.75 per cwt., or, for packing purposes, about 7c. per lb. dressed. This has been a very good year for the farmer owing to the high prices, of which he got rather more benefit than the packer. Personally we have had a very good trade. There has been a steady demand for our output, which shows that people appreciate our goods."

The Small Danish Bacon Factories.

DENMARK is the home of the co-operative hog industry. M. P. Blom, chairman of the Association of Danish Co-operative Bacon Curers, states that the first Danish factory on this plan was started in 1887 at Horseno. There are now 27 of them. He attributes the success of this kind of plant in Denmark to the following causes: (1) The widespread practical education of the Danish farmer supported by the valuable lessons in trade combination which had been taught him in the development of the dairying industry. (2) The thoroughly systematic manner in which a national scheme for the improvement of the quality of the pigs of the country has been undertaken and maintained. (3) The rapidity with which the farmers of the country adapted their system of farming to the requirements of the bacon factories so as to secure uniformity in the size and quality of the swine. (4) The public spirit exhibited in all cases by the banking institutions of the country in financing the people's factories, and the co-operation in many instances of the municipal bodies in corporate towns, and of associations of merchants and traders to provide the capital necessary to erect and equip these factories. (5) The wholehearted manner in which the Government assisted the industry by providing the constant advice of experts, by assisting the prosecution of inquiries in foreign countries, and by advancing subsidies to steamship owners to ensure more regular and frequent transition of the produce to the English markets.

The average cost of a co-operative bacon factory killing and treating the products of 500 hogs per week is about $60,000. This includes buildings, machinery, smoke house and complete refrigerator and pickling installation. Many of the Danish plants handle fewer than 10,000 hogs each per year. The main thing is to have the hogs come in fairly regular succession so as not to crowd at one time and be idle at another. There are 64,000 co-operators forming those small bacon factories. They turn out $12,500,000 worth of products per annum.

Britain Excludes American Swine.

A new order has been issued by the British Board of Agriculture regulating the landing of animals from foreign countries, and to take effect on August 1. Canada is not affected, but the shipment of live swine from the United States is now prohibited.

Blow at Canadian Butter.

The butter bill, which is now passing through the British House of Commons, shows a preference to Ireland over the colonies. According to the provisions of the bill, all butters, including colonial butters, which contain over 16 per cent. water, will be penalized. Irish butter will, however, be allowed to contain 20 per cent. water, which gives the Irish dairy industry a decided advantage over that of Canada.

This preference which has been squeezed out of the Government by the Irish party, militates against Canadian butter. Ireland is hostile both to Canada's dairy and cattle trade.

Ruling re Cattle for Yukon.

The Agricultural Department have discontinued the inspection of Canadian cattle consigned from Canadian ports for the Klondike. It had been pointed out that though passing in bond through American territory they were simply in fact being sent from one Canadian port to another. After consultation with the Washington authorities the above ruling was made.

Canadian Produce in London.

A despatch from London under date of July 27 says: The demand for Canadian butter continues to advance, and advancing markets are anticipated for the next three months. The choicest salt butter is quoted at 92 and 94s. per cwt.

The demand for Canadian cheese is slow, attributed to the large amount of fodder cheese exported and sent out too green or in an uncured condition.

The tea situation will right itself. Once the people try the Red Label brand of

Blue Ribbon *Ceylon* Tea

they pay their forty cents a pound every time. 'Tis the quality tea of Canada.

MAGIC

TRADE MARK

SODA

OR SALERATUS IS THE BEST.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

When you have any

BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

London Prices Current.

Prices Current of Irish and Foreign Provisions, issued by Thomas Nesbitt & Co., London, Eng., on July 13, thus describes conditions :

Weather fine and warm after great heat. Business rules dull.

Butter.—Trade still very slow.

Bacon.—Market is improving for all descriptions in fresh condition.

Hams.—Irish, slow ; Canadian and American in better request.

Lard.—Bladders, pails, etc., meet with a very poor demand.

Eggs.—Best wanted at full rates ; other kinds in less request.

Cheese.—Sells but slowly at reduced values.

Half Year's Meat Bill.

John Bull's bill for the first six months of the year for imported cattle, etc., and meat, is as follows :

	1903.	1902.
Cattle, number	235,660	197,861
Sheep, number	176,209	160,099
Beef, cwt	1,978,653	1,937,472
Mutton, cwt	2,201,099	1,940,838
Pork, cwt	336,312	356,178

The monetary value of the foregoing imports is approximately £13,717,000. Of this colonial exports represent £4,177,600, and foreign countries £9,540,400.

THE PROVISION MARKETS.

TORONTO.

No change has been noted in cured meats or lard since last week. The demand for cured meats continues good and at the reduced quotations for lard the demand has brightened up. We quote :

Long clear bacon, per lb	$ 0 10	$ 0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11½	0 12
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 10½	0 11
Backs, per lb	0 14½	0 15
Heavy mess pork, per bbl	21 00	21 25
Short cut, per bbl	22 00	22 50
Shoulder mess pork, per bbl	18 00	19 00
Lard, tierces, per lb	0 9½	0 09¾
" tubs "	0 09¾	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 08½	0 09½
Dressed hogs, light weights, per 100 lb	7 50	7 75
" " heavy " "	7 25	7 50
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcases	6 00	7 25
" medium	5 50	6 50
" common	5 00	5 50
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

The price of barrel pork is somewhat lower than that of a week ago, and the feeling generally in the market is easy. Pure lard is also lower. There has been a fairly good demand for smoked meats, but no quotable changes are reported. We quote :

Heavy Canadian short cut mess pork	$20 50	$21 00
Light Canadian short cut clear pork	20 00	20 50
Canadian short cut back pork	19 50	20 00
American short cut clear pork	22 00	24 00
American fat back pork	24 00	25 00
Hams, per lb	0 13½	0 14
Bacon, per lb	0 14	0 15
Extra plate beef, per bbl	14 50	15 00
Pure Canadian lard, in tubs, per lb	0 10	0 10½
" " " pails, per lb	0 09½	0 10
" " " cases, per lb	0 10½	0 11½

Fairbank's "Boar's Head" lard compound, 8½c. tierce oasis, with extras as follows :

60-lb. tubs, over tierce	....	0 00½
20-lb. wood pails, "	....	0 00½
10-lb. tins, "	....	0 00¾
5-lb. tins, "	....	0 00¾
3-lb. tins, "	....	0 01

American can meats :

1-lb. corn beef	....	1 60
2-lb. "	....	3 00
1-lb. lunch tongue	....	3 90
2-lb. "	....	10
2-lb. Ox-tongue	....	8 10
2½-lb. "	....	10 40
3-lb. "	....	13 00

ST. JOHN, N.B.

Pork seems rather firmer in price, and there is slightly improved demand, particularly for the better grades. Beef is unchanged in price ; there is a very light sale. Lard is easy ; in pure, quite a full stock is held ; the sale has been very dull ; refined lard is also easier, price going off a quarter this week. In fresh meats there is little sale except for lamb, which holds quite firm in price. Domestic beef is rather easier, but finds a rather slow sale ; Western is unchanged. Veal remains unchanged in price, the sale is light. Mutton is very dull. Pork holds at quite full prices, but there is very little doing. We quote :

Mess pork, per bbl	$21 00	$22 00
Clear pork "	19 00	22 00
Plate beef "	13 50	15 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 07	0 09
Lamb "	0 09	0 10
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 10¾	0 11
" " pails "	0 11	0 11¼
" compound, tubs, per lb	0 09	0 09¼
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 09¾
" " " pails "	0 09¾	0 10

DAIRY PRODUCE.

TORONTO.

BUTTER.—There have been very ample supplies of butter received this last week and the feeling is still easier than at last writing, although no change in quotations has been noted. The quality marketed is satisfactory and domestic demand is fair, but no improvement in export has occurred as yet. We quote :

	Per lb.	
Creamery prints	0 18	0 19
" solids, fresh	0 17	0 18
Dairy rolls, large	....	....
" prints	0 15	0 16
" in tubs, best	0 14	0 15
Under qualities	0 12	0 13

CHEESE.—Prices have again eased off this last week and quotations are ¼c. lower, and dealers report prices still too high here to show any profit for export on recent cables. The downward tendency which has merked the cheese market is graphically illustrated in the cut on a previous page. We quote :

	Per lb.	
Cheese, large, new	0 09¾	0 10
" twins, new	0 10	0 10¼

MONTREAL.

BUTTER.—Conditions of the butter market, more especially in regard to creamery, have shown little more life this week, but, as usual, the country markets advanced more rapidly than the quotations received from England would warrant, and, as a result, the little demand which occurred, has already been checked. There has been no demand for dairy butter, practically not a package being sold this season to date within 1c. per lb. of the cost, which makes the market unsatisfactory. The prices on the local jobbing market are as follows :

Finest Eastern Township creamery	0 19	0 19½
" Western "	0 17½	0 18
" " dairy	0 14½	0 15

The majority of the country boards during the past week have ranged from 18¼ to 18⅜c.

CHEESE.—The depressed feeling in England is now having its effect upon the market. It has been expected for some time past, but owing to the shortage on the other side, it has been a little longer in coming. At the wharf Monday, sales of which practically represent the largest boards in Quebec district, cheese sold at 8¾c., Ontario boards ruling from 9 to 9⅜c. The exporters state that it was practically impossible to secure business at even cost last week. The jobbing price is 10 to 10½c.

ST. JOHN, N.B.

BUTTER.—The price of best stock shows little change, prices keeping quite high ; but when it comes to common grades, prices are low, and stock moves off but slowly. Butter-makers lose much money by not having quality right.

EGGS.—There is a good steady sale at even prices. Market is rather firmer. Quite a few Prince Edward Island eggs are now offered ; the quality is good.

CHEESE.—Market has gone off rather more freely than was expected. Prices are still quite high. For local business large cheese will not sell. We quote :

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 16	0 18
Eggs, new laid, per doz	0 16	0 18
" case stock, per doz	0 14	0 15
Cheese, per lb	0 10	0 11

LONDON CHEESE MARKET.

Saturday afternoon 12 factories boarded at the London cheese market. The offerings were as follows :

	Boxes.
Avonbank	112
Blanshard and Nissouri	240
Ballymote	110
Dunboyne	200
Utoxeter and Galabank	160
Belmont and Westminster	500
Kintore	200
Firby	170
Mapleboro'	200
Gladstone	250
Malahide	150
Proof Line	180
Total	2,472

The bids were 9 1-16, 9⅛, 9 3-16 and 9¼c. Dunboyne, Belmont and Westminster, Firby, Mapleton, Malahide and Proof Line all sold at 9¼c.

Provision Notes.

D. McIntyre paid $5.50 per cwt. for live hogs at the London market on Monday last. He also shipped a load of cattle and a car of sheep to Toronto this week.

A PROSPEROUS FIRM.

John Dickie & Co., general merchants, of Pickering, are showing the marks of prosperity. Growing business has necessitated the enlargement of their premises. This was accompanied by extensive improvements, and now the firm can proudly point to one of the finest and best equipped country stores to be found. The firm also intend to instal an acetylene gas plant in the immediate future. Mr. Dickie reports the crops good in his district and business prospects very promising.

"BEST TEA I EVER HANDLED"

Lindsay, Ont., July 22nd, '03.

T. H. Estabrooks, Esq.,
St. John, N. B.

Dear Sir:—

Enclosed you will please find order for $25, invoice May 27th. Will kindly ship me ***at once,*** 1 Chest Japan Blend "A," same as last. The best tea I ever handled, and gives great satisfaction.

Please credit Mr. Norris with this order.

Yours truly,

P.S.—Am almost out, so please ship at once.

This is the tea that I referred to in an advertisement recently. I am receiving reports like this from the majority of merchants who handle it.

Japan Blend and Red Rose Tea are two teas that will help increase any merchant's tea business.

Inquiry by Postal Card will give you full particulars.

T. H. Estabrooks

Tea Importer and Blender

BRANCHES:
Toronto and Winnipeg.

St. John, N.B.

FOR TWO WEEKS

August 1st to August 15th

All our travellers will enjoy a well-earned vacation. They deserve it. Some of them will probably travel still in search of recreation---others will stay at home and have a better time smoking a "T D" on the kitchen stoop. We don't care, provided they all enjoy themselves.

During this vacation we propose to look after your requirements ourselves, and invite you to

WRITE, WIRE OR 'PHONE

'PHONES:
Main 399
" 1399
" 1505

At **our** expense.

Your order will have **prompt** shipment and every market advantage that we can give it. All orders received will be credited to the sales of our representative on your territory.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO.

NEXT WEEK— AND THE WEEK FOLLOWING

OUR TRAVELLERS WILL BE ON THEIR HOLIDAYS. DO NOT TAKE ANY CHANCES OF LOSING BUSINESS BY LETTING YOUR STOCKS RUN LOW, BUT

WRITE, WIRE OR 'PHONE US

AT OUR EXPENSE, FOR YOUR REQUIREMENTS. **PROMPT SHIPMENT GUARANTEED.**

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO

EUROPEAN TRADE FOR CANADA.

Editor CANADIAN GROCER:

Sir,—Will you permit me to use the columns of your valuable paper to call attention to a number of lines in which I believe an excellent opportunity is offered for the extension of our trade with Germany, Belgium and Holland.

At the present time there appears to be a good opening for trade in fresh, dried and evaporated apples in Germany, where the latter pay a duty of $1.25 per 110 pounds and the former enter duty free. It is true that an act has been passed imposing a duty on fresh fruit from Canada, but it has not been brought into force, and will only become operative by Imperial proclamation. Large quantities of evaporated apples from the United States are sold annually in Germany, and as the quality of the Canadian goods is admitted to be better, there is no reason why we should not be able to compete with the Americans.

In Holland only fancy evaporated apples are wanted. The duty is five per cent. ad valorem for both fresh and dried fruits.

Belgium will take considerable quantities of both dried and fresh fruits, particularly Spy, Baldwin and Greening apples in boxes. Fresh apples are free of duty, but 10 per cent. ad valorem is collected on dried and evaporated goods. Canadian cheddar cheese, if mild, will sell even in competition with the best Holland. It would bring about 20 cents per pound retail, leaving an ample margin for profit after paying freight and commission, and the duty, which is slightly over one cent per pound. It is particularly to be noted that only a mild cheese is wanted. Belgium takes annually 23,000,000 to 32,000,000 pounds of Dutch cheese, 6,500,000 pounds of Swiss Gruyere, and 2,100,000 pounds of fine cheese from France. Practically none is made in Belgium. Tinned meats, game, poultry, and tinned tomatoes are also in demand.

If Canadians are to secure a share of this trade they will have to get out and "hustle" for business. The merchants as well as the consumers of Belgium and Germany are very conservative in their tastes and methods;—a statement that we often hear but do not fully appreciate. Americans and Canadians will buy and test a new article simply because it is new, but with the European consumers the opposite is the case. The merchants over there have their trade established and are content. Why should they change? We must show them that it would be to their advantage to do so. In this connection I desire to emphasize particularly the advisability of Canadian shippers sending over liberal samples of their food products for distribution. They will find it profitable to do so, and to quote prices freely. At first goods would have to be shipped on commission, but when a footing is gained, business can be done on a cash basis. It is, of course, necessary above all things that goods shipped shall be carefully packed and true to sample, as this is the only way to gain and hold the confidence of the merchants.

It may be mentioned that the Canadian agent in Belgium, Mr. D. Treau de Coeli, 75 Marche St. Jacques, Antwerp, will be glad to answer inquiries and to give all the assistance in his power to enable Canadian shippers to make satisfactory connections in that country. If liberally supplied with samples, he will see that these are properly stored and distributed to the best advantage, as occasion offers. Among the firms who may be consulted and who will handle consignments on a reasonable commission, might be mentioned Alfred B. Steffens, Hamburg, 8, Luisenhof, Germany, and J. Tas, Ezn, and The North Atlantic Trading Co., both of Amsterdam, Holland.

W. A. MACKINNON,
Chief, Fruit Division, Department of Agriculture.

Ottawa, July 23.

Travellers' Holidays

Write 'Phone or Wire } at our expense orders for prompt attention during Travellers' Holidays, August 3rd to 15th.

WARREN BROS. & CO., - - TORONTO

Windsor Salt.

You buy the best butter, why not the best Salt? Do you forget that it is the little things that count? A woman doesn't tell all she knows. Perhaps she has been trading at some other store just because she can't buy Windsor Salt of you. She doesn't say this to you, **but there are a good many chances that she tells her friends.**

Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

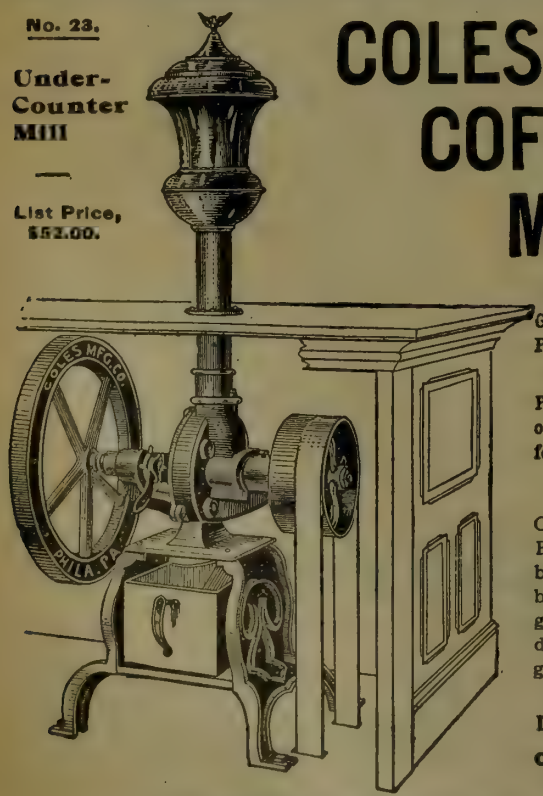
The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.

COLES COFFEE MILLS



None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

12 *The following letter speaks for itself:* 12

ESTABLISHED 1871

Memo from

SPROAT BROTHERS

185 Eglington Street,

Glasgow, Scot., 9th July, 1903.

MESSRS. THE F. F. DALLEY CO., LIMITED,
Hamilton, Canada.

Gentlemen:—

We have handled the best of American and British Polishes, but, in our experience the **"2 in 1" Shoe Polish** which you make **is absolutely the most perfect** and undoubtedly is entitled to what you claim it to be, viz., **The World's Best Shoe Polish,** at every point of the compass.

We are,
Very truly yours,
SPROAT BROS.

P.S.—Waiting delivery of the other 10 gross on order.

12 12

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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OPENINGS FOR CANADIAN EXPORTS.

THE opportunities for development in the Canadian export trade are only beginning to be realized. The marvellous development this trade has seen during the last decade has created a momentum which must be maintained and increased by unceasing vigilance.

Our export trade so far has been confined largely to the Empire and to the United States, but there is no reason why the circle of our commercial operations should not enlarge until our trade, like that of the Mother Country, becomes world-wide.

A field to be entered is pointed out by the Department of Agriculture at Ottawa in a recent bulletin, which appears in this number of THE GROCER.

Germany, Belgium and Holland afford, it appears, an excellent market for fresh and dried fruits, while Belgium absorbs large quantities of imported cheese, as well as tinned meats, game, poultry and tinned tomatoes.

To secure this market, says the bulletin, Canadians will have "to get out and hustle," and it is unfortunately necessary to add, "goods shipped must be carefully packed and true to sample."

It is to be hoped that Canadian exporters will follow up the information supplied by the Department and make an effort to secure a foothold on the markets of Germany and the Netherlands.

It is true that Great Britain affords, as a general rule, the best market for our exported products, but business men cannot be blind to the advantage of having a choice of markets.

A forcible instance to the point is the present condition of the cheese market. Since January cheese has fallen from 13 to 9¾c., while the end does not yet appear. Great Britain is practically our sole market for cheese, and was not able to absorb our output at the quotation ruling in the early months of the year. Belgium imports, according to the information supplied in the bulletin, over 64,000,000 lb. of cheese annually. Had we the Belgian market as an alternative, it is safe to say that there would have been no such serious decline as has been witnessed this year.

Let us never lose hold of the British market, but at the same time let us lose no opportunity of increasing the number and diversity of our customers.

THE MONTREAL MAYORALTY.

THE GROCER is glad to learn that Ald. Laporte, of the wholesale grocery firm of Laporte, Martin & Cie, Montreal, has announced his intention of being a candidate for the mayoralty of Montreal at the elections in February next.

For some years Ald. Laporte has been the leader of the City Council, and as chairman of the Finance Committee has displayed a business man's grasp of affairs and proved himself a thoroughly capable and reliable man.

The movement for municipal reform which, of late, has been agitating business men in our large centres of population, and which, but recently, formed the subject of discussion at a dinner following the annual meeting of the Toronto branch of the Manufacturers' Association, finds a firm advocate in Ald. Laporte.

Secure in the confidence of the business classes and popular with the English-speaking portion of the city, Ald. Laporte should make a strong candidate for the chief magistracy of the metropolis.

USE GOOD BUTTER PAPER.

ONE instance of unwise economy was brought to notice last week by seeing five men in a commission house removing battered tissue paper wrappings from a consignment of butter prints. The paper was of an inferior quality, had gone to pieces and given a most dilapidated appearance to the prints.

A really good paper would have remained intact and could have been removed if necessary without difficulty. But instead, the appearance of the prints was so marred that the consignment fell all of 2c. per lb. below what it would have brought had it been neatly marketed, to say nothing of the extra labor involved in changing the wrappings. The difference in the price between good and poor paper is so small that it is the most unwise economy not to use the best.

THE SUGAR MARKET.

THE break in Canadian refined sugar Wednesday afternoon in sympathy with the decline in raws at New York, was a rather surprising feature in this week's market. The recent rise of 10c. in the hundred had not seriously affected the demand, and in Montreal the demand seems to have strengthened with the higher quotation. The return to the earlier prices on the part of Canadian refiners was all the more surprising in that American refiners had not, up to that time, responded to the decline in raws by any corresponding reduction. In this case Canada has proved more sensitive to the New York market than the Americans themselves.

The original break was attributed to the pressure on the part of sellers in the absence of buyers, 40,000 bags of raws selling at a reduction of 1-32c. From the latest advices it is probable that quotations will be maintained, at least for the present, particularly so as up to the break the raw market was quite firm.

CAUSES OF FAILURES IN THE PORK-PACKING TRADE.

THE number of failures which have recently occurred in the pork-packing business has been sufficiently serious to invite a careful consideration of the conditions which prevail in this important industry.

The reason usually given for the failure has been, "the high price of hogs," "competition," or other such explanation failing no less signally to explain.

In conversation with a representative of THE GROCER the other day, the manager of one of Canada's largest and most successful packing houses ascribed the large number of recent failures to the inexperience and limited capital of the firms concerned.

The business of pork packing for export is largely a speculative one. The bacon which is marketed to-day in London or Liverpool was bought and slaughtered six weeks ago. What is bought and killed to-day will be sold on the same market six weeks hence. Profit or loss depends upon the skill with which that future market is gauged.

The determining factors in the market are many and intricate. On the side across the Atlantic the weather plays an important part. A week of storm and rain will keep people from the shops, and stocks will accumulate. With accumulation of supplies there develops a nervous feeling in the market, which, on the slightest provocation, may be precipitated into a panic before which the profits of a season are swallowed up.

Then the output of the British producer must be reckoned with. A strong market and favorable season may result in greatly increased supplies, tending again towards accumulation and weakness.

There is no warrant, moreover, that low prices for hogs in Canada will be coincident with low values for bacon in England. The price here is largely determined by the supply, which depends on such uncertain conditions as the season, the amount of coarse grain at the disposal of the farmers, and the relative values of that grain for feeding and marketing purposes.

Uncommon business acumen and careful study of the course of the market from day to day and from month to month over a considerable period alone can enable one to gauge successfully this fluctuating market.

Despite these patent facts, the success which has followed a number of our Canadian houses in building up an export bacon trade during the last decade has been a standing invitation to the inexperienced to try their fortune. Companies have been promoted by men who have invested little capital themselves, or egged on by English firms who were seeking an agency for Canadian produce. The capital at the command of these companies has been inadequate from the first, and with an inexperienced management they entered on operations which rendered them liable to heavy loss. A half dozen comparatively small companies seeking supplies from the field already covered by the old companies induced an irritable market at home and made still more difficult the task of meeting the conditions of the British market.

Failure under such conditions is not to be wondered at, and should in no way reflect upon the soundness of the Canadian export bacon trade as a whole or the greatness of its future.

TRAVELLERS ON PLEASURE BENT.

TO-MORROW begins the vacation of the Ontario grocery travellers. Sample cases and order books will be thrown aside and the boys will be turned loose to follow their own sweet wills, while the retailer, missing the glad hand and cheery greeting of the man of the road, will begin, in a small measure, to realize the important place the travelling salesman occupies in present-day business life.

In these two weeks the traveller will have a chance to get off the well-beaten path of his appointed route and see something of the rest of this great Dominion. Quebec and the Maritime Provinces offer delightful fields for the Summer tourist, and the traveller who takes a trip down among our fellow Canadians by the sea, will have an opportunity, not only of "getting out of the rut," and after all that is the chief purpose of a vacation, but of coming into touch with, and observing the methods of, the Easterners.

This Canada is a country of magnificent distances. But this very fact tends to the isolation of the separate provinces. Europeans have observed in us a provincialism which we are loath to acknowledge, but which we cannot absolutely deny. The Ontarian looks at everything from the stand-point of Ontario, the Quebecer from that of Quebec, and the man from the Maritime Provinces, from his own particular stand-point. The same peculiarity is also apparent in the British Columbian. As we will all admit, the Canadian stand-point should be that of all.

The only way in which this can be brought about is by the dissemination of greater knowledge and the cultivation of greater intimacy among the people of the several provinces, and especially among the business men.

No more influential agents for this purpose can be found than the commercial travellers of this country. They are quick to appreciate a situation and size up a town or country, and, having received an impression, are in a position to communicate it to a very wide circle.

It is to be hoped that no small number of the Ontario travelling men may find an opportunity of visiting some of the neighboring provinces during the coming two weeks. As previously intimated, THE GROCER looks forward to the time when the travellers' vacation will be an interprovincial institution and the occasion of interprovincial visitings. May the Ontario travellers take the initiative in this movement. The experience will be found most pleasant, while the results should work for the advantage both of the trade and the nation.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER,
365 Richmond St., London, Ont.
July 29, 1903.

LIKE many other branches of the wholesale trade in Canada, the grocery trade of London has entered on the slackness of Midsummer; the activity and bustle of the earlier months has subsided, and both employers and employed are arranging for the annual holiday required to recuperate and revivify for the remaining months of what has so far proved a very good year. Accounts from every section of Western Ontario are of the most hopeful and encouraging nature, and business men of every class are reaching out for enlarged business with an unusual feeling of faith and security in their operations.

* * *

The present is found by wholesale grocers to be a fairly good week, as, owing to all travellers being off the road for the first two weeks in August, retail men increase orders somewhat, sufficient, at least, to span the holidays. The first part of the heavy sugar season deliveries is almost at an end; when Fall fruit, such as plums, pears and peaches are in the market, another big sugar demand arrives.

* * *

The past ten days have been a surprising period for picnic and excursion parties from this city to points outside. The grocers engaged in the retail trade took their outing on Wednesday week, of which particulars are elsewhere given in this week's GROCER. Port Stanley is the most convenient, and apparently the popular, resort for many of the societies and schools; it is situated on the Lake Erie shore about 25 miles south.

* * *

The thirty-first annual outing of the employes of the D. S. Perrin Co. was held to Port Stanley last Saturday. Out of the 400 employes 350 were in attendance. A liberal supply of refreshments was served on the train going to the Port, and on arrival on the grounds another supply was at hand. The company issued a very unique programme for the occasion. The committee having the affair in charge, and to whom much of the success of the picnic is due was composed of T. H. McFarland, master of ceremonies; Charles Fitzwalters, chairman, and J. T. May, secretary.

* * *

The thirty-third annual outing of the McCormick Manufacturing Co. also took place to Port Stanley last Saturday. The firm, as in former years, presented all the employes with tickets for the trip as well as furnishing a most excellent prize list. About 450, including families and friends, enjoyed themselves to their hearts' content. The games were very close and exciting. The excellent committee, to whom much credit is due, were D. C. McNaughton, James Craig, E. Littlejohn, John Taff, Thos. Duff, George Carley, Charles Benson, T. Dempsey, E. McLachlan, secretary.

ALD. LAPORTE, of Laporte, Martin & Cie, Wholesale Grocers, Montreal, who has announced his intention of running for Mayor at the next Montreal election.

Nearly 5,000 of the employes of the Grand Trunk Railway left this city last Saturday morning for Detroit on their annual excursion. Five special trains were required to draw the big crowd.

* * *

Two special trains will bring the London Old Boys from Chicago to the mammoth reunion in this city from August 1 to 4. First train will arrive on Saturday night at 8.30, and the other at 9.30 Sunday morning.

* * *

By the reports given in at the final meeting of committees of the Travellers' Club, just held, the success of the record-breaking picnic on August 1 is assured. Amongst the many features of the day's events will be the Cooks' Parade. The committee having this on hand on travellers' picnic day, fully expect this will eclipse anything of the kind ever attempted. England, Germany, France, Italy, Russia, India, Canada, United States, and in fact all of the various countries of the world, will here be presented in this great procession.

W.H.L.

KENTVILLE BOARD OF TRADE.

At the last quarterly meeting of the Kentville Board of Trade the following delegates were elected (including alternates) to represent the board at the annual meeting of the Maritime Board of Trade to be held at Charlottetown next month: President Calkin, Judge Chipman, T. P. Calkin, M. G. deWolfe, G. E. Calkin, H. G. Harris, Dr. W. B. Moore, W. E. Porter, H. J. Simpson, Dr. H. B. Webster, E. J. Ward, Wm. Yould and G. C. McDougall.

SALMON SCARCE AT SKEENA RIVER.

Reports from British Columbia, under date of July 27, state that the salmon run at Skeena River has been a failure. Humpbacks are now coming to the river and the canners will suspend operations in a few days. They will pay off their staff during the coming week.

"The Brand that made Ceylon Teas Famous"

Yes,--unquestionably the packet that originated every modern idea and feature in selling Ceylon Teas, and established for itself a demand and reputation unprecedented.

10 Years Established---Annual Sales 11,000,000 Packets.

In the matter of "Salada" Natural Ceylon Greens (as a rival to Japans)--This is no longer a problematical or debatable issue. Their superiority is recognized and appreciated, as evidenced by the vastness of demand. "Japan Teas are doomed"--mark our words.

Correspondence Solicited. Address **"SALADA,"** Toronto or Montreal.

WHOLESALERS ARE NOW OFFERING FOR FORWARD DELIVERY

New Pack "Horse Shoe" Salmon.

For quarter century "Horse Shoe" Brand Salmon has led the Canadian market.

All leading grocers throughout the Dominion sell it.

It is a simple matter to sell

Celluloid Starch

Never Sticks Requires no Cooking.

—in fact, it sells itself. Women talk over household matters with their neighbors. After you've sold one package in your district you'll find your trade gradually increase. We have never known a woman yet who has tried Celluloid Starch and didn't become enthusiastic about it. It is good starch, that is why.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, July 30, 1903.

BUSINESS since our last issue has not been of great attraction. Orders which have come to hand, whilst denoting fair activity, have not been of great volume. Canned goods continue to go well, and stocks are well drawn on. There are several corrections to note regarding prices since our last issue. Peas have eased somewhat and plums have moved slightly upwards. Coffee has been uninteresting. Spices, whilst continuing firm, have not been in active demand. Rice has been moving steadily; whilst tapioca remains slow at firm prices. Syrups and molasses have been in little demand. Tea has been moving slowly at firm prices. There has been a good demand for Japan teas at 16c., which has been somewhat difficult to meet; there is likely, however, to be a good supply of this class of tea later on. Foreign dried fruits have moved well and prices continue firm; prospects of Eastern primal markets are interesting, as denoting favorable results; quality is expected to be good, but dates for marketing will probably be a little behind usual openings. The excellent demand in sugar noted in our last has not been maintained. There has been a steady decrease; prices, however, as noted below, took an unexpected drop of 10c. per cwt. all round on Canadian refined Wednesday afternoon.

CANNED GOODS.

Trade continues well maintained in these goods, and stocks are being well drawn upon. This is especially so in regard to corn and tomatoes. Prices for peas have somewhat modified, 2s now standing at 87½c. to $1. Plums are firmer, quotations now standing at about 15c. advance. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 87½	1 00
" sifted	1 10	1 25
" extra sifted	1 30	1 50
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 35	1 55
" 3's	2 25	2 50
Plums, green gages, 2's	1 15	1 25
" Lombard	0 95	1 00
" Damson, blue	0 95	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 00
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 45	1 50
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼'s	....	0 14
" ½'s	0 19	0 20
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" " 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

The trade in coffee has been without any distinctive feature since our last issue. Demand has been slow and prices steady. We quote:

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

The tone of the market, after remaining steady during the early part of the week, with little new business being done, developed a weakness on Wednesday, and at 2.30 p.m. values dropped 10c. per 100 lb. on all grades of Canadian refined. This followed and was in sympathy with a break of 1-32c. per lb. on sales of 40,000 bags of raws in New York. This was due to pressure on the part of some sellers in the absence of buyers, and on this low basis further sales are expected No change in American refined is recorded. For week ending July 22 meltings at United States four ports were 39,000 tons, an increase of 2,000 tons on previous week, with receipts for week at about same figure, viz.:—39,846 tons, leaving stock of 325,285 tons. Combined stocks of Europe and America at latest uneven dates were 2,337,785 tons, against 2,386,966 tons last year. The decrease is 49,181 tons. Beet sugars have fluctuated between 7s. 11½d. and 8s., and at the close are firm at latter figure, which is equal to parity of 3.94 for 96 test centrifugals. The differential in favor of cane sugars is thus ¼ per cent. per lb. Prices in refined remain unchanged for U. S. markets with a good demand reported and prospects favorable for large consumption. We have to record a change in local quotations, Acadia granulated being reduced 5c. per 100 lb. on morning of Thursday, July 23. It will be seen that this sugar has now a differential of 10c. per 100 lb. in its favor, as against quotation for Montreal granulated. We quote:

Paris lumps, in 50-lb. boxes	....	4 83
" in 100-lb. "	....	4 73
" "Domino" brand, 50-lb. boxes	....	4 78
" " 100 "	....	4 68
St. Lawrence granulated	....	4 23
Redpath's granulated	....	4 23
Acadia granulated	....	4 23
Maple Leaf granulated (Berlin)	....	4 08
Crystal granulated (Wallaceburg)	....	4 08
Imperial " (Dresden)	....	4 08
Beaver " (Wiarton)	....	4 08
Phoenix	....	4 13
Cream	....	3 98
Bright coffee	....	3 98
Bright yellow	....	3 98
No. 3 yellow	....	3 88
No. 2 "	....	3 68
No. 1 "	....	3 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

The present season continues uninteresting, and the demand for spices is particularly slow, with prices remaining firm. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

RICE AND TAPIOCA.

Demand for rice has been well maintained; prices continue to rule firm. The N. Y. markets have been well maintained. Supplies coming to hand have been limited and held at firm prices, moderate business being done. Tapioca has been slow; prices, however, continue steady. We quote:

	Per lb.			Per lb.	
Rice, stand. B	....	0 03½	Sago	0 03½	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

SYRUPS AND MOLASSES.

Trade has been slow and uninteresting, little demand arising, with prices remaining at previous quotations. We quote:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02¾
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 22	0 30
" open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

The home market has been somewhat slow since our last issue; little disposition being shown to increase buying beyond immediate need. We notice the reports denote keen competition at sales in primal markets, with result that much tea, which, under usual conditions, would have passed to British centres, was bought for Russia and outside markets at prices in advance of those ruling in London. This introduces an additional feature of strength. Offerings of Indian teas on the London markets have not been large at most recent sales, and

competition has been tending toward briskness. Teas of any quality maintained prices well, whilst commoner teas passed quietly at easy prices. Ceylons attracted good attention, and were well in demand; prices, consequently, ruled firm without quotable change. Some new season's China teas were well received, the quality being good, and prices were well up, very little common being available. Java teas were weakening in price, and quality was only of indifferent character. The demand for Japan tea on the home market has been good, and it has quite overstepped the supply, especially those grades in the neighborhood of 16c. A good supply, however, is expected to hand at an early date. We quote:

Congou	half-chests, Kaisow, Moning, Paking	0 12 0 60
	caddies, Paking, Kaisow	0 19 0 50
Indian	Darjeelings	0 35 0 55
	Assam Pekoes	0 20 0 40
	Pekoe Souchongs	0 19 0 25
Ceylon	Broken Pekoes	0 36 0 42
	Pekoes	0 27 0 30
	Pekoe Souchong	0 17 0 35
China Greens	Gunpowder, cases, extra first	0 42 0 50
	" half-chests, ordinary firsts	0 22 0 28
	Young Hyson, cases, sifted, extra firsts	0 42 0 50
	" cases, small leaf, firsts	0 35 0 40
	" half-chests, ordinary firsts	0 28 0 38
	" " seconds	0 23
	" " thirds	0 16 0 18
	" " common	0 15
Pingsueys	Young Hyson, ½-chests, firsts	0 28 0 32
	" " seconds	0 18 0 19
	" half-boxes, firsts	0 28 0 32
Japan	½ chests, finests May pickings	0 38 0 40
	Choice	0 33 0 37
	Finest	0 30 0 32
	Fine	0 27 0 30
	Good medium	0 25 0 28
	Medium	0 21 0 23
	Good common	0 20
	Common	0 19

FOREIGN DRIED FRUITS.

There has been a steady demand on home markets for dried fruits generally, and previous quotations are well maintained. The primal reports speak well regarding Valencia raisins. It is, however, not expected that the markets will really open for these goods before August 15, as no quantity is expected before that date. Currants promise well for quality, the vines being considered very healthy. Crops, however, are showing smaller in prospect, the bunches being smaller, but are expected to develop proportionately finer quality. We quote:

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07 0 08
Patras	0 06½ 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 07 0 08
" selected	0 08½ 0 09
" selected layers	0 09 0 10
Sultana	0 09 0 13
Californian seeded, 12-oz.	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04 0 05	Fards	0 07½ 0 08
Sairs	0 03½ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 07 0 07½
90-100s	0 04½ 0 05½	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 04	Elemes	0 10 0 15
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 08 0 12

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12
Old stock, on track, Toronto, per bag	1 25 1 35
New American, on track, Toronto, per bbl	5 00
Ol stock, on track, Toronto, per bag	1 25 1 35

COUNTRY PRODUCE.

EGGS.—Receipts have fallen off this last week, but the decreased consumptive demand during the hot weather has kept the market steady at present prices. We quote:

Fresh laid eggs, per doz	0 14 0 14½

HONEY.—No movement is noted at present and quotations remain unchanged. We quote:

Extracted clover, per lb	0 07½ 0 08

WHITE BEANS.—There is but a nominal demand for beans at this time of the year. We quote:

	Per bush.		Per bush.
Mixed	1 50	Prime	1 90
Handpicked	2 00		

DRIED APPLES.—Dried apples are experiencing a dead calm. There is nothing doing. We quote:

Apples, dried, per lb	0 03 0 03½

POTATOES.—Are now appearing in large quantities and quotations are 30 per cent. below those of last week. The sample is good and the demand satisfactory. Old stock is no longer seen. We quote:

New Canadian, per bush	0 40 0 60

POULTRY.—Little poultry is being marketed at present, but what is brought in finds no difficulty as regards sale. We quote:

Spring chickens, per lb	0 14 0 15
Old hens, per lb	0 08 0 09

(For Butter and Cheese see Dairy Produce).

GREEN FRUITS.

The fruit market has experienced a very satisfactory week. There have been ample supplies and the demand has been brisk. Small bunches of bananas have eased off 25c. Raspberries have been very plentiful and sold down to 6½c on Tuesday. Tomatoes, by the crate, dropped to 80c. and $1, and Canadian baskets are quoted at $1 to $1.25. California apricots are off the market, but peaches have stiffened up 25c. This is because the later and better samples are now appearing. Blueberries are easier at $1.20 to $1.25 per basket; Lawton berries are bringing 8 to 9c. Canadian peaches of an inferior quality, clingstone variety, are selling at 30 to 50c. per basket. Canadian plums have appeared in small baskets at 40 to 50c. and large ones at 40 to 75c. according to quality. There promises to be a large crop. We quote:

Mediterranean sweet oranges	4 00 4 25
Sorrento oranges	3 25 4 00
Late Valencias	4 75 5 00
Pineapples, per crate	3 50 3 75
Bananas, per bunch for ordinary	1 00 1 50
" large bunches	1 75 2 00
Messina lemons, per box	3 50 4 50
Limes, per crate (8 doz.)	1 25
Raspberries, Canadian, per qt	0 06½ 0 08
Tomatoes, per crate (4 baskets)	0 80 1 00
Tomatoes, bush. crate	2 75 3 00
Tomatoes, Canadian, per basket	1 00 1 25
Canadian apples, baskets	0 15 0 30
Cocoanuts, per sack	3 50 4 00
Canadian cherries, per basket	1 25 1 50
Gooseberries, "	0 70 1 00
California peaches, per box	1 50 2 00
" plums, "	1 50 2 50
Watermelons, each	0 25 0 40
Cantelopes (musk melons), per crate	3 00 3 50
Red currants, per basket	0 50 0 75
Black " "	0 90 1 10
Blueberries, per basket	1 00 1 25
Canadian peaches, per basket	0 30 0 50
Lawton berries, per qt	0 08 0 09
Canadian plums, small basket	0 40 0 50
" " large "	0 40 0 75

New Lemons
Fancy Oranges
Bananas

Our goods are the freshest and best to be had.

Watermelons
Peaches
Pears
Plums.

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Ten cents
to clear your house of flies and
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Fly Pads
will do it.

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at 16 to 18c. Some little trading has been done in Ceylon and Indian greens at about our last quotations. A lot of 100 packages of Ceylon greens, with good drawing qualities, was turned over at 17c. China advices from Shanghai are: Pea leaf, green, quoted at 22 to 26c.; pin head, 21 to 26c. Ping Suey Young Hysons, 13½c., are in good demand. In blacks there is very little doing; prices, if anything, are a shade firmer. London is quoted as pretty well cleaned out of desirable old season's blacks. No change in Ceylon and Indias. On spot small lots are turned over on small margins. An order for 800 chests for import is noted. We quote:

Good to med um Japans	0 17 0 19
Fine to choice Japans	0 22 0 25
Ceylon greens	0 14 0 18
Indian greens	0 16 0 19
Japan style China congoes	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common "	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian "	0 11½ 0 20

RICE AND TAPIOCA

Trade is dull in these lines and there are no changes to report since last week's quotations. The easier tone in imported Patnas reported last week still obtains. We quote:

B rice, in bags	3 30
" ½-bags	3 20
" ¼-bags	2 25
" pockets	3 30
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 20
" ½-bags	3 10
" ¼-bags	3 15
" pockets	3 20
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less.	
"MOUNT ROYAL" FANCY RICES.	
Mandarin Patna 4 25 Japan Glace	4 50
Imp. Glace Patna 4 50 Crystal Japan	4 75
Polished Patna	3 87½
Indian Bright	3 60
Java Caroline	3 50
Lustre	3 75
Snow Japan	4 87½
Japan Ice Drips	5 25
Tapioca, medium pearl	0 02½ 0 03
" seed pearl	0 03 0 03½
" flake	0 04¾ 0 05
Imported Italian	0 09

CANNED GOODS.

Some very fair-sized orders have been placed with local jobbers for future delivery in corn, peas and tomatoes, though at open prices; it is difficult to get definite quotations, and there seems to be a tendency for buyers to hold back. Tomato crop is reported as promising well, though the frost must be taken into account. Offerings are held back. Several carloads of new peas have been received into store by jobbers. Quotations are: Sweet Wrinkled, 87½c.; Early June, 90c.; Midgets, 95c. and French Petit Pois, $1.40. Corn is getting to be attractive. Price has advanced 5c. per dozen, 85c. being figure generally named for old stock. We quote:

Tomatoes	1 50
Corn	0 80 0 82½ 0 85
Peas	0 95 1 20
String beans	0 80 0 85
Strawberries	1 30
Succotash	0 85 0 95
Blueberries	1 00
Raspberries	1 40
Gooseberries	1 45
Pears, 2s	1 40 1 60
" 3s	2 10 2 15
Peaches, 2s	1 65 1 70
" 3s	2 50 2 75
3-lb. apples	0 85 0 90
Gallon apples	1 75
2-lb sliced pineapples	2 20 2 30
Grated pineapples	2 50
Singapore whole pineapples	2 15 2 20
Pumpkins, per doz	0 90
Spinach	1 50
Sugar beets	0 95 1 00
Salmon, pink	0 90 0 95
" spring	1 25
" Rivers Inlet red sockeye	1 30
" Fraser River red sockeye	1 40 1 50
Lobsters, talls	3 35
" 1-lb. flats	3 50 3 70
" ½-lb. flats	1 75 1 85
Canadian Sardines, ¼s	3 40 3 60

FOREIGN DRIED FRUITS.

Currants are advancing. Filiatras are ruling at 5c., Amalias, 5½c., and 6c. for cartoons, and demand good. California dried fruit is scarce, with exception of apricots and peaches. California prunes have opened up about ½c. higher than last season. Small sizes will be in small supply, though outlook for shipping is better this year than last. Packers are paying more attention to high grades. Crop outlook for raisins is favorable at present. We quote:

CURRANTS.	
Fine Filiatras, per lb. in cases	0 04¼ 0 04¾ 0 05
" " cleaned	0 05½
" " in 1-lb. cartons	0 06
Finest Vostizzas "	0 06¼ 0 07¼
Amalias "	0 05¾ 0 06
SULTANA RAISINS.	
Sultana raisins, per lb.	0 09 0 12
VALENCIA RAISINS.	
Finest off-stalk, per lb.	0 06½ 0 07
Selected, per lb.	0 07 0 07½
Layers "	0 07½
FIGS.	
Comadres, per tapnet	0 90 1 00
Elemes, per box	0 75 0 85
DATES.	
Dates, Hallowees, per lb	0 04¼ 0 04½
CALIFORNIAN EVAPORATED FRUITS.	
Apricots, per lb.	0 10½
Peaches "	0 09½
Pears "	0 12
MALAGA RAISINS.	
London Layers	1 75 1 90
"Connoisseur Clusters"	2 00 2 10
"Royal Buckingham Clusters," ½-boxes	1 15
"Excelsior Windsor Clusters"	4 50 4 60
" " ¼s	1 30 1 40
CALIFORNIAN RAISINS.	
Loose muscatels, per lb.	0 07¾ 0 08¼
" " seeded, in 1-lb. packages	0 09
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s.		0 09
40-50s.		0 08½
50-60s.		0 07½
60-70s.		0 07¾
70-80s.		0 07½
80-90s.		0 06¾
90-100s.		0 06½
Oregon Prunes (Italian style) 40-50s.		0 07½
" " 50-60s.	0 07	0 07¾
Oregon prunes (French style), 60-70s.		0 06¼
" " 90-100s.	0 04¼	0 04½
" " 100-120s.	9 64	0 04¼

GREEN FRUITS.

Market is very active and demand for all kinds good, peaches, pears and plums holding most attention, Canadian peaches, (clingstones), selling at 60c a basket. Western tomatoes offer at 75c basket. Raspberries are off the market and cherries only obtainable in small quantities. Apples are coming in freely and will get more attention. We quote:

California navel oranges	5 00
" fancy " 112 and 126's	3 50
" " " 150 to 216's	3 85
Sorrento " 300's, compartment cases	3 50
" " 300's, ordinary boxes	3 00
" " 200's, large boxes	3 25
" " 160's, "	3 50
" " 180's, ¾ oxes	2 00
" " 216's, ¾ "	2 15
" " 100's, ½ "	1 85
Messina " plain, 100's	1 80
" ovals, 80's	2 25
Maiori seedless lemons, 300's, extra fancy	3 75
Messina lemons 300's, fancy	3 75
" " 360's, fancy	3 00
" " 300's, choice	2 75
" " 360's, choice	2 25
New Californian lemons	
Cocoanuts, per bag of 100	3 25
Canadian apples, in bbls.	2 50 3 00
Pineapples per case	3 00 3 50
Canadian cherries, per basket	1 50 1 75
" raspberries	0 09 0 10
Bartlett pears	3 50 4 00
Peaches	1 25 1 50
Plums	1 50
Pineapples, 24 to case	5 00
" 30 to case	4 00½
Bananas	1 75 2 00
Onions, Egyptian, in bags, 112 lb., per lb.	0 02

NUTS

Almond crop reported abundant, but no prices as yet. Speculative price in almonds is 76c., this being at least 15c. lower than last year. No change in prices. We quote:

Walnuts, per lb.	0 12½ 0 13
Tarragona almonds, per lb.	0 12 0 13
Shelled walnuts, "	0 25 0 26
Shelled almonds, "	0 27
Filberts per lb.	0 09
Pecans, "	0 16½
Brazil nuts, per lb.	0 14
Peanuts, roasted, according to the brand, per lb.	0 07 0 10½

VEGETABLES.

Scarcity in all kinds still seems to prevail. Shipping demand is strong, but nothing worth noting to be obtained. We quote:

Turnips	0 20 0 25
Carrots	0 12½ 0 20
Beets	0 12½ 0 20
Parsley, per doz.	0 20
Cabbage, per doz.	0 50 0 75
Celery, golden	0 30
Tomatoes, per box	0 90
" Canadian	2 25

FISH.

Fresh fish continue scarce and are firming up in price. Halibut shows a decline of 2c lb., while Gaspe salmon is advanced 1c. We quote:

Haddies	0 07
Smoked herring, per box	0 15
Fresh haddock, per lb.	0 04
Dore, per lb.	0 08
Pike, "	0 06 0 06½
Halibut, per lb.	0 10
Gaspe salmon, per lb	0 15
Salmon trout, per lb	0 08
Brook trout, per lb.	0 17
White fish, per lb	0 08
No. 1 Herring, Nova-Scotian, per bbl.	5 00 5 50
" " half bbl.	2 80 3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	0 95
Holland herring, per keg	0 70 0 80
No. 1 green codfish, new, per bbl	5 50
No. 1 large green codfish, per bbl	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
Loose boneless cod, per lb. in 40-lb. boxes	0 05
Dried codfish, new, per 100-lb. bundles	4 75
Steak cod	0 05
Alaska salmon, per bbl.	14 00
Standard bulk oysters, per gal.	1 40
Marshall's kippered herring, per doz.	1 45
Canadian kippered, per doz.	0 90
Canadian ½ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size, per doz	2 25

COUNTRY PRODUCE.

Country produce

Eggs.—There has not been very much change in the situation during the past week, but as deliveries are commencing to come forward more freely the trade are expecting lower prices, but there is no notable change this week. We quote:

Selected stock	0 16 0 17
Straight "	0 15 0 16
No. 2 "	0 14

Owing to the hot weather the loss in bad eggs has been very heavy and the quality more or less impaired, which makes the trade very unsatisfactory. However, with the cooler weather deliveries should improve.

POTATOES.—Potatoes have been offered much more freely this week, with the result that a decline from 25 to 30c. per barrel in new stock has taken place. Very little old stock is left. We quote:

New potatoes, in jobbing lots, per bbl	1 50 1 75
Old " per bbl	0 90

BEANS.—A slightly higher figure is quoted this week, though since the advance the market has eased off some what. There is not much doing. Quotations are:

Primes, in carlots	1 65 1 70
Primes, in jobbing lots	1 75 1 80

HONEY.—There has been very little done in honey this week, and no quotable change is to be reported. Prices are:

Extracted	0 07 0 08
Comb, clover	0 12 0 13
Buckwheat	0 06½ 0 07
" comb	0 10 0 11

HOPS.—Trade is dull, and prices have declined. We now quote:

Choice No. 1	0 19 0 20
Fair to good	0 16 0 18
Yearlings	0 09 0 12

MAPLE PRODUCTS.—The market is quiet. Sugar is somewhat lower, and

prices are easy at the following quotations :

New syrup, in wood, per lb	0 05½	0 06
New syrup, in large tins	0 70	0 75
New syrup, in small tins	0 55	0 65
New sugar, per lb	0 08	0 09

ASHES.

An advance has taken place in first and second pots since last report, though pearls are unchanged in price. Trade continues quiet, and the market is firm all round, and we quote :

First pots	5 40	5 50
Seconds	5 00	5 10
Pearls, per 100 lb		6 25

HIDES.

A fair trade has been done this week in hides and though prices have been rather irregular, owing to competition among buyers, there has been no quotable change. Prices are as follows :

No. 1 beef hides	0 08	0 09
No. 2 "	0 07	0 08
No. 3 "	0 06	0 07
No. 1 buff sheepskins	0 77	0 78
Lambskins	0 25	0 30
No. 1 calfskins	0 11	0 11½
No. 2 "	0 09	0 09½

LARD.

There have been no changes in the price of compound lards this week. Trade keeps up fairly well. Fairbank's quotations this week are as follows :

"Boar's Head" brand		0 08⅝
Carloads, less		0 00¼
Tubs, 60 lb., over tierces		0 00½
Tin pails, 20 lb. "		0 00¼
Wood pails, 20 lb., over tierces		0 00½
Tins, 10 lb., over tierces		0 00½
" 5 lb., "		0 00¾
" 3 lb., "		0 01

Pure lard reduced ½c. per lb., is quoted at—

Pails, 20 lb		1 95
Tubs, 50 lb		0 09⅝
Tins	0 10⅜	0 10⅝

FLOUR AND GRAIN.

FLOUR.—The market continues very firm in flours, in sympathy with the steady upward tendency of Manitoba wheat. Should this continue, an advance in the price of flour will likely be made. There is a good demand for spring wheat sorts. We quote :

Winter wheat patents	4 10	4 30
Winter patents	3 75	3 90
Straight rollers	3 35	3 40
90 per cent. patents	3 45	3 60
Extra	3 15	3 20
Strong bakers'	3 60	3 80
90 per cent. bags	1 70	1 75
Straight rollers, bags	1 50	1 65

GRAIN.—The demand for grains has been steady though not large, and the market rules quiet as last quoted. Prices are :

No. 1 hard Manitoba		0 88¼
No. 1 Northern		0 87
Rye	0 58	0 58½
Peas	0 72	0 73
Corn	0 60	0 61
Buckwheat		0 48½
Barley	0 52	0 53
Oats	0 38½	0 39
Malt	0 75	0 80

FEED.—A small amount of business has taken place this week. The tone of the market is easy and we quote :

Ontario bran, in bulk	17 00	17 50
" shorts	19 50	20 00
Manitoba bran, in bags		18 00
" shorts		21 00
Mouillie	24 00	30 00

ROLLED OATS.—There is no change in prices. The market is quiet and steady. We quote :

Rolled oats, in bags	1 80	1 85
" " in bbls	3 75	3 80

CORNMEAL.—Prices are still firm, but we hear of no quotable change. Prices are :

Gold dust, bags	1 80	1 90
" bbls	3 90	4 00
Ordinary, bags	1 40	1 45

BALED HAY.—A good trade has been done locally and prices rule steady, as follows :

No. 1 timothy	13 00	13 50
No. 2 "	12 00	12 50
Clover mixed	10 00	10 50
Clover	8 50	9 00

RAW FURS.

The market, as usual at this season of the year, remains quiet and without feature. Prices have not changed, and quotations are as follows :

BEAVER—Labrador and choice Eastern	Large $6.00	Medi'm $5.00	Small $2.75	Kitts $1-1.50				
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75	Fall Beave $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.	
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to	$8.00
" Brown "	12.00	7.00	5.00	.....	.....	.....	1.00 to	5.00
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.30			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3			
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25		
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25		
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large	25-28c.	.10 to .13	8 to 10	2 to 5				
" Territory and Western	20c.	5 to .10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00		$1.00 to	$2.00
" Territory and Western	4.00	4.50	3.50 to 5	1.25	.50		.25 to	.50
	Large	Small	2	3	4			
RACOON—	.75-1.25	.60-75	.33-50	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	.75-1.25	.75	.40-.50	.05-15	.....		.....	.....
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		

CASTOREUM—$5.00 to $6.00 per pound.

NOTES.

Montreal importers have pretty well covered their Grenoble walnut requirements, also their currant orders, and are now waiting for their speculative prices from Demerara.

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., July 28, 1903.

BUSINESS continues good, with collections quite satisfactory. Whatever is the reception given to The Canners' Association at other points, dealers here are not favorably impressed. Quite large quantities of goods were bought early, chiefly from local packers, and later, outside companies have sold quite freely. Some of the trade will not, at least this year, look to the association, and nearly all buyers are unsettled. There are brands of canned goods in certain lines which are not in the association, and which the trade feel they must have. It is very difficult to tell what the outcome will be. Markets show little change.

OIL.—In burning oil sales for future have been very large, the low price encouraging buyers. Consumptive demand is also increasing. In paint oil, prices, while unchanged, are easy. There is fair business. Lubricating oils hold quite firm. Receipts are light. We quote :

American Water White	0 20	0 20½
Best Canadian	0 19½	0 20
Prime	0 18	0 19½
Linseed oil, raw		0 65
" boiled		0 68
Turpentine	0 80	0 81
Cod Oil	0 29	0 31

SALT.—It is expected a part cargo of Liverpool salt will leave the other side this week by direct steamer. Buyers should remember prices are always lowest while salt is landing. Canadian fine continues to come to hand slowly. It has been impossible to get cheese salt in the city for weeks. We quote :

Liverpool coarse, per lb	0 55	0 60
English factory-filled, per lb	0 95	1 00
Canadian, per bag		1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl		3 10
" " 10-lb " "		2 85
" " 20-lb. wood boxes, each		0 25
" " 10 " " "		0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

GREEN FRUIT.—Dealers are busy. Bananas have been very plentiful this Summer, and cheap, but a great many have been poor. New green apples are to hand. In oranges prices are firm. The stock is rather poor. Lemons sell at full figures and show a steady demand. Melons are more plentiful and sell well. Pines are still offered at unchanged prices. Some very good pears are seen, and peaches show improved quality. Cherries have been quite plentiful. They come from Nova Scotia. Strawberries are about done. Full prices are maintained. We quote :

Mediterranean oranges	4 00	4 50
Valencias, "	7 00	7 50
Messina lemons "	4 00	4 50
California apricots	1 00	1 25
" plums	1 50	1 75
" peaches	1 50	1 75
Melons	0 50	0 60
Cocoanuts, per bag of 100		3 50
Bananas, per bunch	1 25	2 00
Cucumbers, per doz	0 60	0 80
Pineapples	3 50	4 00

DRIED FRUIT.—These lines have more attention. New California prunes are being bought at prices higher than last year, and the trade is not enthusiastic. Peel orders and date orders have been given at prices about as last year. Some fancy stuffed figs have been received. Seeded Malaga muscatels for Fall have been quite freely bought. Spot business is light. Quite a few seeded California raisins have been carried over. Dealers were disappointed in regard to profit. Evaporated apples are firmer. New American onions have been received. In peanuts prices are firmer, particularly shelled. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	....	0 06

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers "	0 08	0 08½

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ¼-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " " ⅛s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 08½	0 09
" " seeded, in 1-lb. packages	0 10	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10½	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

Per lb.		Per lb.	
30-40s	0 08½	70-80s	0 06½ 0 07
40-50s	0 08 0 08½	80-90s	0 06 0 06½
50-60s	0 07½ 0 08	90-100s	0 05½ 0 06
60-70s	0 07 0 07	Egyptian onions	0 02½ 0 02¾

APPLES.

Per lb.		Per lb.	
Dried	0 04 0 04½	Evaporated	0 06 0 06½

ONIONS.

American onions, per bbl	....	4 75
Egyptian onions, per lb	....	0 02½

CANNED GOODS.—The situation is unsettled. Dealers are not at all agreed that the association is a blessing. Quite a large quantity of goods have been bought outside, largely from local packers. A number of the trade will not go into the association, at least this year. There is a fair demand for spot goods. Peas are scarce. Salmon is rather dull. Prices are firm. In domestic canned fish, sardines have been scarce, but outlook for pack is rather better. Kippered herring are a light supply. Haddies are quite a full stock. We quote :

Tomatoes, 2's	$1 25	1 40
" 3's	1 50	1 60
Corn	0 90	1 00
Peas	1 05	1 20
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3s	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" spring	1 25	1 35
" Rivers Inlet, red sockeye	1 35	1 40
" Fraser River "	....	1 50
Domestic sardines, oils, ½	3 00	3 25
" mustards, ½	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

SUGAR.—There is a large sale. The higher prices of last week are still held ; they were welcome to the holders of imported granulated, of which quite a stock is held. We quote :

Paris lumps, in 50-lb. boxes	....	5 00
Redpath's granulated	....	4 25
St. Lawrence "	....	4 25
Acadia "	....	4 20
" in bags	....	4 05
Bright yellow	....	3 90
No. 2 "	....	3 60

MOLASSES.—In molasses, market is better supplied, but full prices are held and the stock is much lighter than usual. Bakers are finding New Orleans very satisfactory ; they can buy it at low figures. We quote :

Barbadoes	0 36	0 38
Porto Rico	0 40	0 44
New Orleans	0 28	0 35

FISH.—Business is rather quiet. The salmon season is about over. This is the time for Fall shad but it is thought the catch will be light. These are fine fish. In smoked herring, while prices are high, demand is light. Some few new pickled have been received with quite full prices asked. Pollock and codfish are a light supply. Some Newfoundland fish have been sold here. We quote :

Haddies, per lb	0 05	0 06
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	1 75	2 00
Pickled herring, per ½-bbl	1 90	2 00
Dry cod	3 75	3 85
Pickled shad, ½-bbl	5 00	6 00
Halibut	0 08	0 10
Fresh salmon	0 12	0 13
" shad	....	0 25

FLOUR, FEED AND MEAL.—There is a fairly active sale for flour. Prices are quite firm. In oatmeal, sale is light. Package goods have a steady sale. Cornmeal seems quite firm. There is a good demand. Beans are very dull with values unchanged. Split peas are rather higher though millers show quite a range in price. Barley is firm. We quote :

Manitoba flour	$4 70	4 85
Best Ontario	4 20	4 35
Medium "	3 95	4 00
Oatmeal	4 10	4 25
Cornmeal	2 80	2 85
Middlings, in small lots	24 00	26 00
Oats	0 40	0 44
Hand-picked beans	2 00	2 10
Prime "	1 86	1 90
Yellow eye "	2 80	3 00
Split peas	4 80	5 00
Barley	4 25	4 40
Hay	10 00	12 00

NOVA SCOTIA MARKETS.

Halifax, July 27, 1903.

THERE has been considerable activity in the grocery business during the last week, the volume of orders coming in and previous orders filled being quite up to the average of former years. On the whole, there is nothing to complain of, and the situation looks promising for a good deal of trade later in the season. Crop reports sent in to the Secretary of Agriculture supplementary to those sent in a month ago, are much more encouraging, and few crops will be a great deal below the average, while many will show the hundred per cent., and the apple crop will be beyond the average. The apple crop alone is expected to put into direct circulation from a half to three-quarters of a million dollars, and if prices are up to last year in the European market, the amount may reach a million. The quantity now estimated for export alone is four hundred thousand barrels. This will so improve the monetary situation that an exceedingly hopeful feeling prevails for the future. Though Nova Scotia has some important industries, the prosperity of the country depends largely on the farmer and his crops. These now being assured as nearly up to the average, the business man can judge of the future of his business.

Butter is now coming on the market very freely, notwithstanding that quite a large quantity is being put up and shipped regularly to the West Indies. The price is now somewhat easier. Eggs are scarce and are quoted at 14 to 15c. Cheese is coming in in fair quantities, and is wholesaled locally at 10 to 11c. In Prince Edward Island the output of the factories is sold at quite a reduction from this figure. There is more being made there this season than usual. All kinds of garden stuff are coming in now very freely and good prices are being realized. New potatoes are selling at the usual high price.

Strawberries are done so far as the Nova Scotia crop is concerned, but a few are coming from New Brunswick and Prince Edward Island. Our strawberry season is a long one here. First we have the Ontario berry, when prices there are low enough to allow of export ; then the native and New Brunswick running concurrently ; and lastly the Prince Edward, which may last for another week or ten days. And still, from all sources, there was not such an abundance as to allow of the low price required to enable householders to do their own preserving. This has curtailed the usual heavy sale of sugar for preserving purposes, but it will increase the sales later on of all kinds of imported jams and preserves.

The fishermen along our coasts are doing well and just now the local market is well supplied with fresh mackerel and other fish. The bank fishermen are also doing well, and as the southern markets have been good of late, the prices realized for their Spring catch are considerably higher than last year. They are now out on their Summer trip and are reported as doing well. Late reports from Newfoundland note that the fishermen there are doing well, though there are not nearly so many now engaged in the industry as formerly. This is accounted for by the fact that there is a great increase in the mining and lumbering industries of the Ancient Colony.

The condition of the local wholesale trade is exceedingly good at this season, and similar reports are coming in from all over the province. There is a large sale of imported fruits of various kinds with which the market is kept well supplied by the fruit steamers, and by regular importations by refrigerator cars from California. Cherries and plums imported from the Pacific coast turn out as firm and nice as the native growth which comes on the market twenty-four hours after it is picked.

Another small cargo of Porto Rico molasses arrived last week, consisting of 170 puncheons, 23 tierces, and 61 barrels.

R.C.H.

MANITOBA MARKETS.

Winnipeg, July 27, 1903.

WINNIPEG has just passed through a week of intensely hot weather, the provincial election, and the Winnipeg Industrial Exhibition, and is, consequently, somewhat prostrated.

The elections on Monday of course reduced the attendance at the Fair that day, and a heavy shower of rain on Monday night made the ground too wet for comfort Tuesday morning, but the balance of the week was very fine and hot, until Friday afternoon, when it again clouded up, and about seven o'clock there was a terrific thunderstorm, which spoiled the evening attendance at the Grand Stand.

The official returns are not yet available, but, judging from other indications, the crowd was not as big as in former years.

There were several reasons for this ; the main one was the election in Fair week, and another was the lack of railway accommodation.

The American roads refused to run excursions and would only give one-fare rates on regular trains. This meant that hundreds from across the line who would have come for a day, did not come at all.

Jobbers, both grocery and dry goods, report a good week. The number of visitors was large and considerable business was done. Grocery houses report that business was larger than last year.

Retail houses have done a good trade, but owing to the smaller crowds, less than last year.

As usual during Exhibition week little attention has been paid to markets and very few changes made. Currants being higher in the primary markets have advanced ¼c. here, but there are few sales, and those only of small amount. Rice has advanced and B. rice is now quoted at 4⅜ against 4¼c. last week, and Patna rice has made the same advance.

SUGAR.—There has been a further advance of 10c. in sugar, and extra standard granulated is now quoted at $4.90 and bright yellow at $4.30.

These constitute the entire list of changes in the grocers' list.

GREEN FRUITS. —The trade of the week has been enormous, and Saturday morning found most of the jobbers with stocks pretty well cleaned up. There are no very notable changes in the price list, though some lines of Summer fruits are lower. This promises to be a poor season for small fruits, and the supplies arriving are rather limited and prices remain very high. We quote: California lemons, $6.50; oranges, $5 to $5.50; pears, $4 per box; plums, $2; bananas, $2.75 to $3; watermelons, $6 per dozen; tomatoes, $2.

VEGETABLES.—The dry weather, both in Manitoba and the Western States, has curtailed the supply of vegetables considerably, and prices are still high. New potatoes are 2½c., green beans, 7c.; cabbage, 60c. per dozen; carrots, 15c. per dozen bunches; celery, 40c. per dozen; beets, 15c. per dozen.

CURED MEATS.—The trade has been very active, and prices are steady. We quote: Smoked hams, 14½c.; breakfast bellies, 15c.; backs, 14c.; spiced rolls, short, 12c.; dried salt long clear bacon, 11c.; smoked, 12c.; shoulders, 9½c.; boneless backs, 12c.

LARD.—Pure lard, 20-lb. pails, $2.20; 50-lb. pails, $5.35; in cases, 3, 5 and 10 pails, $7.30, $7.15 and $7.

BUTTER.—The make of creamery promises to be light this season; trade is not active and factories are receiving from 16 to 16½c. Winnipeg for their early July make.

DAIRY BUTTER.—The supplies coming have been severely taxed by the Exhibition rush, and offerings are not large. The present price is 11 to 13c., according to grade, and complaint continues to be made that much of the butter is off flavor when it reaches Winnipeg.

CHEESE.—The make is light and prices are firm; 9½ to 10c. Winnipeg being paid for car lots of cheese.

EGGS.—The supplies for the week have not been equal to the demand, and prices are very firm, and merchants offer 15c. Winnipeg for case eggs, subject to candling.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 24, 1903.

THE receipt of the circular sent out to the trade by The Canadian Canners' Consolidated Co., Ltd., has not been followed by any very active opposition from the wholesale grocers here. On the other hand, the feeling is general that the trade cannot afford to take such steps as required by the new combine to secure the best trade discounts offered by them.

The circular sets out that the object is to protect both seller and buyer from the unsatisfactory conditions which have obtained in the past. Particular stress is laid on the selling of futures. The new concern, or rather combination of old concerns, wishes to eliminate the dealing in futures altogether. The trade in British Columbia will have very great difficulty in securing much Yukon trade in canned goods if the prices must await the results of the pack in every case. The very great importance of the trade with the north is becoming more evident to the wholesale dealers here every year. The conditions are becoming better known and it is not a trade which can be compared with that of any other section of the Dominion. It is simply imperative that Winter stocks shall be all forwarded before the Summer means of transportation shall have been stopped for the long Winter.

There can be thus no question that the trade in British Columbia must have some idea of prices in order to quote to Yukon and get orders, as the shipping of goods is necessarily held off as long as possible to fill with new stock.

* * *

There is another light in which this circular of The Canners' Consolidated strikes the wholesale trade here. There have been several leading lines of canned goods, especially in canned vegetables, which the trade have been unable to stock in anything like quantities needed for the market here. A glance at the manifests of steamers arriving at this port from California during the last year will show to what extent canned goods, especially in vegetables, have been imported. The reason, as far as the canned vegetables are concerned, is that the Eastern packers could not quote. The grocers here feel that it is unfair to ask them to bind themselves to purchase from the combine only, as to them it means simply that they must buy, but to the canners it does not necessarily mean that they are to supply. In fact, as just shown, they cannot always supply the goods.

It is further considered by the wholesale trade here that the attitude of the new combination is not justified by the statements they make. The circular deals largely with the difficulties the trade, both packers and wholesalers, have had in the past, and makes a strong appeal to hold together for mutual benefit on the ground stated. In effect, however, the whole thing is that the dealers are bound to buy and the packers are bound to nothing whatever.

While it is rather a delicate phase of the question to handle, it is but right to mention that the trade here is perfectly aware that many of the wholesale grocers of Eastern Canada, who are competitors in this market, are directly and indirectly interested in one or other of the canneries now in The Canners' Consolidated. This is a feature which really has a considerable bearing on the situation. From all appearances it is not at all likely that the trade here will, as a body or individually, accept the terms of the circular.

* * *

Sugar, which has been in an unsettled condition for some weeks past, having at one time gone down over ¾ of a cent, has now advanced to the limit, being quoted at 5c wholesale. The reasons given are that the market outside has been advancing, but it is hardly sufficient to warrant the prices quoted here. In reality the reason is that the British Columbia Sugar Refinery controls the situation, and other matters of trouble having been adjusted, the price has been put up a little. Of course the season being that of the greatest demand, affords some additional excuse.

* * *

At a meeting held this week it was decided to form a joint committee from various public bodies, including the Board of Trade, the Tourist Association, the Trades and Labor Council, and the City Council, to form plans to establish a market for farmers' produce. The only market of the kind is at New Westminster, and the feeling is general that with improving facilities for reaching the city, Vancouver should easily succeed in providing a medium of direct exchange between producers and consumers. This is especially more likely now that the numbers in the ranching and farming industry, and in fruit and vegetable raising, are largely increased in the past few years, since the attempt was first made. The city of New Westminster has had the advantage of the Fraser River as a great highway giving direct and easy communication from and to all the farming districts, Vancouver has not even had good wagon-roads, but conditions are changing rapidly.

* * *

Movement in markets, so far as trade goes, has been satisfactory. Business is good and also steady. Prices have shown but little alteration. In dairy produce, the supplies in butter have been but fair, the absence of dairy in any quantity having kept Manitoba and N.W.T. creamery stiff at 21 to 22c. There is some dairy in the market quoted at from 18 to 20c. Cheese, mainly from Manitoba, is in liberal supply and prices have gone down a good deal. Figures are now from 12½ to 13c. Ontario cheese cannot compete at the price. Eggs are in fairly good supply, though local fresh are scarce and Manitoba has not been sending the quantities expected. For that reason prices are very steady, and consumption of case eggs is much greater than it would otherwise be at this season. Shipments to Dawson for putting into winter storage are still heavy. Prices may be set at 21c. for case eggs.

* * *

Fruit supplies are very abundant. The raspberry has succeeded the strawberry, but few cases of the latter being received now, and the price being at least $1.75 wholesale. Raspberries are a never-failing, liberal crop here and prices are reasonably cheap. Cherries from Oregon have been replacing the California goods, but the local crop is about at its best now, and that keeps out the Oregon fruit to a large extent. Cherries are

never cheap here for the local crop could all be disposed of in the Northwest Territories at very paying figures. Californian plums of all kinds are coming forward in large supply, the Burbanks taking the lead in popular demand.

Crawford peaches have made their appearance on the market. Of course they are California goods. The price is about $1 per case to open with, and the crop is reported as very great this season. Bartlett pears have also arrived for the first. They are quoted at $2 per box, similar size to the apple box. The Clingstone peaches have been liberal, but the advent of Crawfords always drives the former out of the market. Apricots are in good supply and fine condition. Watermelons from California are arriving by the carload. They are prime quality and prices are already down as low as $35 per hundred to the trade. The Southern States cannot longer ship watermelons here, as California has now reached for that trade, and is making a success of the favorite proprietary fruit of the sunny south.

G.S.B.P.

OTTAWA TRADE GOSSIP.

BUSINESS is very good considering the season. Retailers are well pleased with the Summer's trade so far. Wholesale trade has been brisk; competition has been keen, which has been the means of stimulating business among Ottawa's wholesale grocers.

The sugar market is reported very firm to-day, with prices the same as last week, $4.27 for granulated in bags and $4.32 in barrels. Acadia granulated is being offered at $4.22 in barrels, which is 5c. lower than usual. The reason seems to be on account of granulated in bags getting the preference when at the same figures.

In canned goods, orders for new season's stock have been placed by a good many retailers, although prices for tomatoes and corn are not quoted. So far it looks as if peas were good buying last week for those who were guaranteed delivery, as this week's orders are being taken subject to confirmation. Stocks in Association hands are said to be nearly sold.

Canned gallon apples and pumpkin are being offered in the city at low figures. A certain factory in the Brockville section is quoting a quantity of apples at $1.35 and pumpkins at 65c.

Japan teas are very scarce; the lowest that can be bought is at 21c. Ceylon greens are taking well and retailers report them very satisfactory. Molasses is firm at 40 to 42c.

Cheese sold on the Ottawa Board Friday last at 9⅞ for colored, and 9¼ for white. 2,056 cheese were boarded. The whole quantity was sold at above price. There was a good turn-out of the board, some 40 members were present and six buyers.

At the Fruit Exchange prices for raspberries have kept firm. An even quantity hardly enough to supply the demand arrived each day and sold from 8½ to 10c. It looks as if raspberries are nearly over.

Canadian peaches are making their first appearance and selling at 25 to 40c. for 12 qts., ½ baskets, 18 to 20c.; plums in 12 qts. bring 50c.; tomatoes, $1 to $1.30 a basket; black currants, $1 to $1.20 a basket; blue berries, $1.15 to $1.25 a basket. A car of California fruit was sold to-day at per box, peaches, $1.10 to $1.25; plums, $1.40 to $1.60; pears, $3 to $3.30. Two cars of watermelons sold this week at from 18 to 22c.

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize - - -	$10
Second Prize - -	$7
Third Prize - - -	$5

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the $10, $7 or $5 prize, it may be awarded a $2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of $2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

New potatoes are worth $1.10 to $1.25 a bag. Oats 38 to 40c. a bushel. Hay, $8 to $10 a ton.

Butter is very plentiful in pails at 17 to 18c. Creamery bulk is worth 18 to 19c.; creamery prints 20c.

Eggs are pretty scarce, at from 14 to 15c.

W. G. Nixey, 12 Soho square, London, Eng., manufacturer of Nixey's refined black lead, has been honored by the appointment of sole purveyor of black lead to His Majesty the King and H.R.H. the Prince of Wales. H. T. Baker is the Canadian representative of this firm.

COLLAPSE OF CURRANT MONOPOLY.

As foreshadowed in a recent number of "The Grocer," the threatened currant monopoly has come to naught, and the promoters of the ambitious scheme are seeking other pastures.

At last writing, the negotiations with the monopoly syndicate were in a state of suspense, owing to the numerous changes made in the agreement by the Greek Parliament, but final dissolution seems to have resulted from the direct intervention of the Powers. Great Britain, Germany, and other Governments, according to a mail advice from Patras, notified Greece that the conditions of the monopoly were a violation of existing treaties of commerce and that steps would be taken to protect their interests.

This note of the Powers was communicated to the Greek Parliament by Mr. Skouzes, Minister of Foreign Affairs, and made a great impression. The formal withdrawal from the syndicate of G. A. Brotherton, M.P., and R. S. Backhouse, two of the principal capitalists behind the project, completed the discomfiture of the adherents of the monopoly in the Greek Chambers.

Thus closes an episode which has engaged the attention of the trade for some months, which gave rise to no end of editorial comment, and which is now relegated to the limbo of what might have been.

Meanwhile, a new law, also referred to in a late number of "The Grocer," has been finally passed in the Chamber, empowering the Greek Currant Bank to purchase all the eventual surplus of the ensuing crop at the fixed rate of dr. 130 per 1,000 Venetian pounds, and disposing of same for distilling purposes. To this effect the necessary additional funds have been placed at its disposal. The object of this scheme is to prevent any possible crisis, and an over depreciation of prices in the event of a large crop by limiting the lowest price for the common provincial fruit at 130 dr. per 1,000 Venetian pounds, say actually equal to about 12s 9d to 13s c.i.f. London, but leaving free field for higher prices, which may be obtained from the trade.

AGENCY FOR CANADIAN ARTICLES.

A business man in Great Britain writes as follows: "We are desirous of obtaining an agency for the sale of Canadian proprietary articles in England amongst grocers, etc. Anything in the food and fruit lines preferred." If any of the readers of "The Canadian Grocer" are seeking such an agent the name of the applicant can be obtained from the editor of this paper.

CANADIAN CANNED GOODS IN YUKON.

The worth of Canadian canned goods and the recognition which is being won by our Canadian canners, even in the Klondyke market, once almost monopolized by the Americans, is evidenced by the following letter from Major Henry J. Woodside, Dawson, Y. T., to a Western Ontario canner, and which THE GROCEE has been permitted to use :

Dear Sirs—It is a pleasure to see the way that your goods are taking in the Klondyke market in opposition to the best produced in the United States. I hear them spoken well of by people from the United States and have found them of excellent quality myself. They have won their way on merit. For years I have (as former editor of The Yukon Sun and otherwise) worked steadily for the promotion of Canadian trade here, and it therefore gratifies me to see our own people getting the trade. Canadians are showing themselves in country, products, manufactures, etc., to be the equal of all. These gold fields (Klondyke) were discovered by a Canadian—Robert Henderson—and most of the Northern gold creeks have been explored first by Canadians or British, in spite of claims by United States people to the contrary. I hope you will find the trade here satisfactory and remunerative.

The above letter was quite gratuitous and as such is all the more appreciated.

OPEN OFFICE IN TORONTO.

Dean & McLeod, the Canadian agents for The Toledo Computing Scale Co., have had so many inquiries from Toronto that they have found it necessary to open an office in that city, where a full range of their patterns will be on view. John Sowerby is the Toronto manager, and the address is 156 Bay street.

BELIEVE IN ADVERTISING.

The "Salada" Tea Co. have recently commenced advertising in the following papers : Bridgeport, Conn., Post; Dover, N.H., Democrat; Easton., Pa., Free Press; Easton, Pa., Argus; Fitchburg, Mass., Sentinel; Findlay, O., Republican; Lawrence, Mass., Telegram; Norfolk, Va., Dispatch; Plainfield, N.J., Courier News; Rochester, N.H., Record; Wilmington, Del., Every Evening, and the Richmond, Va., News Leader. The "Salada" advertisement is now appearing in some hundreds of papers in the United States. This tea is becoming as well known there as it is throughout Canada.

C. E. Colson & Son, Canadian agents for Crosse & Blackwell, stated that their trade in this firm's goods this year was the largest they have had, and especially large orders had been received from Toronto and the West.

INDIA AND CEYLON OOLONGS.

It is announced that London has proposed to Calcutta that a larger bonus than the green tea bonus be offered for the successful imitation of Formosa Oolongs. The subject has already been discussed in Ceylon, but has been temporarily laid aside. Possibly, if the green tea bonus ceases altogether next year, and when the Thirty Committee finds itself in funds once more, the subject of specially encouraging a third branch of our staple industry will be possible.—Ceylon Times.

SIR THOMAS AND THE BABIES.

The following letter was received by Sir Thomas Lipton from a man in Staten Island : Honorable Sir,—For goodness sake don't come again to America. When Shamrock I. passed Sandy Hook my wife presented me with a son. Shamrock II. had only dropped anchor off Tompkinsville when I was blessed with a daughter. As Shamrock III. passed the lightship another boy was added to my family. Should Shamrock IV. come over I am afraid it might be twins. I sincerely hope you may lift the cup. I am, yours truly, B——.

Sir Thomas has gallantly consented to be godfather to the last comer and he is to be called Thomas Lipton B——.

The gallant yatchsman is in rather a difficult position, and one that will tax his versatility. He has consented to act as judge between two rival stage beauties, Miss Falconer of the Criterion, at present acting in the Runaways, and Miss Rose Earl, the pet of the Punch and Judy company, at present playing at the Victoria roof garden. Notwithstanding his anxiety to have the Shamrock III. in the best of trim, and the tuning up work is being thoroughly done, Sir Thomas has a firm grasp of his immense business in Great Britain, India, Ceylon, Australia, and almost every city on this continent. His warehouses at 39 Pearl street, New York, are rushed with orders for the products of his plantations and factories, yet the head of all this vast enterprise is daily receiving his guests on board of his yacht Erin with a sunny smile and a manner denoting absolute freedom from care.

TRAVELLERS' PICNIC AT ALTON.

To-day and to-morrow witness the commercial travellers' picnic at Alton, Ont. The drummers' snack is an annual event, which evokes much enthusiasm among the knights of the grip, and is of more than local interest, as it brings together representatives from most of the wholesale houses of Toronto and Hamilton.

The proceedings include a concert under canvas, a travellers' banquet (to which members of the press are invited), and a varied list of athletic sports. The band of the 18th Highlanders has been engaged for the occasion.

IN NEW PREMISES.

The British-Canadian Crockery Co., Limited, whose office for several years has been situated at 28 Wellington street west, have recently removed to more convenient premises at 25 Melinda street, Toronto. The business of this company is in a most satisfactory state, and the Toronto manager, Mr. Livingston, finds it exceedingly difficult to keep pace with the steadily-increasing demand.

FRUIT FOR RETAILERS

A gentleman owning a fruit farm in the Niagara district would like to secure direct connection with some retail grocers. Inquiries will be sent forward if addressed to the Editor, "Canadian Grocer," Toronto office.

THE PRICE OF SUGAR.

Some doubt seems to exist as to the real object of the representatives of Russia, Austria-Hungary, France, and Belgium in deciding to limit the export of sugar to Great Britain. On one side it is stated that the manufacturers desire to increase the prices to the consumer; while again it is contended that drastic action is essential to restore the trade to a sound progressive basis.

Mr. Gibson Bowles, M.P., is leading the opposition to the new movement. This, he declares, is not termed a "trust or "ring," but is named in a novel way a "cartel." The "cartel" he defines as an agreement between sugar producers and manufacturers to limit their output to a certain amount, which they divide among themselves in settled proportions. The reason for that restriction is, he explains, the determination to raise prices.

It is interesting to recall, says a London paper, that within the past week increased prices have been foreshadowed in the following necessaries of life :—Bread, sugar, meat and boots.

H. P. Eckardt & Co. report an exceptionally good business doing in Heinz pure pickling vinegar.

A car of "Quaker" brand peas, new pack, arrived this week for H. P. Eckardt & Co.

TRAVELLER WANTED.

COMMERCIAL TRAVELLER to represent a coffee and spice house west of Toronto; must have a good connection and first-class references; liberal remuneration to the right man. Box 47 CANADIAN GROCER. (31—tf)

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar

Madam Huot's Coffee is the best.

"Nectar" Black Tea, in lead packets and fancy tins only.

DON'T LOOK AHEAD

For low prices on Japan and China green teas. They are not coming. Japan teas 1st and 2nd crops have been bought at an advance on last season. China greens, of fine cup, are a good deal above last year's prices and the low figures you hear about as coming *(from those who have none to offer now)* are for very poor liquoring sorts. *I show excellent values in all grades.* In fact, am willing to give you a cut to liven up business.

Don't wait! There is nothing in it.

I offer Choice Pea Leaf Gunpowders at			25 and 26½c.
A little lot at			23½c.
" Good Ping Suey Pin Head, in boxes and Half-Chests at			27½c.
I offer **a line of 150 Half-Chests** Japan Tea, 1902-3 crop, at			19c.
A stunner at that price.			
" " 125 Half-Chests Japan Tea, 1902-3, at			22½c.
Will beat anything at the price.			
I offer **Indian and Ceylon Green**, uncolored, at	15	16½	18½c.
Fancy finished colored leaf at	16½	18½	20c.

NEW TEAS JUST IN

25 Half-Chests Condor XXXX, Choice Liquoring Japan Tea, at	25c.
10 Chests, 112-lb. each (all there was in the break) choicest broken Orange Pekoe Ceylon at	35c.

Specialty of High-Class Goods in Teas, Coffees and Vinegars.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

"EMD" Baking Powder, Vinegar, Spices, Coffee.

PERSONAL MENTION.

Mr. Henri Jonas, of Henri Jonas & Co., Montreal, has just returned from a trip to the European markets.

Mr. Wright, of The American Cereal Co., was in St. John, N.B., during the past week. Mr. Wright intends going with The A. F. MacLaren Imperial Cheese Co.

Mr. Albert Hebert, of Hudon, Hebert & Cie, Montreal, has returned from a two weeks' vacation at Riviere du Loup. His healthy appearance indicates an enjoyable holiday.

Mr. C. M. Bernard, of Chicago, spent several days in Toronto last week calling upon the wholesale trade. Mr. Bernard has many friends in the Queen City and they were glad to see him on his recent visit.

Mr. A. P. Tippet, of A. P. Tippet & Co., Montreal, has returned after spending a very pleasant vacation with his family at Little Metis. Mr. Tippet looks as brown as a berry and the outing has undoubtedly been mainly spent in the open air.

Mr. H. C. Beckett, of The Western Brokerage Co., has gone on a business trip to England, sailing on the liner Ionian. It is reported on the street that Mr. Beckett is to reside permanently across the water, but "The Grocer" has been informed that he will return in six weeks' time.

Major Zeph. Hebert, of Hudon, Hebert & Cie, is leaving on Saturday for a well-deserved holiday. His objective point is Riviere du Loup, and undoubtedly he will visit other interesting Summer resorts in the east. Major Hebert anticipates being away about four weeks.

Mr. W. J. Flynn, of The Garden City Canning Co., St. Catharines, Ont., is in Montreal this week. In an interview with "The Grocer" Mr. Flynn stated that packers did not anticipate getting more than 80 per cent. of peas packed in comparison with last year's output. Corn will be light unless we are favored with warmer weather. At present matters do not look encouraging for a full pack. Tomatoes are looking well, and unless affected by frost—a contingency always to be looked for in these goods—the crop should be large and a good pack result. In fruits, a large crop is looked for in plums, and a fair crop in peaches and apples. Pears are turning out a short crop. Mr. Flynn looks for a strong market, but being an independent packer, is modest enough not to claim an exclusive knowledge of the situation.

LONDON TEA CIRCULAR.

Wm. Jas. & Hy. Thompson's tea circular, issued from London, Eng., July 16th, records that although shipments as advised by cable from India and Ceylon continue of moderate dimensions, and are to date less than those of last year, the slackness of trade in the country usual at this time, and the near approach of the August holidays, have kept demand on a smaller scale than might have been anticipated, to which must be added the inferior quality of the teas now arriving from Ceylon. With the opening of the busy season after the recess we may look for a general resumption of trade and increased activity.

The return made to the Board of Trade shows that although 12 gardens in India were abandoned or closed during last year only one new one was opened, and that the total area under tea has increased by less than 1,500 acres, the actual number being 339,640 acres, as against 338,186 at the end of 1901. This is of importance as showing that at present any large increase in output is almost impossible as it could only be the result of climatic influence and not of any appreciable extension of the producing area.

BALFOUR & COMPANY

BRANCH CANADA GROCERS LIMITED

Wholesale Grocers, - - HAMILTON, CANADA.

Our travellers are on their holidays. Wire or 'phone at our expense. We are the quick shippers, and **Tartan Brand** is a guarantee to quality. Send for samples of our bulk Teas. It will pay you.

Specials in Ceylon Greens and cheap Ceylon Teas.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Aylmer peas, new pack, of all kinds, are in store with Lucas, Steele & Bristol.

Hersley's milk chocolate is a new line of confection chocolate that W. H. Gillard & Co. are offering. On quality it should be a taker.

Dandicolle & Gaudin's goods from Bordeaux, France, have arrived with Lucas, Steele & Bristol; also mushrooms, peas, sardines, Tarragon vinegar, etc.,

Dixon's carburet of iron stove polish—shipment just in store with W. H. Gillard & Co.

W. H. Gillard & Co. are having a brisk demand for "Aroma" cigars, a special line of theirs.

Lucas, Steele & Bristol carry "Empois Chinois," also Bee starch.

In a fine Ceylon Japan W. H. Gillard & Co. state they have something exceptional in liquoring quality, to retail at 25 to 40c.

The Organ-Elliott Co., Montreal, have received large orders for their "Rex" brand cake icing from Nova Scotia through their resident agent, M. A. McInnes, Sydney. These goods are taking good hold of the Maritime market, and local sales are also on the increase.

Nice raw sugar in bags may be had from Lucas, Steele & Bristol for 3c.

That "Ubero" coffee is meeting with splendid acceptation by the trade is evidenced by the number of orders turned in to the jobbers. L. Chaput, Fils & Cie report sales of a carload now on the way, and it is expected that another car will be ready for distribution in about two weeks.

Montreal branch of "Salada" Ceylon Tea Co. report last week's sales the largest in their history since the establishment of the business in Eastern Canada.

THEIR TRAVELLERS ON VACATION.

The following are the firms who have concurred in making the first two weeks in August the common vacation for their travellers, and whose men will be off the road till August 15, viz.:

Toronto—H. P. Eckardt & Co., Davidson & Hay, Eby, Blain Co., Warren Bros., James Lumbers, T. Kinnear & Co., John Sloan & Co., F. W. Humphrey.
Hamilton—Balfour, Stewart & McLaren, Balfour & Co., W. H. Gillard & Co., Lucas, Steele & Bristol, Jas. Turner & Co., Lumsden Bros., Duncan Bros., McPherson, Glasco & Co., John Stewart.
London—John Garvey, M. Masuret & Co., Edward Adams & Co., A. M. Smith & Co., T. B. Escott & Co., Elliott, Marr & Co., Kerrigan.
Brantford—Geo. Foster & Sons.
St. Catharines—B. D. Voisard & Son.
Guelph—R. & J. H. Simpson & Co.
Collingwood—J. Long & Bro., Telfer Bros.
Sarnia—Thos. Kenny & Co.
Berlin—Randall and Rose.
Windsor—J. F. Smyth & Co.

Veal Loaf, Ham Loaf, Beef Loaf

Clark's Summer Luncheons

HANDSOMELY PACKED. POPULAR LINES.

Chicken Loaf, Turkey Loaf, Assorted Loafs

Delicious, Healthful
The **Ideal** Fruit
—FOR—
SPRING and SUMMER USE
Once Tried, Always Used.
ASK FOR IT.

Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

FINEST ORANGES GROWN

Car **Extra Fancy Late Valencias** arriving this week from the celebrated groves of the **Arlington Heights**, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

DON'T PASS THIS BY.

We require good **BUYING AGENTS** to handle our **COCOA, CHOCOLATE AND CONFECTIONERY.** You can't go wrong in applying for prices and particulars to

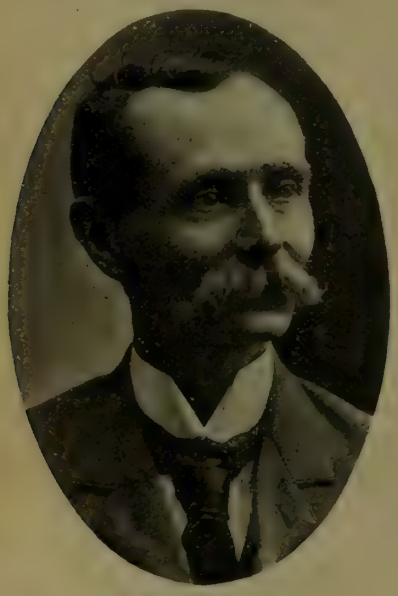
RICHARD PERCY & CO., Waterloo Road, Bristol, Eng.

LONDON RETAIL GROCERS' ANNUAL PICNIC.

THE retail grocery merchants of the Forest City are sociable and fraternal, and at least once a year they love to meet together away from behind the counters and the tea chests and give full vent to their big-hearted instincts amid the beauties of nature, enjoying each other's company and realizing in truth that they are a' John Tamson's bairns.

Arrangements on an extensive scale were made for an outing this year to their favorite picnic ground at Niagara Falls by a strong and vigorous committee appointed for the purpose. "The best laid schemes o' mice and men gang aft aglee," but the grocers' picnic did not in any sense either get "aglee" or disarranged, but terminated with the unanimous verdict, "the best yet," for which the able and energetic gentlemen composing the committee de-

F. H. Robinson, President.



E. Sutton, Secretary.

serve the warmest thanks for their painstaking care in laying out and looking after the numerous details.

Nothing daunted by the heavy rain, thunder and lightning of the night preceding, preparations were made and hampers such as only grocers can pack were got ready for the early start by the Michigan Central road at 7 a.m. on the morning of July 22 for the famous Niagara Falls. Early risers were grocers, and their families, as they flocked from every quarter of the city to catch their train, while numerous opinions of the probs at the railway station evoked from a hearty-looking lady, "Wha cares for a drap o' rain? If we sell pepper an' saut, we're naither o' them oorsells, an we'll no melt!" And so 460 jolly, fun-loving grocers, families, friends and sweethearts got on board at London to enjoy a well-earned holiday. The number of pounds of sugar for a dollar, Tillson's Oats, Life Chips, raspberries and new potatoes were for the day lost sight of, and "all went merry as a marriage bell."

An invitation having been extended to the grocers of the neighboring city of St. Thomas to participate in the London annual picnic, 165 were added to the crowd at this point; 75 more got aboard at Aylmer, and smaller contingents at both Springfield and Waterford. The run down was made in splendid time, the entire distance being covered in two hours and fifty-five minutes, including five stops.

On arrival at the Falls, the inward monitor recalled the light and very hurried breakfast partaken of by many almost at daybreak, and a general trek took place to the pavilions and tables in the Queen Victoria Park, than which there is no more beautiful spot on earth for picnicking, hot and cold water being supplied in abundance free. At this point passengers who found it more convenient to come by G.T.R. joined the merry assembly.

J. C. Trebilcock, Chairman of Picnic Committee.

Early dinner being over, sightseeing was in order. The committee having arranged for special rate tickets, some availed themselves of the opportunity to visit Buffalo, but the large majority used the Niagara Falls Park and River Railway, taking in Whirlpool Rapids, the Whirlpool, Brock's monument and down to Queenston, and on the return going up as far as Chippewa.

An exciting boat ride on the Maid of the Mist was enjoyed by a few. The great Gorge Route electric railway runs down the river to Lewiston on the American

T. A. Rowat, Treasurer

side close to the water's edge, and the camera or pen fails to convey to the mind any idea of the rushing, tossing waves of the river at the whirlpool rapids or the scenery on the opposite bank of the river. It is a picture once seen is never forgotten, and the London grocers who took a run over the Gorge route brought home impressions that will long remain verdant amidst their daily labor.

The island carriage drive, the observation tower, from which the city of Buffalo can be seen on a clear day, and the museum on the American side, all had visitors from the London retail grocers.

Only one or two light showers during the afternoon fell, but these in no way prevented the thorough enjoyment of the day's outing by the entire party.

The gentlemen named below, to whom is deserving honorable mention for putting

PROTECT THE ROOF

AND SAVE YOUR POCKET BY USING ONLY . . .

EASTLAKE STEEL SHINGLES

They are the easiest of all to apply, and once on, give a more durable, tight, perfect protection from weather, fire and lightning than any other shingles.

Think it over.

By using Eastlakes you avoid spending money on repairs.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG

Do you sell it ! ! !

POP CORN in every style.

Pays nearly 100% profit.

DOMINION POP CORN CO., - TORONTO.

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition	$5.00
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Robinson's Code	1.50
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Scattergood's Fruit Code	5.00
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Arnold's Tobacco Code	2.50
Baker's Potato Code	2.50
Broker's Code	1.00
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Imperial Code	2.00
Universal Sugar Code	1.00
National Coffee Code	1.00
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All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, $1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, $1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

AMERICAN CODE COMPANY

88 Nassau Street, - NEW YORK CITY

Discount to dealers only.

good, faithful work into arrangements for the grand picnic, were the appointed committee: J. C. Trebilcock, chairman; J. A. Rowat, treasurer; E. Sutton, secretary; F. Harding, F. Harley, N. McLeod, F. Robinson, A. McCormick, Geo. Loveless.

One incident which caused great alarm to one individual and laughter to many occurred at Queenston. A stranger who joined the excursionists getting on at one of the stations in company with some younger men had been induced to hire a boat to enjoy a row on the river at that point. The stranger, as he afterwards related, had been a weaver all his days from the toon o' Paisley, and had never been in a wee boat in his lifetime prior to this.

As the wind whistled, and the water rose to a cat's paw while his party were enjoying themselves immensely, the weaver was sricken with the most intense and agonizing symptoms of fear, and yelled out "Oh Jock! Jock! hand on till the silvidge it's getting awfu' lumpy, an we're a' gaun to be droon't. So agonizing were the man's cries that crowds heard him on either shore, and at his urgent request he was dropped ashore, where he breathed more freely on terra firma.

No sports for prizes were arranged, this being the rule at London retail grocers, picnics, a simple sight-seeing and resting time being preferred by the majority.

The well-known jolly chairman of the committee, J. C. Trebilcock, was here, there, and everywhere, assisted by his helpful associates, making mirth and cheer until the hour for returning arrived.

E. Sutton, although now connected with a wholesale drug business on Richmond street, has performed in a most able and praiseworthy manner the duties of secretary of the Retail Grocers' Association of London for 13 years.

At the expense of the association a free lunch car was attached to the train, and during the trip, both going and returning, many a hearty snack was enjoyed by old and young.

F. H. Robinson, president of the Retail Grocers' Association, and T. A. Rowat, treasurer, are amongst London's most progressive and well-known grocers, and by their exertions this year's picnic has been helped to a successful finish.

At 8 p.m., as advertised, the return journey was commenced, but owing to unlooked for obstruction by freight trains, the party did not arrive in London till the wee sma 'oor ayant the twal on Thursday morning, but everybody was satisfied with the long day's enjoyment—and hoping that the shadows of the committee men might never grow less. W. H. L.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

BAKER—Improver on bread and cakes: day work; no delivering; wages expected with board. Box 108 CANADIAN GROCER. f

BAKER at once. Good, all-round man. Steady job. Box 109 CANADIAN GROCER. f

BAKER, 2 or 3 years' experience; ten dollars weekly. Good chance for improving on small goods. Box 110 CANADIAN GROCER. f

CLERK—General store. Enclose copy references. Six dollars a week. Box 106 CANADIAN GROCER. f

SALESMAN for general store. Young man of good address and character and not afraid of work; one who can speak French preferred. State salary and references. Box 107 CANADIAN GROCER. f

SITUATIONS WANTED.

YOUNG GENTLEMAN, having just arrived from England and Africa, would like a position as salesman in groceries or any other position; best of references given. Apply S. Gillespie, care General Post Office, New York. (30-2)

FOR SALE

FOR SALE—Thriving business; bakery, grocery and restaurant. Proprietors health failed. Apply at once, Box 36 CANADIAN GROCER, Toronto. (25-10)

AGENCIES WANTED.

WANTED by a wholesale coffee and spice house in Toronto, of good standing, sole agency for a good coffee mill. Address Box 46 CANADIAN GROCER. (31 tf)

WANTED — Agencies for Newfoundland and Prince Edward Island, lines suitable for general and grocery trade, three to four trips per year. Address, Box 28 CANADIAN GROCER. (29-3)

COFFEE ESSENCE

SOLE PURCHASING AGENT WANTED—For a very fine Coffee and Chicory, highly recommended by "The Lancet," "The Grocer" and other papers. Highest awards where shown. Apply, "Essence," CANADIAN GROCER, 109 Fleet Street, London, England. (29-4)

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

TORONTO RETAIL GROCERS AT NIAGARA FALLS.

NIAGARA FALLS via the steamers Lakeside and Garden City, connecting at Port Dalhousie with the electric cars, was the route laid out for the seventeenth annual excursion of the Toronto Retail Grocers' Association, Wednesday, the 22nd of July, and a great success it proved. Six hundred and eight tickets were taken for the 8 o'clock boat, and those going over on the 11 o'clock and afternoon boats brought the number up to over 800, breaking last year's record by a large majority.

The morning boat was well filled, but not too filled for comfort. The sun was bright, with a fine rolling sea which delighted the good sailors, but sent the "land lubbers" 'way down below. This, however, was not permitted to interfere materially with the pleasure of the trip. The passengers kept moving around, and one might have thought it a Scotch affair to see the amount of hand shaking.

An orchestra of five pieces was kept busy by an energetic committee, and there was no lack of good music all the way over.

The guessing contests enlivened matters and gave an excellent opportunity to test the quality of one's judgment. There were four of these contests run off on the boat, and the results were announced as below before landing.

A long train of electric cars met the boat at Port Dalhousie and the excursionists were taken direct to the steel arch bridge or the park.

It was after 12 by this time and the picnic dinners were immediately spread by those who did not go to the hotels or restaurants. The sun was still shining brilliantly and the grounds were in perfect condition for picnicking.

After luncheon the crowd followed their own devices. A few took the trolley to Buffalo, some crossed to Niagara Falls, N.Y., but the main body found the attractions of the falls and park on the Canadian side sufficient.

Just before 2 o'clock a sharp thunder storm came on, but it was soon over and the crowd gathered again in the park to witness the Comfort Soap race. This was open to married ladies only. The length of the course was 100 yards, and the competitors had to pick up a piece of Comfort Soap at each 10 yards and carry it to the finish. There were seven entries and the contest was a spirited one. The only criticism, that of a man, was, "It did not last long enough." The results are given below.

The return on the Garden City at 7 and the Lakeside at 8.30 was a delightful sail and all were home in good time, having had, despite the rain, a very pleasant outing.

The guessing competitions resulted as follows :

Starch Guessing.—Actual weight 3 lb., 6½ oz.—1. Mrs. Hayes, 280 Wellesley street, guess 3 lb., 7 oz.; 2. Jimmie Mortimer, of Christie, Brown & Co., guess 3 lb., 6 oz. There were 13 ties in this contest and the prizes were decided by drawing from a hat. Mr. Haslet did the drawing.

MacLaren's Imperial Cheese Competition.—Actual weight 10 lb., 10 oz.—1. Donald McLean, of McLean & Van Loon, guess actual weight ; 2 and 3. Mrs. W. H. Marmion, wife of Past-President Marmion, Queen street west ; Arthur Sykes, College street, tied; guesses 10 lb., 8 oz.

Excelsior Coffee Competition.—Actual number of beans 3,993.—Ladies. 1. Mrs. A. E. Jones, Denison avenue, guess 3,599 ; 2. Mrs. J. W. Corneil, 381 Ontario street. Gentlemen. 1. W. Mitchell, 171 Sorauren avenue, guess 3,600 ; 2. M. Bredin, of Tait, Bredin & Co.

President David Bell.

Malta Vita Food Co.'s Competition.—Actual number of excursion ticket holders on boat 608.—1. President David Bell, Yonge street, guess 599 ; 2. T. Clarke, Tecumseh street, guess 595.

Comfort Soap Race at park.—1. Mrs. J. Guy, Toronto ; 2. Mrs. R. Williams, Niagara Falls ; 3. Mrs. J. Connor, Hamilton ; 4. Mrs. Pattinson, Niagara Falls ; 5. Mrs. H. Crawford, London ; 6. Mrs. Vanalstine, Niagara Falls ; 7. Mrs. L. Kemp, Toronto.

The handsome silver cup offered by The Bovril Co., Limited, to the member of the association selling the greatest number of tickets, was awarded to D. Clark, Bellevue avenue.

The officers of the association who are to be congratulated on the success which characterized their annual outing are : President David Bell ; Vice-President T. W. Johnston ; Treasurer J. T. Schoales ; Secretary E. B. Nettlefield.

The Excursion Committee, to whose energy and foresight much of the pleasure of the trip was due, were : R. Van Loon, chairman ; H. Kelly, R. B. Snow, F. Thorn, W. T. Cootes, R. W. Davies, M. McArthur, T. Clark, B. Panter, F. W. Johnston.

NOTES.

During the afternoon, the committee which visited the Falls a few weeks ago to spy out the land and were the guests of Mr. Robertson the transportation agent, indicated to that gentleman the depth of their appreciation of his efforts by presenting him with a handsome gold locket.

The employes of J. J. McLaughlin, manufacturing chemist, were out in full force. Each employe wore a white badge bearing the picture of a siphon with the word "Hygeia."

Practically all the retail trade were at the picnic in numbers too numerous to particularize, and in addition to these the wholesale fraternity were well represented, either by members of the firm or by one or more of their travellers. Among those noted were : Messrs. J. J. Fee, J. A. McLean, Chas. Kimpton, Mat. Clemes, Neil Carmichael, of Smith & Carmichael ; Frank Everist and Sam. Giffen, of McWilliam & Everist, M. Bredin, of The Bredin Bread Co. ; A. E. Jones, of F. F. Dalley Co., Hamillon ; Flem. Hayes, of Perkins, Ince & Co. ; Hustworth, of A. F. MacLaren Co. ; Richardson, of T. A. Lytle & Co. ; J. Muldrew, of Lumsden Bros. ; McNichol, of Blue Ribbon Tea Co. ; J. F. Howett, of P. McIntosh & Co. ; McMillan, Robertson Manufacturing Co. ; Herb. Moore, of Comfort Soap Co. ; Alex. Hutchinson, of John Taylor & Co. ; Ben. Cope, of Gunn's Limited ; Wilson and Parks, of Todhunter, Mitchell & Co. ; Manning and Nettelfield, of Dalton Bros. ; Mitchell and Kendry, of F. W. Humphrey ; Brett and Saunders, of John Sloan ; Shields and Quay, of Davidson & Hay ; Montgomery, Grant and Taylor, of Eby, Blain Co. ; also representatives from Taylor-Scott, United Factories, McLaughlin's Mill, "Salada" Tea Co., Red Rose Tea Co., Edwardsburgh Starch Co., Lever Bros., Imperial Extract Co., Husband Bros., Dawson Commission Co., Rutherford & Marshall, White & Co., Gillett & Co., Fleischman Co., D. Morton & Sons, Chas. Wilson, Limited ; Warren Bros., James Lumbers, T. Kinnear, H. P. Eckardt, Nicholson & Brock, Kilgour Bros., M. Doyle & Co., Natural Food Co., Howland & Elliott, Willard & Co., Lees & Langley.

REAL BARGAINS.

VALENCIA RAISINS.

WE OFFER Dried Fruits in first-class condition, kept in cold storage :

Ferchen, f.o.s. - - -	5½c.
Arguimbau, f.o.s. - - -	6 c.
Trenor Blue Eagle, f.o.s. -	6 c.
Arguimbau, selected, - -	6½c.
Trenor Blue Eagle, selected, -	6½c.
Trenor Blue Eagle, 4-crowns -	7 c.

Comadre Figs, in matts - 75c. each.

Table Figs, 10½ lb. box, about 2 inches fruit, - 75c. a box.

Those prices are attractive, and you should not miss this opportunity to buy at such low prices. Don't wait.

We will be in the market again this year for canned vegetables and fruits. We have treated our customers well last year. Everyone was satisfied.

SEE OUR PRICES.

L. Chaput, Fils & Cie,

WHOLESALE GROCERS,

Importers Teas, Wines and Liquors, MONTREAL

ESTABLISHED 1842.

FLOUR AND CEREAL FOODS

Can You Spare the Time?

THE young men in the milling industry might read with profit the following article which appears in the current number of "The Dixie Miller."

In a recent number of one of the popular magazines a rather long article appeared concerning the young men in the national affairs of to-day. Without an exception almost, these young men are holding prominent positions through merit, and not through party "pulls," as is commonly supposed.

What is true in national affairs is being fully demonstrated in the many trades and professions.

While one hears much of the party "pulls" in politics, yet there is but little doubt that in the great majority of cases the real pull is merit, for in every walk of life the man of merit either has a pull or makes one.

This real pull, merit, or whatever you call it, is not obtained by asking, but is the result of long, diligent, persistent labor and study. In reality, it is the thorough knowledge of the work they wish to follow.

While this is only an old fact restated, yet it is well to call the attention of the young men in the milling profession to it so that they may realize that this applies to them with the same force as to others.

Diligent study has done more to advance men in various professions than any other agent, yet, judging from observation, very few young millers spend much time in studying the many difficult problems which need a solution. While this is true, yet not all the blame can be put upon the young miller, as often the employers would count any time spent in study as lost, while an equal amount of time spent in handling grain bags would increase the miller's value in his estimation. Under such unfavorable circumstances progress would necessarily be slow, as all improvement would have to be made in hours off duty; and after eleven or twelve consecutive hours' labor in a mill, one feels more like appropriating any leisure time to rest.

However burdensome it may seem at first, nothing will return larger profits than one hour each day given to honest, hard study to advance yourself in your work. There are at present no up to date text books or treatises upon milling, yet one can receive better and more practical lessons from the journals devoted to milling. By simply reading a journal through one is sure to grasp some points which will prove beneficial, but more good will result if many hours careful study is given.

It would be almost useless to outline a plan to proceed upon as each individual would know better his requirements. But at least one hour each day should be given to hard study. Concentrate your mind upon your work and make each hour of study make you a better miller. In a relatively short time you will be surprised at the advance you have made, and, if followed up, before you are aware you will have the necessary "pull" to place you in a commanding position, while someone who has not kept pace with you must still keep his present place or take the one you have so willingly left.

Adding this extra hour's duty to each day will no doubt be a task, and your employer will gain by it without making an extra compensation, but it will only be a question of time until he, or someone else, will be glad of the opportunity although the cause may be unknown to them, to pay well for these extra hours.

A Sentinel of the Long Ago.

Helen Rathbun Parry in The Miller's Review writes:

We of this machine age are prone to forget the homely details of our forefathers' lives, while we dwell upon their glorious victories on the field of warfare; but there were heroes of the plough as well as of the sword, and their hardships were none the less severe because endured at home. It seemed the end of the struggle when the pioneer found a promising bit of land and built the rude cabin called home, in the midst of his scant acres. He quickly ploughed and planted and indeed the battle was half won; but corn, however ripe and abundant, must be ground ere bread is made, and the experience of a New Jersey lad, who not only fought but tilled, was a lesson common to most of those brave "Pathfinders" of old.

In 1776, although too young for the ranks, Silas Carter served General Washington as teamster, and later on did his part in the country's defence. When the great question was settled, he, with many others, found a home in Canada, and his portion was on the shore of Lake Erie, opposite the site of the present city of Buffalo. The little farm was fertile, but grinding wheat on the top of a hardwood stump with a flat stone is a slow process of making flour; the Government hand mills, furnished to settlers, were little better, and hardest of all was the toilsome trudge to the nearest mill, miles away, where a generous portion of the grist was kept as toll by the greedy miller.

Something had to be done, and something was done after the wasting strain of the "Hungry Summer." There was stone in plenty, and willing hands soon gathered in the loads of boulders until there was a sufficient supply on hand, not only for the erection of the much needed windmill, but to furnish the lime for the building of it, and in the Fall of 1832, the huge canvas-covered "swifts" of Silas Carter's mill were spinning in the brisk breezes from the nearby lake. The walls, built so solidly in those serious days, are standing now, although the old mill has long since lost its wings, and Windmill Point is always an attraction for those who are lovers of the interesting and the picturesque.

Canada's Exhibits For St. Louis.

Canadian exhibits for the St. Louis Fair are reaching Ottawa every day, but it is not likely any will be forwarded for some months. At present there is a carload of valuable mineral specimens stored in the Imperial buildings, made up chiefly of gold and copper ores from British Columbia. A large quantity of grain samples is in store at the experimental farm, ready to be forwarded. Arrangements have been made for receiving in Ottawa all goods intended for exhibit. It has been ascertained that the Dominion will be able to exhibit oats weighing 40 pounds to the bushel, and all samples up to the standard of 34 pounds. Wheat weighing 64 pounds to the bushel has been secured from several portions of the Dominion. As far as possible, individual counties will be represented by exhibits. In cases where the crops were behind the average this year samples from last season's yield will be taken.

HAVE YOU

anticipated the wants of your customers for the warm weather breakfast ? If so, you are ready with

TILLSON'S BREAKFAST FOOD
AND
TILLSON'S WHEATLETS

both wholesome preparations of wheat, whose name is a guarantee of the quality. BREAKFAST FOOD is Wheat Flakes, in which is retained all the Wheat that is good to eat and discarding all the indigestible part. WHEATLETS, the germ of Manitoba Wheat—rich in gluten.

Breakfast Food
24 three-lb. packets,
$2.90 per case.

Wheatlets
36 two-lb. packets,
$3.50 per case.

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

TELEPHONE { MAIN 1257. " 4675.

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

Port of Spain, Trinidad.

The last commercial review from Gordon Grant & Co., Port of Spain, Trinidad, says: Supplies of all grades of flour are ample, but values are gradually moving up in sympathy with the firmer American advices. The importations of Canadian flours have almost entirely ceased, which seems a pity after establishing a considerable trade.

Ottawa Milling Co.

The Ottawa Milling Co., Ottawa, have recently equipped their mill with the most modern machinery. They have added an "Eclipse" kiln, the only one of its kind in the Dominion and all of their appliances are of a thoroughly up to date description. Their export trade has very largely increased and the mill has now a capacity of 100 bbls. a day.

JOHN MacKAY, Limited,
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills
BOWMANVILLE, ONT.

HEAD OFFICE : 1 Adelaide St. East, Toronto. Ontario
Correspondence solicited.

THE BEST FLOUR.

Calla Lily Choice Manitoba Patent
G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley,
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

Canada's Wheat Lands.

THE Manitoba Free Press speaks in the following triumphant tone of the settlement of our great Western wheat lands :

" In making their appeal to men in other lands to come across to Canada, our pioneers can point with pride to the fertile soil and the prolific crops of their new country. Their settled patches over all the West—along the Red and the Assiniboine and the two Saskatchewans—had proved beyond a doubt or cavil that the whole of it was fitted to become the home of a thriving farming community. Moreover, the pioneers of the West have made simple and plain and accessible the path to prosperity for those following them.

So now, to-day, the comer into Canada has no long and expensive experiments to make for himself. He builds up his business on the experience of his forerunners, and practically begins his work at a stage which it took the pioneers years to attain. If the newcomer be one from the similar prairies south of the boundary, so much the better, for he has nothing to learn, and by the proceeds of the sale of high-priced land in the States, he can start on the free, or cheap, and more productive lands of Canada on a larger and more profitable scale.

One of the most remarkable illustrations of the truth of the old saying, "A prophet hath no honor in his own country," has been brought prominently to notice by the recent and wonderful agricultural development and land-value increases in the prairie portion of Canada. For years the Western Canada press labored almost in vain to impress upon the people of Eastern Canada the magnificent resources of the great heritage of the Dominion in the West. Government immigration agencies in the United Kingdom could not remove the prejudices of the British immigrant against Canada and in favor of the United States. Even the business methods of the Canadian Pacific railway and land companies had comparatively little effect in inducing land seekers to come and fill up the vacant provinces.

It has taken the Canadian country almost 30 years to emerge triumphantly from the clouds of calumny by which it has been concealed. It took the truth a long time to catch up with misrepresentations by which hunters, traders and trespassers tried to protect their fur preserves from the invasion of farmers. It also took many years for the United States to fill her own prairies to anything like overflowing. But all things come to him who waits—and hustles while he waits—and Canada has worked, as well as waited, since the days that Ruperts Land was annexed to the Dominion. So now, in the fulness of time, the clouds have departed, and the shadows are past from over the prairies. To-day the fact that the Dominion offers to the farmer, not only free and cheap, but also tried and tested lands, the superior of which cannot be found on earth, is a fact known and being taken advantage of throughout both the old and new worlds."

Prefer Canadian Flour.

Canadian flour is making for itself a reputation in the Empire of Japan. Mr. Nosse, Japanese consul-general, received yesterday an Osaka newspaper, in which it was stated that :

"The demand for Canadian bread at the Osaka exhibition is already greater than the supply. Of the last consignment of 1,700 bags of flour, 1,000 have already been used, but the trouble is that with the number of ovens which are at the disposal of Canada the bread cannot be turned out fast enough."

The consul-general has also received certain official notification from Baron Kamura, the Japanese Foreign Minister, that during the continuance of the labor difficulties in British Columbia, the Japanese Government has agreed to prevent immigration to Canada. The Foreign Minister also declares that preference will be shown Canadian over American flour. The idea that the Dominion is one of the United States is slowly becoming dispelled, but it is being spread and encouraged by the American visitors.

Plight of French Millers.

Flour milling has recently become so non-profitable in France that the millers of that country are about to test a co-operative scheme for selling their products. There is nothing novel in an association selling flour under fixed rules. It has often been talked of in this country, but never passed the theory stage ; the French millers are going to put the scheme into practice. In time we shall know how a remedy suggested here is going to correct the drawbacks of the milling industry in France.

Of decided interest it would be to know precisely what caused the aggravated depression in French milling. It has never been hampered by foreign competition, the Government has cheerfully and promptly granted all legislation demanded, good wheat is easily to be had, the people of the country are great bread consumers, yet for more than a decade the flour milling industry of France has languished. According to American ideas, the milling capacity of the country is not too large for the population, yet somehow the trade must have been overdone.

No reasons for the slump are given by the French millers ; so long as they demanded legislative assistance they received it ; now they are going to try to help themselves out of the slough into which they have somehow sunk. French flour milling has been fenced in, walled in, by statutes and regulations that gave the millers an absolute, indisputable monopoly of their home flour trade, and yet they are farther from prosperity than the millers of any other European nation. There is a superabundance of food for reflection here, not only for American, but for European millers, particularly those of Great Britain who lay every drawback in their trade at the doors of the millers of America.—The Miller's Review.

The Crop Prospects.

The Canadian crop prospects continue to be of the most favorable nature and everything promises well both as regards quantity and quality.

Notes.

A good flour may be cheap, but that does not prove a cheap flour to be good.

At the moment the wheat offerings in Manitoba and Ontario are remarkably small.

In Montreal there is a brisk demand for Canadian flour for September shipment to South Africa.

German military authorities are experimenting with a 15 per cent. admixture of potato flour in the rye flour used for army bread.

A report from Kingston, Ont., says that machinery for the largest cereal food manufactory in Canada is being placed in position there by a Detroit expert.

The formation of a combine of all the important flour mills in Portugal is said to have been undertaken with the knowledge and countenance of the Government.

During the month of June there were exported from the United States 5,023,265 bushels of wheat, valued at $4,025,388, and 1,510,991 barrels of flour, valued at $5,666,102.

The Wm. McCann Milling Co., of Toronto, are increasing their output very largely this Summer. They find a steadily growing demand for their flaked wheat and rolled oats.

Exports of wheat from the Argentine Republic from January 1 to April 3, 1903, aggregated 22,930,000 bushels, against 8,156,000 bushels for the corresponding period a year ago.

The first new wheat of the season arriving in Hamilton on Monday of this week was purchased by Lake & Bailey, who bought 400 bushels. It was white wheat of good sample, weighing 62 lb. to the bushel.

STRETTON'S PRIZE MEDAL SAUCE

A Delicious Worcestershire Relish.

Montreal Agents

S. H. EWING & SONS,

Telephone Bell Main 65.
" Merchants 522

96 King St., MONTREAL.

Canada's Ideal Worcestershire Sauce

A pure, wholesome, appetising Canadian product of High Quality of special interest to the Canadian Grocer.
—It gives complete satisfaction.
—It shows a good profit.
—Your jobber supplies it.

L & L
GOLDEN SEAL
Trade Mark

PHONE MAIN 1975.

LEES & LANGLEY, - 53 Colborne St., Toronto.

TOMATOES

Boyer's Extra Tomatoes
Hickory Packing Co. Tomatoes
Lakeport Tomatoes

New pack Lyn Valley Asparagus, New Pack Canadian Peas, THREE BRANDS

The F. J. CASTLE CO., Limited,

Wholesale Grocers, OTTAWA, CANADA.

FIVE GALLONS FOR 25c COSTS A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink

Hires'

Root Beer

the who'e day long,
And you will feel "all right."

Stock with **HIRES' Root Beer.** See that your travellers have it on their price list. It pays a GOOD PROFIT.

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds, as follows :

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"
Finest Cream Salad in Gal. Tins.

☞ Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.

W. P. DOWNEY,

SOLE AGENT FOR CANADA.

26 St. Peter St., —Prices on Application— MONTREAL.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

The Grocer and Cigars.

TWO instances came under the notice of "The Canadian Grocer" this week which tend to show the daily increasing interest the retail grocers are taking in the cigar and tobacco trade. A representative of this paper, in visiting the warerooms of The Dominion Show Case Co., was shown an order for a cigar case from an Oakville merchant who had seen their advertisement in "The Canadian Grocer," and later in the same day he saw a letter from a Cooksville merchant to a manufacturer ordering a sample lot of a brand of cigars which he also had seen advertised in this paper. Both manufacturers intimated that such orders were of frequent occurrence. We have, from time to time, asked our grocer friends to try the experiment of keeping a better line of cigars, and it is worth while noting the experience of one of Toronto's leading retailers in this connection. Messrs. Moore & Son, Spadina avenue, have a cigar department fully in keeping with the general equipment of their well-known establishment, and state that they devote their attention almost exclusively in this line to the selling of high-grade cigars. Fully 90 per cent of their sales are of the better class, the enquiry for the cheaper lines being of a very limited nature. They have devoted quite a little attention to this branch for some time past and results have been of the most satisfactory character.

Character in Smoking.

ACCORDING to a man's manner of smoking you shall know him, is the opinion of a keen observer of habits and characteristics.

Let him gnaw at the end of his cigar and roll it between his lips, and you may depend he is cynical, likely to look always on the wrong side of human nature, and not to trust anyone completely.

The man who smokes with his cigar tilted upwards has the traits that make for success, is brisk, aggressive, and likely to triumph over interference with his wishes. The smoker who guards his cigar jealously and will smoke it almost up to the point of charring his mustache or burning his nose, is a tactician, scheming, self-seeking, and with an intense desire for power.

The cigar tilted toward the chin denotes the day dreamer, the person who may have ideas and ambitions, but seldom the practicality to carry them out.

The cigar held steadily and horizontally indicates a callous, calculating nature, strong traits, but poor principles—the sort of a man who could be brutal with indifference should occasion arise.

Men who let their cigar go out and then try to relight it, also those who, after smoking for a while, let the cigar go out and then throw it away, are likely to be irrational and without the capacity to put their powers to use.

Men of quick, vivacious temper hardly touch the tip of their cigar with their teeth and after taking two or three whiffs will remove it and hold it in their hand in absent-minded fashion. They are men who change their opinions and ambitions often and require the spur of novelty or necessity to make them exert their best powers.

The man who, after lighting his cigar, holds it not only between his teeth and lips, but with two, three or four fingers of his left hand, is fastidious and possessed of much personal pride. Such a person will often remove his cigar and examine the lighted end to see if it is burning evenly and steadily. Such actions indicate carefulness, sagacity, and a character worthy of confidence and esteem.

The smoker who sends forth smoke from both corners of the mouth in two different puffs is crochety and hard to get along with, though he may have good mental faculties.

The spendthrift, sometimes the adventurer, is declared by the act of biting off the end of a cigar. Lack of judgment, dislike to pay debts, and not over-niceness of habits are declared by this practice.

The pipe smoker who grips his pipe so firmly between his teeth that marks are left on the mouthpiece is mettlesome, of quick, nervous temper, and likes to be tenacious of his opinions one way or another.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

A Winner !

The efforts you are making to win new cigar trade will be helped beyond measure by stocking up with an assortment of my cigars. This is no idle dream. I can prove it by what my cigars have done for other grocers.

My "Pharaoh" 10-cent and my "Pebble" 5-cent cigars are sure "winners." All I ask is the chance to prove it. Let me send you an assortment at my own expense.

J. BRUCE PAYNE, Limited,
Granby, Que.

"La Fama Cigars"

(Same text as last week, you'll observe).

But there are texts and texts. Some can be preached threadbare in one effort, others furnish a subject that something new may be said of each attempt. It would be impossible to exhaust the supply of good things that can be and are told of our La Fama.

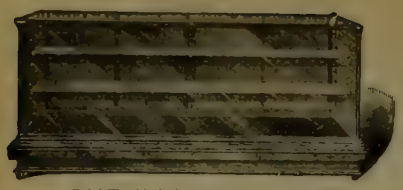
Ask any one who has tried them.

Brener Bros., London, Can.
Manufacturers.

No Zig-Zagging.

For long years
Tuckett's "**Marguerite**" **Cigars**
have had an absolutely straight-forward record.
Quality never trifled with. No dealer—that is, no dealer who knows his business—is ever without them.

Tuckett Cigar Co., Limited, Hamilton.



OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

RONTO

The Best 5c. Cigar.

T. J. Horrocks, Toronto

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

Have put upon the market a new brand known as **The Great 5c. Cut Plug,** 2-oz. package, retails at 5c. per pkg.

The Chamberlain Cigar

is as pre-eminently a leader as the politician whose name it bears. It will establish its own following wherever introduced.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

Cigars from $13 to $125 per 1,000.

Smoking

BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

Union Made.

You Are Prejudiced

possibly, in favor of certain brands of Tobacco, and are unwilling to stock a new line, even though there's money in it. But surely your prejudice is ill-founded. Consider our growth. Our growth is our best argument.

Chewing

TONKA
SOLID COMFORT
PINCHIN'S
HAND - MADE

Union Made.

THE McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

Many smokers, no matter how many cigar cases they have, carry their cigars in their upper left-hand waistcoat pocket. This fault indicates a love of self-indulgence and disinclination to make the slightest exertion other than is absolutely necessary.

These observations, it should be remembered, are those of a woman who has been observing men who smoke.—United States Tobacco Journal.

Porto Rico Union.

Cigarmakers' Union of San Juan, Porto Rico held a mass meeting at the Federacion Libre quarters for the purpose of delivering the charter to the union and administering the oath of allegiance to The International Cigarmakers' Union of America. This is the first cigarmakers' union in Porto Rico which has joined the American Federation of Labor. The cigar manufacturers who give support to this union will enjoy the privilege of using union labels on their goods. Then the Porto Rico cigars will not be boycotted as now by the miners, steel workers and other unions of Porto Rico. The cigarmakers' union label is marked "District of Porto Rico."

Smoking Among the Ancients.

The frequency with which old pipes made of clay, wood and metal have been found in England, Ireland, Germany, Switzerland, and France, has led archaeologists to the belief that the ancients may have smoked, says The Scientific American. The belief receives some color from passages in ancient authors. Herodotus remarks that the inhabitants of the Aroxes Islands, supposed to be the modern Volga, "were wont to throw piles of fruit on a fire and then to inhale the vapor, with the result that they became as drunk as ever the Greeks became after drinking the wine, and the more fruit they threw on the fire the more drunk they became." Pomponius Mela talks in a similar strain of certain Thracian tribes. Pliny asserts that the vapor of plants was used to cure diseases and says that in some instances it was even inhaled through a tube.

Cigar Clippers and Hygiene.

At Scranton, Pa., the superintendent of the board of health has been urging war on machines for clipping the end off a cigar. He declares it to be his opinion that many diseases are transmitted by means of the cigar cutters. He declares that he has noted that many smokers after purchasing a cigar place it in their mouths and moisten it before placing it in the cutter to remove the tip. This, he says, is likely to result in disease germs being conveyed to the cutter, and then transmitted to the mouth of the next smoker who uses it for removing the tip of his cigar.

Tobacco in South Africa.

The efforts of The British South African Co. to raise fine tobacco in that part of the world seems to be reaping success. They have just announced a second crop of the best leaf in the Makoni district, Mashonaland, Southern Rhodesia.

Tobacco Trust in Japan.

The American Tobacco Trust has bought up all the tobacco interests of any importance in Japan. They are all situated in the southern portion of the country. They are all being worked to their fullest capacity, but where the consumer finds a difference is in the fact that the prices are regulated from the United States. The trust gives an order that such a price is to be paid and the Japs simply have to pay it.

A Light That Failed.

That the aromatic weed hath charms as potent as music "that soothes the savage breast," is acknowledged by competent critics, and even poets have not disdained from making it a subject. Witness the latest :—

The maid, as by the papers doth appear,
Whom fifty thousand dollars made so dear,
To test Lothario's passion, simply said :
"Forego the weed before we go to wed.
For smoke take flame ; I'll be that
flame's bright fanner ;
To have your Anna, give up your
Havana."
But he, when thus she brought him to
the scratch,
Lit his cigar and threw away his match.
—The Humbler Poets.

Tobacco Notes.

Jack Hamilton, the Ontario representative of Harris & Harkness, Montreal, visited Toronto last week.

T. J. Horrocks, Toronto, says that for some weeks he has been unable to supply the demand for the Ronto cigar.

Isaac Blumensteil, Hamilton, who has not of late been in the best of health, is taking a short vacation in the neighboring States.

The business of Webb Bros., cigar dealers, Toronto, has been taken over by the largest creditors under power of chattel mortgage.

L. Gonzales & Co.'s cigar store, Montreal, was burglarized a few days ago and the robbers succeeded in levanting with a large quantity of goods.

The Wallaceburg cigar factory, which has been run by Bowers & Philp, has been purchased by O'Brien Bros., of Chatham, and the material and stuff moved there.

Pipes S.H.

The Largest Pipe House in Canada.

TRADE MARK.

Write for Prices.

THE W. H. STEELE CO, LIMITED

40 SCOTT ST., TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

The extensive additions of the works of The McAlpin Tobacco Co., Toronto, are nearing completion and the new wing will likely be ready for occupation early next month.

The W. H. Steele Co., Ltd., Toronto, report a good enquiry for all of their Big 4 lines. In high-grade goods there is a specially active demand for their "Security" cigar.

Mr. Isaac Harris, father of Samuel Harris, of the cigar firm of Harris & Harkness, Montreal, died recently in that city, at the age of 71 years. Deceased was well known in Hebrew circles and was a citizen very much respected.

Deputations representing the tobacco interests in several cities have visited Ottawa during the past few days to protest against the proposed new anti-cigarette clause in the Criminal Code. The usual promise of consideration was received.

Mr. J. S. Williams of The American Tobacco Co., is at the Windsor Hotel, Montreal. Mr. Williams returns from a tour of inspection of the company's branches and agencies in the Maritime Provinces. He reports most satisfactorily of the state of trade in the east and sees a decided improvement in the plug tobacco trade of his company.

MEN OF THE ROAD.

READERS of THE GROCER will readily recognize the genial countenance and generous figure of W. E. Henderson, who does Southern Ontario from Brockville to Windsor for Thos. Wood & Co., Boston and Montreal, of Wood's Boston Coffees fame. 10 years business in Hamilton and 15 years on the road have given Mr. Henderson a pretty thorough knowledge of the tea and coffee trade and connection with the fraternity throughout Ontario.

Trade prospects Mr. Henderson reports bright, and in his own line a growing demand for the Canadian Souvenir Tin coffee and Primrose package tea.

W. E. Henderson.

Mr. Henderson was formerly with S.H. and A. S. Ewing, coffees and spicesi Montreal.

SALESMEN WHO CREATE BUSINESS.

SALESMEN who are able to go out into the world and create business are the highest types of the men of that profession, says The Retailers' Journal. With such salesmen the central and ever dominating idea is to make business, not merely take orders from old customers. How to accomplish their purpose is the thing which they are at work on constantly. While other salesmen may be telling stories or having a good time waiting for a chance to see a customer, the man with the creative thought uppermost in his mind is trying to study out a plan whereby he can carry out his purpose.

As a rule, it will be noticed that the best salesmen of this class make but little fuss when talking business with their customers, but it will also be noticed that what they have to say goes right home, and instead of arguing with the customer he instructs him—tells him things of interest about the goods under consideration. He will point out qualities that another salesman never knew existed, and he will tell about these things in such a way as to command the attention of the customer. And what is more, he will tell the truth, and tell it in such a simple, straightforward way that the customer will be certain that it is the truth.

The salesman who is able to create business does not resort to the cheap tricks which the man on the road often resorts to in order to sell goods, for he knows it is not profitable. He wants to sell his customer again and he must retain his confidence. He must feel certain that the customer believes implicitly all he says, for this is necessary to his general plan of work.

This idea of knowing just a little more about his goods than the mere order-taker knows is the key to the true salesman's success. He must first know what he is talking about when he attempts to sell the retail merchant a bill of goods. If he has cultivated along with his knowledge some graces of speech and manner he will be better able to present his case. The man of refinement who will talk of things whose nature he thoroughly understands can always get a hearing and sell goods, enlarging all the time the field they are made to occupy. Such salesmen are truly creators of business.

CO-OPERATIVE PACKING OF APPLES.

THE English merchant does not like to handle small lots and experimental packages, says Mr. W. A. MacKinnon, chief of the Fruit Division, Ottawa. He wants thousands of barrels, all uniform in quality, variety, packing and package. This uniformity, however, cannot be secured where packing is done in small quantities in orchards. The time has arrived in the history of the apple trade in Canada when large packing houses must be the order of the day. Whether these large packing houses are controlled by co-operative associations or by capitalists who have a knowledge of the apple business is a matter of comparative indifference. It does, however, seem quite possible for intelligent growers to unite in co-operative associations and secure all the advantages that accrue to the capitalist, as well as those that come by packing in large quantities. These storehouses are not necessarily expensive buildings. They should be frostproof and large enough to accommodate the full crop of the patrons. It is not at all difficult to get plans that have worked well in other parts of the country. The aim should be to secure as large a quantity of good stock as possible, to grade it uniformly, mark it honestly according to the requirements of the Fruit Marks Act, and sell through any medium that may offer the greatest advantages. There is not the slightest doubt that if such an association were formed in any of the fruit districts and such a packing house established, it would attract buyers from every market, and the apples could be sold for spot cash. It is sincerely to be hoped that the good business men among the apple growers will take this into their serious consideration. It is not merely a question whether their own apples will be sold at the proper figure or not. They should be, even for their own sakes, deeply interested in the sale of their neighbors' apples. A careful analysis of the conditions of the trade will show that prices in fruit especially are often sadly depressed for the want of selling ability on the part of the small grower. It therefore behooves the more intelligent and larger grower to interest himself in the fruit of his less fortunate neighbor.

Do You Care

whether your goods reach your customers in good order or not? Our Brown and Manilla Wrapping Papers can be depended upon. Their characteristics are strength and durability.

Full Count. **Full Weight.**

MADE IN CANADA

BY THE

Canada Paper Co., Limited

TORONTO MONTREAL.

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby St., Detroit, Mich.

Flett's

Pickle Uniformity.

FLETT'S PICKLES don't vary in quality. There is but one grade—the best — its standard never varies. Your customer soon notices this.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

Paterson's Worcester Sauce

always makes your customer speak well of you.

ROSE & LAFLAMME,
Agents, - Montreal.

a Sauce

that is a seller

Brand's A1 Sauce

a fine tonic and digestive.

You handle other sauces no doubt, but for a real **A1 Rapid Seller** and, once introduced, will hold your trade, **Brand's A1 SAUCE** has no equal.

A post card will bring you a sample and terms, by addressing

I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS
BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

England leads the world in

MALT VINEGARS

and

Grimble's

PURE MALT

BRAND.

Vinegar

heads the list.

Brewery: LONDON, England.

Agent—Mr. I. S. WOTHERSPOON,
Board of Trade Bldgs. MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Suggestion of a Need Oftentimes Creates it.

THE following latter has been received from a Montreal reader of THE GROCER, who shows his interest in this department in a substantial way. A note of sincerity and enthusiasm rings through the circulars he has sent me, which is the most effective thing about them. I reproduce extracts from one of his circulars this week outlining the "Doll Competition" referred to in his letter. Here is his letter—I am sure it will be appreciated by all my readers, as it is by myself:

Montreal, July 1, 1903.

W. ARTHUR LYDIATT ESQ.,
Toronto, Ont.

DEAR SIR,—I've often wished to send you a few of my circulars, but I don't know if I was afraid of your criticism of them or for want of time that I have not done so before. I think the latter is the reason.

I've been in business now almost three years, and started with a capital of $150 of my own; the balance I borrowed, and in that time have cleared myself of it all and have a nice little sum to the good, which I consider pretty good. I think my experience is worth something, for it's not the experience of a man doing a bad business that we want, but of some that are doing well.

The second year I was here I took a contract with the leading paper of this city, The Star, and consider my money thrown away (I call it my $100 mistake), and my experience is that newspaper advertising is no good to a store as mine is situated, in the suburbs, though it might be well with one in the centre of the city. I mean by that that you can draw trade from the four corners to the centre, but not from the centre or other corners to another corner. I did not get any results from my advertising.

But I find the only way for a retail store to tell the people what it has to sell and at what prices, is to do so direct—by circulars. I have done so once a month with the best of results.

Now this may not meet the approval of a credit store, as some customers may have a big balance on their books, and they are the ones that take advantage of any cut price he might be offering, but I'm only giving my own experience.

I am doing a cash business. I have been in business almost three years here and would give all the credit I have for $50.

We have the G.T.R. pay-day once a month (which is far too long), and, as most of our customers are employed there, we make it a point to always have our circulars distributed a few days before; and I might say here, that the main thing is to have them distributed properly by some reliable persons.

Extra stock I have in any time I make a special run on them. I always try and make it a point to begin with something that everybody wants, as sugar, butter, potatoes, etc.

I would call your attention to the circular of the "Doll Competition." It was the best advertising I have had so far. My object in getting this up was to make a window display, and I might say that I made it just about this time last year—in the holidays. I got 70 dolls in and gave the prize dolls to the most comical. That brought me all kinds and did not bar the poor girl from sending hers, as the best dressed doll would have done. I had a window that everyone that passed stopped and looked—and had a good laugh. Children that would not go messages for their mothers would ask them if they did not want something, so they could come to the store and have a look at the dolls.

My "concert" one was also a good one, but there was too much work attached to it.

I am also sending you a needle case that I have for my next one. I'm advertising that I will give one free with each pound of our best tea, coffee or pepper. I will send you a circular if you would care for one.

In closing this long letter I would say that I think there is only one way to run a grocery store (or any other kind) and that is CASH—as I think people would be better off if they paid cash.

Yours very truly,
W. J. CONDRON

RAGAMUFFIN DOLL COMPETITION

To reward our girl customers, we will give the three beautiful dolls that we are showing in our window, to the three most comical and worst dressed dolls that will be brought to us before the 30th of this month.

The conditions are that the dolls must be left with us from the 30th of August to the 15th of September. On that date we will have three ladies of the Pointe as judges; there will be no name on any of the dolls so that there will be no partiality shown; we are doing this so that every girl in Pointe St. Charles, rich or poor, can have the same chance to win.

The biggest doll costs $10.00, the next $8.00 and the other $6.00, so that they are worth trying to win.

Mr. Condron's very interesting letter opens the way for considerable comment on the points he has brought out, but I will confine myself to calling your attention to his remarks on newspaper advertising.

As I took occasion to remark a few weeks ago, it has been the rather expensive experience of numbers of grocers in the larger cities that advertising in the newspapers of large circulation and high rates does not pay. Through the impressive arguments of some advertising solicitor, or their own reasoning, they become enthusiastic over the opportunities for business-getting that lie in spreading out and throwing business-drawing magnets in the way of close prices broadcast, in the hope of drawing trade from the four corners of the city.

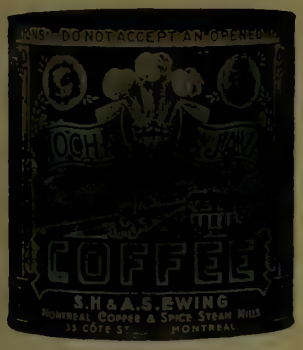
As Mr. Condron remarks: "It is possible to draw trade from the four corners to the centre," but it must be a genuine and continuous set of bargains, or some unusual merchandising power that will make sufficient people go out of their way to buy their groceries at your store, to make the newspaper advertising pay. As a rule it is necessary to make cut prices the drawing card—then it takes a lot of trade to make up for the cost of this expensive advertising, and pay for the extra clerk hire and the delivery and other expenses connected with doing a large bargain trade.

For the "locality" grocer in the larger cities—such, for instance, as my correspondent—the circular (or better still, the store paper) is precisely the proper thing.

But in the smaller towns and cities—as well as in the many villages and trading centres—the trade-pulling power of a good space well used in the local newspaper cannot be overestimated.

Some of Mr. Condron's circulars are very interesting in some respects, and I will reproduce some of them and make further comment next week

Established 1845



1 and 2-lb. Tins.

COFFEE

S. H. & A. S. E. MOCHA AND JAVA COFFEE, put up in 1 and 2-lb. tins (as cut) possesses a peculiarly rich aromatic flavor. It is something RICHER, BETTER than the others, hard to define, but easily distinguished by a trial. NOT CHEAPER, BUT BETTER. If you have, or want to gain, a good class of customers whom it is difficult to satisfy with coffee, give them **S. H. & A. S. EWING'S,** and watch results. PURITY, QUALITY AND UNIFORMITY GUARANTEED.

SPICES

S. H. & A. S. EWING'S HIGH-GRADE SPICES have stood as a standard of the BEST for over half a century. Why handle inferior goods when you can get **S. H. & A. S. EWING'S** at the same figures. QUALITY FIRST.

S. H. & A. S. EWING,

The Montreal Coffee and Spice Steam Mills,
55 Cote St., MONTREAL, P.Q.

Established 1845

TIP-TOP SOAP CHIPS

Send for sample packets for free distribution.

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited, Toronto, Canada. Telephone, 1618 Main.

High-Class Grocers' Co-Operation

High-class Grocers all over Canada appreciate the quality of **"Quaker" Ceylon Tea,** which, being sealed in Ceylon, is absolutely free from contamination or adulteration. We want to send samples to any Grocer who does not yet know "Quaker" Ceylon Tea.

J. A. MATHEWSON & CO., MONTREAL,
Agents for Canada and Newfoundland.

RECEPTION WAFERS

In one pound tins. A very attractive package.
Something nice for Teas, etc.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

CONFECTIONERY

A Department
for Retailers.

Department in the Grocery.

THERE are very few retail grocers in towns and villages who do not have a confectionery department. THE CANADIAN GROCER has seen some very nice ones. A showcase of confectionery, even if only a small one, has in itself a very bright, attractive appearance, and its very presence gives the grocery store an improved appearance.

However, some of the grocers do not pay as much attention to the confectionery department as they might. Some content themselves with a few jars of the more common candies, and a few tins of fancy biscuits; they only devote a couple of shelves to the department. If they go so far, why not go a little farther and do the thing properly? A person cannot hope to make a success of anything if he only goes into it quarter or half way. "Things done by halves are never done well."

In some stores in towns or villages THE CANADIAN GROCER has noticed that the grocers often allow their confectionery commodities to be scattered all over the store. Perhaps they will have a small showcase on the end of the counter nearest the door. There will be a row of tins of fancy biscuits at the back of the store along with innumerable kinds of breakfast foods. About the middle of the store will be a couple of shelves containing jars of candies of different kinds among other shelves containing pickles, canned goods and spice tins.

How much better would it be to have all together—have a department that is a department? Leaving out of consideration the appropriateness and good appearance of having everything in the confectionery line together, the handiness of the thing should induce the grocer to so arrange the department.

City grocers do not handle confectionery so generally as the rural ones, on account, likely, of there being so many confectionery stores to compete with. However, very many city grocers do go in for it and make it pay. Those that have the department do, as a rule, pay more attention to the arrangement of it than the majority of rural grocers.

THE CANADIAN GROCER was very much attracted with the arrangement of a grocery store, in the city of Toronto, visited recently. Along the side of the store were the grocery counter and shelves. On the opposite side, at the back, was the provision department, and next the door on the same side was the confectionery department. Everything in the place looked fresh and bright, and the appearance of the confectionery display helped very materially to bring about that effect. There is a short counter, the half of which is taken up by the showcase. Behind the counter are shelves, the lower ones being occupied with show-tins of fancy biscuits and the upper ones with jars of small confectionery. Piled on the top of the shelves are boxes of soda biscuits.

The proprietor of the store says that one would be surprised at the amount of confectionery he sells to his grocery customers.

Ice Cream in the Eighteenth Century.

THE idea that ice cream is the invention of these later days is dispelled by the directions which are found for its making in the New Universal Complete Confectioner, published in London, Eng., over two hundred years ago. The primitive methods employed may incite a smile as one tries to imagine them applied to supply the present day demand for this refreshing delicacy. The directions of our Universal Complete Confectioner are:

"Take two pewter basins, one larger than the other; the inward one must have a close cover, into which you put your cream, and mix it with what you think proper to give it a flavor and color, as raspberries, etc.; then sweeten it to your taste, cover it close and set it in the larger basin; fill it with ice and a large handful of salt, under and over and round about; let it stand in the ice three-quarters of an hour, uncover and stir it and the cream well together; then cover it again, let it stand half an hour longer and turn it into your plate. Your basins should be three-cornered. That four colors may be in one plate; one color should be yellow, another green, another red and a fourth white; but that depends on fancy and what you color them with, as any sort of fruit, saffron or cochineal, and for the green there are several sorts of juice; all must be flavored with a different sort of fruit; the white wants nothing but orange-flowe water and sugar; these basins are made at the pewterers for the above use. Some make their cream in tin pans and mix three pennies' worth of saltpetre and two pennies' worth of rock alum; both beat fine with ice, as also three pennies' worth of bay salt; lay it around the pan as above, cover it with a coarse cloth and let it stand two hours."

Sugar as Medicine.

Confectioners should be in a position to inform the general public of the delusion under which they labor when they try to argue that confectionery is injurious to the health, says The Canadian Confectioner and Baker. Many people still think so, though they grow less year by year, and the majority of people agree that sweets in moderation are beneficial. An instance is stated of a person who was so severely affected with dyspepsia that frequently he was forced to abstain from taking food for many hours. On these occasions pains in the head become very severe, followed by extreme nausea. On one occasion the patient experimented with some lumps of brown sugar, which he dipped into water and ate very slowly. In his own words his head was "beating like a trip-hammer" when he commenced taking the sugar. He almost immediately felt the beneficial effects of the sugar, which caused the pain in the head to stop and materially aided the stomach.

Frosting.

A frosting, that is adapted for coffee cakes and honey goods, that is soft and pliable can be made in the following manner: Four ounces gelatine, two quarts water, one quart white of egg, one-half ounce alum, one-half ounce cream tartar, one quarter ounce extract vanilla, twenty-three pounds pulverized sugar. Heat one quart of the water and dissolve the gelatine in it, and pour into a cake mixer; turn on the power and add the white of eggs and then the extract of vanilla. Dissolve the alum in the remaining quart of water and sift the cream tartar into the sugar. Add the water and the sugar; the mixer should run slowly, not over thirty revolutions per minute. Let it run unti it is beaten to the right consistency to rspread on the cake.

BROCK'S BIRD SEED

IS PERFECTION. IT PAYS TO SELL.

SAMPLES FREE.

NICHOLSON & BROCK, TORONTO.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

BERLIN BRUSH CO.

WATERLOO.

Manufacturers of

Fine Whisks, Brooms, and Brushes

We want your trade and if your name is not on our travellers, list, let us know and we will send our quotations or have a man call at earliest opportunity.

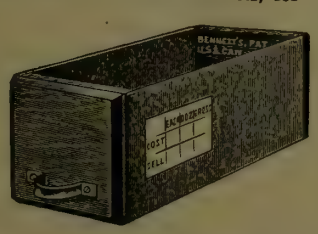
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware, Grocery, Seed and Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

COWAN'S

Perfection Cocoa (Maple Leaf Label) **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"

TABLE SALT

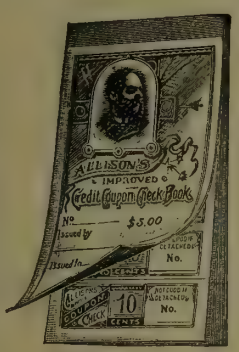
Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Agents for the Canadian Salt Co., Windsor, Ont.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,

Indianapolis, Indiana.

GUELPH

Business College

The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.

MALCOLM MACCORMICK, B. A., Principal, GUELPH, ONT.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited

Montreal and Toronto

For over a Century and a Half.

KEEN'S MUSTARD

has been on the market since **1742.**

Its trade has been increasing ever since this time.

Looks as if it must have stability.

Its stability has been built up on its quality.

Leading grocers all sell it.

Current Market Quotations for Proprietary Articles

July 30, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 56
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25

OCEAN MILLS.

	Per doz.
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size.	
Full price list on application.	

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 35
" " " B, 4 "	3 95
" " " C, 3 "	3 70
" " " D, 3 "	3 50
" " " F, 3 "	3 20
" " " G, 3 "	2 95
" " " I, 3 "	2 60

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Biscuits.

CARR & CO., LIMITED
Frank Magor & Co., Agents.

Cafe Noir	$0 15
Ensign	0 12½
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb.
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.
Frank Magor & Co., Agents. Per

Cocoa essence, 3-oz. packages	$1 65
Mexican Chocolate, ¼ and ½-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb tins	0 35½

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

Some Starches are Dear at any Price.

THE OLD AND RELIABLE

Benson's Corn Starch

Now is the time to push Starch	It's too hot to talk shop	**Show Edwardsburgh Goods,** THEIR QUALITY ALWAYS TALKS

is cheap at whatever the price.

The EDWARDSBURGH STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. — Works: CARDINAL, ONT. — 164 St. James St., MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's, per box 3 00
Soluble chocolate (hot or cold soda) 1-lb. cans 0 42
Vanilla chocolate wafers, 48 to box, per box 1 65

Cocoanut.

L. SCHEPP & CO.

	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
½ and ¼-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand $1 65
Gold Seal" brand 1 30
Peerless" brand evaporated cream.. 1 02

Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars....per doz.		$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case $0 62
4 doz. packages (12 to a case) 0 75
6 doz. packages (12 to a case) 0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews).	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. "	9 00
2-oz. Anchor extracts	12 00
4-oz. "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	....	$1 50
Clear jelly marmalade	....	1 80
Strawberry W. F. jam	....	2 00
Raspberry " "	....	2 00
Apricot " "	....	1 75
Black currant " "	....	1 85
Other jams "	$1 55	1 90
Red currant jelly	....	2 75

T. UPTON & CO.

Pure Fruit Jams—
1-lb. glass jars, 2 doz. in case, per doz. $0 95
2¼-lb. tin pail, 2 doz. in crate, per lb. 0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate ..... per lb. 0 06
7, 14 and 30-lb. wood pails, " 0 06
Pure Fruit Jellies—
1-lb. glass jars, 2 doz. in case, per doz. 0 95
7, 14 and 30-lb. wood pails, ...per lb. 0 06
Home Made Jams—
1-lb. glass jars (16-oz. gem.) 1 doz. in case ..... per doz. 1 50
5 and 7-lb. tin pails ..... per lb. 0 09
7, 14 and 30-lb. wood pails.... " 0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans ..... per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks.....	0 73
Dulce large cent sticks, 100 in box...	....

RECKITT'S BLUE and BLACK LEAD {Always give your Customers Satisfaction

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
"Old Crow," 12-lb. boxes—		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.		0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	0 09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

cement stoppers (pints)	per doz.	$ 2 30
Corked "	"	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½ lb "	2 75
No. 3, " { 30 1-lb. " } { 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¼
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH.

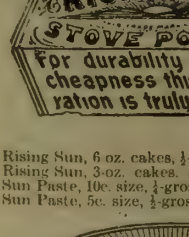
Cases, 64 packages, 48's	5 00
½-Cases, 32 packages, 24's	2 50
Packages 10c. each.	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05¼
Kegs, 100 lb.	0 05¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05¼
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maize Corn Starch	
1-lb. packages, boxes 40 lb.	0 06¾

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" " 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05¼
" 100-lb. kegs	0 05¼
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs. 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6 oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

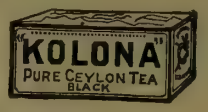
"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	}	0 35
" " 30 1-lb.	}	
" " 120 ½-lb.		0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25
Packed same as blacks.		

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. M. ARCEAU, Montreal,

Japan Teas—		
"Condor" I 40-lb. boxes		$0 42
" II 40-lb. boxes		0 40
" III 80-lb. "		0 37
" IV 80-lb. "		0 34
" V 80-lb "		0 30
" XXXX 80-lb. boxes		0 26
" XXXX 30-lb. "		0 27½
" XXX 80-lb. "		0 23½
" XXX 30-lb. "		0 24½
" XX 80-lb. "		0 20
" XX 30-lb. "		0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 30
Black Teas—"Nectar" in lead packets—		
Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " —Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 50
"Condor" Ceylon black tea in lead packets—		
Green Label, ⅛s, ¼s and ½s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ⅛s and ¼s, 60-lb. cases	retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases	retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases	retail	0 60 at 0 40
Black Teas "Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages. (25 1-lb. "	$0 35 0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages. (25 1-lb. "	0 29 0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb..	(50 ½-lb. packages. (25 1-lb. "	0 23 0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages (25 1-lb. "	0 35 0 34
Green Ceylon, No. 2,	(50 ½-lb. packages (25 lb. "	0 29 0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, ½ oz.	0 38
" Bobs, 5s. and 10s.	0 39
" " 11½ oz. bars, 5½s.	0 39
" Currency, 13½ oz. bars, 11s.	0 42
" " 6s. and 11's	0 42
" Old Fox, narrow, 11s.	0 42
" Snowshoe, 1 lb. bars, sp'c'd 6s	0 46
" Pay Roll, 6s.	0 47
" Fair Play, 7s. and 12s.	0 48

Vinegars.

	Per gal.
E. D. MARCEAU, Montreal.	
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20
Special prices to buyers of large quantities.	
JOHN HOPE & CO., Montreal.	
Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Sld. Bk. Globe	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 00
" " 1	8 00
" " 2	7 00
" " 3	6 00
Pails, No. 1, 2 hoops	1 65
" " 3 "	1 80

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—***the highest.*** Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—***you'll gain it and you'll keep it.***

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed in the vineyards where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. ***You should place your orders now for prompt delivery.*** Ask your wholesaler. Insist on having the "Griffin" Brand. ***They satisfy.***

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

Borden's

Brands of Condensed Milk and Evaporated Cream at Canadian Prices.

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**

LIPTON'S TEAS

Have the largest sale in the world.
Direct from our own gardens.

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

WRITE TO THE AGENTS—

Laporte, Martin & Cie., - - - Montreal.

ARE YOU USING OUR——

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG. Limited

James Ewart

MANUFACTURER OF

High-Grade Delivery

WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 1188.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

MERCHANTS

Do you use Scales? Why do you use them? Do you no **depend upon your Scales for the profit** you make between buying and selling price?

The **Toledo Automatic Springless** Computing **Scales** will **in crease** your **profits**, as they **absolutely** stop the necessity of giving down or **over weight**, and are absolutely the only fully legalized Sca that will make your **bulk** packages **hold out weight.**

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

The First Step

This man is writing for our 1903 catalogue: something has happened in his store to make him think, and when a man gets thinking something generally moves.

This time it's that pound and ounce scale that's going to move: he's tired of having his clerks give overweight.

Now he's finding out what this Nearweight Detector is.

Suppose you do the same thing. Our catalogue tells it all, shows how to

Ask Dept. M. for catalogue.

Save three Pennies too.

Do it to-day; only takes a postal card.

THE COMPUTING SCALE CO. OF CANADA, LIMITED.
164 King St West, Toronto, Canada.

In the selling of

Lime Juice
Lime Juice Cordial
AND
Raspberry Vinegar

the grocer has a chance to sell pleasant and profitable drinks as well as food. These drinks create a demand that brings trade.

The **T. A. LYTLE COMPANY, Limited**

124-128 Richmond St. West, TORONTO.

TO MAKE PERMANENT CUSTOMERS SELECT RELIABLE GOODS

Rigid scrutiny reveals nothing but goodness, because we succeed in supplying the best. Another point for your consideration is the fact that our greatly increased factory facilities have enabled us to improve qualities without corresponding increase in cost, thus leaving a wider margin of profit than before to the dealer.

KITCHENWARE Brooms, Brushes, Pails, Tubs, Towel Rollers, Racks, Can Openers, Carpet Whips, Wooden Spoons, Rolling Pins, Potato Mashers, Pastry Boards, Chopping Trays, Bread Boards, Pie Plates, Self-Wringing Mops, Mop Holders, Clothes Wringers, Tub Stands, Washing Machines, Clothes Horses, Etc.

If our representative does not visit your town, write us, and we will, if possible, arrange for him to call upon you, or we will send you quotations and full particulars of these goods by mail.

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: Toronto.

LONDON WAREHOUSE:
71 Dundas St.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

JAPAN

IS NOTED FOR ITS

—TEA—

The **Grocer** who sells Japan Tea consults his own best interests, and gives his customers a **pure, healthful** Tea, that gives entire satisfaction.

No other Tea has the **Flavor** of Japan!
No other Tea has the **Sale** of Japan!
No other Tea **Pleases** the **Grocer** like

JAPAN TEA!

THE CONSUMER

is the judge, and he

USES

Crystal Granulated Sugar

because it is pure, bright and even-grained.

The Wallaceburg Sugar Co. LIMITED

WALLACEBURG, ONT.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

If Your Idea

is not merely "to make a sale" as the phrase goes, but to make a patron of every customer who walks into your store—not with words, but with goods—sell Tea Rose Drips—the best brand of pure cane sugar syrup on the market to-day—without exception.

ROSE & LAFLAMME, Agents,
MONTREAL.

"Nonpareil Jellies."

Knowledge Together With Experience

Is the secret of success in any walk of life. It is the wise dealer who, knowing the quality of Nonpareil Jellies, uses his experience and pushes them.

ROSE & LAFLAMME, Agents,
MONTREAL.

CEYLON TEA exactly suits the palate of the Canadian people. It pleases wherever it goes.

CEYLON TEA

BLACK and GREEN

Stands absolutely **Top**

"Do not waste time pushing other growths,
"**Ceylon Tea** sells without pushing."

ARE YOU READY ! ! !

For the Coming Season ?

The **Prompt Man** is always the **Leading Man.** Don't let your opponent lead you; lead him.

British Columbia Salmon

Four Perfect Brands—"Maple Leaf," "Lowe Inlet," "Golden Net," "Empress."

The British Columbia Packers' Association,

VANCOUVER, B. C.

It is up to you,
Mr. Canner, Mr. Packer,
to reduce your

Packing Expenses.

We can put you on the

"Right Road"

WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.
LIMITED
DUNDAS, CANADA.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

HAVE YOU TRIED

"Montserrat"

Pure Lime FRUIT Juice

With Aerated Waters or Water, as a cooling and refreshing beverage at all seasons? If not, try it.

Obtainable from Grocers and Druggists.

"MONTSERRAT" is the best Lime Fruit Juice obtainable. Analysis in June, 1898, pronounces it 25 per cent. stronger than other juices, therefore better value for your money. The small bottle contains 40 drinks and is equivalent to 30 lemons and much more convenient. A quarter to half a wineglassful in a tumbler of cold water, sweetened to taste, is the most delightful, healthful and economical beverage. "MONTSERRAT" is made from CULTIVATED LIMES.

EVANS and SONS, Limited,

MONTREAL AND TORONTO.

If You're a Grocer Who Advertises

—who is going to advertise or who should advertise—in fact, if you want to sell the most goods and make the most money possible, you ought to have a copy of "100 Good Ads for a Grocery Store," a book of ideas for ads — thought-stimulators and business-getters—every one of them.

Each one presents some convincing argument about your business—about the goods in your store—just as well as though specially written for you.

Sufficient copy for a year's advertising, allowing two ads a week—a lot of bright remarks suitable for ad headlines, show cards, etc., and an introductory talk on best methods for grocers.

All for one dollar—truly a big dollar's worth.

SEND A DOLLAR FOR A COPY—NOW.

MacLean Publishing Co.,
TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

DON'T FORGET

that your parcels should be well wrapped. Our brown and manilla wrapping papers are just the thing to protect a parcel from injury.

FULL COUNT. FULL WEIGHT.

Made In Canada
by the

CANADA PAPER CO., Limited
TORONTO and MONTREAL

BUY

Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

Take Advantage

of our liberality for the next ten days. We can make it interesting for cash buyers.

NEW ORLEANS MOLASSES, best quality, Barrels 18c. per gallon, Half-barrels 19c. per gallon. This offer is good for ten days only.

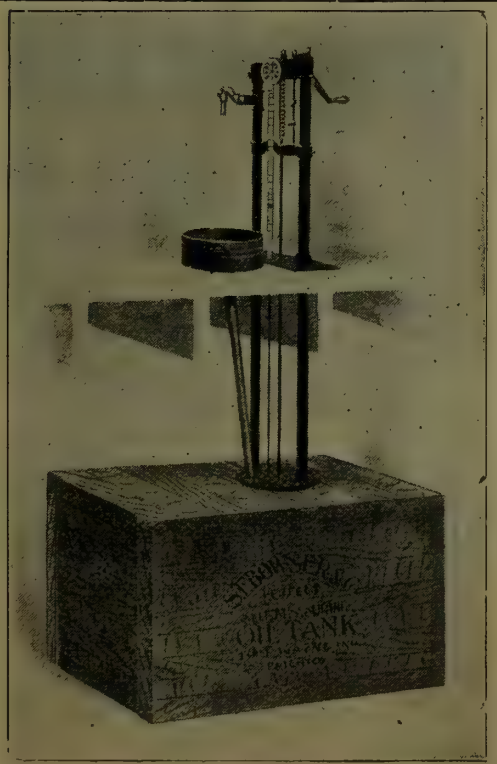
MAT FIGS in prime condition, quality guaranteed, 2c. per pound.

CANNED SALMON and VEGETABLES for Fall Delivery. We handle nothing but the best brands, and it will pay you to get our prices.

Write, telephone or telegraph at our expense if in a hurry for goods. We are prompt shippers. Positively no goods sold outside of the regular trade.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont


BASEMENT OUTFIT

NOW, THIS GROCER LAUGHS

When he sees a customer enter the door with an oil can.

The reason for his merriment is obvious. His store is equipped with the

BOWSER 3 Measure Self-Measuring **OIL TANK**

He simply hangs the can upon the pump and turns the crank. This act measures and delivers the oil into the can without labor or trouble on his part. Neither is there any waste, dirt or slop.

But let him tell his own story.

OFFICE OF
E. A. SCOTT,
CASH GROCER.

Cambridge, O., Aug. 6, 1900.

S. F. BOWSER & CO., Ft. Wayne, Ind.

Dear Sirs,—Please find enclosed herewith check in payment in full of my account. The oil tank is Strictly All Right. I used to feel badly inwardly when I saw an oil can in a customer's hand, but now—it makes me laugh.

Yours truly. E. A. SCOTT.

Is it any wonder that he laughs?

BOWSER OIL TANKS ARE A POSITIVE ECONOMY.

They save Oil, Money, Time and Labor. They pump Gallons, Half-Gallons and Quarts at a stroke. They are Neat, Clean, Handy, and enforce Economy, whether you will or no. And will make selling oil such a pleasure that you, too, will laugh when a customer comes in with an oil can.

Let us tell you more . . . Send for Catalogue "B." **S. F. BOWSER & CO.,** Factory: FORT WAYNE, IND. 65 Front Street East. TORONTO.

IT'S A FACT.

PROVE IT.

AURORA CEYLON JAPAN

You make a good profit retailing this Tea at **25 cents.**
You can please your customers just as well and sell it at **40 cents.**
The liquoring quality is that of a **50-cent Tea.**

ASK OUR TRAVELLERS ABOUT IT. ORDER A SAMPLE PACKAGE.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

Wood's Primrose Ceylon Tea

THE CORRECT THING FOR ICED TEA.

TIME SYSTEM PATIENCE

Are required to produce a proprietary article in TEAS of solid commercial value. This can only be determined with accuracy by infusion and trial by a skilled Tea Taster.

All this requires time, system, and patience, besides a thorough knowledge of the character of Tea and the habits of the Tea plant, and it is just these that are applied in producing our famous PRIMROSE TEAS.

Interest yourself in this popular selling Tea, and send to us for samples and full information.

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UNITY AND QUALITY
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Salmon to arrive,

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TORONTO.

General Agents and Wholesale Dealers in Fancy and Staple Groceries.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

IT is undoubtedly true that "in the good old days" English law created a shambles, as one of the great men of the time, living before his age, remarked. Women were hanged for stealing bread to supply the needs of famishing children left fatherless by the naval press-gang, while others paraded semi naked, and bare-footed, through the streets, were publicly whipped for offences which, to our modern eyes, would seem trivial indeed. Faulty as we find the criminal code of that time, nay, barbarous as it seems to us, there were nevertheless some provisions now abolished which, if re-enacted, would undoubtedly fill a long-felt want.

Conspicuous among these was the punishment for the offence of being a common scold, exposure in the stocks. With the removal of this salutary law, and the forgetfulness of the scriptural injunction to keep one's tongue under control, comes much heart-burning and pain in the world.

* * *

Perhaps no class in the community is more subject to unfounded reports of evil-doing, to malicious whisperings of political crimes, than is that of the, in this case at least, "unfortunate" politician. Far be it from us to say that the public man is indeed an Israelite without guile, but the converse, to wit, that he is an Israelite full to the brim with guile, would be equally far from the mark. The truth, as in many things, lies between the extremes.

The commonest kind of comment about politicians at Ottawa, that is, about those who give outward and visible signs of prosperity and a full exchequer, is that they are amassing fortunes contrary to the spirit and the letter of that noble statute, the Independence of Parliament Act. Does it ever occur to the originators of these sinister rumors that a public man may become well off without the slightest infringement of propriety even, let alone law. We have in Ottawa public men, prominent in both parties, who have become rich by the perfectly legitimate method of buying a share in some newly-discovered mine which requires money for its development, (though we hear nothing of those who have dropped round sums in others which have proven to be valueless), by taking up and pushing the invention of some genius who himself becomes rich by the timely help afforded him, and but for which he would remain in poverty, and the world at large be deprived of some valuable device, or even by the acquisition of an interest in some great proprietary remedy which, in many cases, acting as a faith cure rather than an actual specific, affects the wonderful cures ranging from tuberculosis to growing-in nails.

"Alas for the rarity of Christian charity under the sun," wrote the melodious Hood. Alas for that rarity to-day, even as in his time, and alas and doubly alas for its rarity when applied to the much-wronged class of the politicians.

* * *

Further, does it ever occur to those people who are never tired of throwing slurs at men in public life, that the patience of the recipient may finally give out, and that they may be driven to a process of reasoning, faulty in the moral code, but human none the less, that it is as well to have the game as the name?

Let us take for example, the case of the Cabinet Ministers, the men more particularly trusted with the administration of the affairs of this country, and what do we find? They are more particularly singled out for attack, because more in the public eye, and also because their detractors make more by discrediting party leaders than party followers. We do not, of course, refer to the present Government more than to its predecessor, the usage is unfortunately ever the same. Does it strike the back-biting critic that Cabinet Ministers are, on the whole, men of exceptional ability, and that being such, they are far more likely than those of puny intelligence to recognize a good thing when they see it? Does it strike them further that Ottawa, above all other places, is the Mecca to which people with schemes, both sound and unsound, are constantly coming? And finally, does it occur to them that given a vast choice of commercial projects these shrewd men are very apt to sift the wheat from the chaff and so fill well their granaries?

* * *

And why, in the name of common sense should they not take advantage of these opportunities so long as they attend to their business and give the country good service? It is a notorious fact that one and all, they are underpaid as compared with others of far less ability in the commercial walks of life, who draw, with not a tithe of the responsibility, far more than the remuneration of Cabinet Ministers and who draw it "for life and good behavior" in comparison with the precarious holding of a Minister of the Crown. More than that, is it not true that the "outs," men of great ability in many cases, are constantly examining microscopically the doings of the "ins," provided with parliamentary machinery which renders the M.P. subject to such minute examination as not one man in a hundred gets in his private affairs.

Very recently a member of Parliament stood in awful peril. His partner in the lumber business had, quite unknown to him, actually sold lumber to an agent of the Government, (though that fact it was afterwards proved was unknown to the partner), lumber to the extent of—an awful crime—three dollars and a half's-worth. The Committee on Privileges and Elections was promptly summoned, but on its sitting, a gentleman of the opposite political persuasion of the accused arose and handsomely exonerated him. More lately still this committee was called upon to investigate the sale of a lot for post office purposes, by a member of the House. In this case too, close investigation has shown that the accused was quite innocent of the charge laid against him. When close observation can discover such trival cases as these only, can we not say with pride, verily Canadian public life is not so bad as painted by those whose constant suspicions mark them out as men themselves not beyond suspicion.

* * *

Let me close this little essay with a humerous happening of the by-gone times A certain politician of minor note, but still not to be despised, hailing from a back township, was visiting Ottawa, and was most hospitably entertained by a Cabinet Minister. After a dinner well served in a house of stately build and handsome furniture, he was taken by his host behind a spanking pair to see the sights of the capital. Although somewhat interested in these he seemed troubled in thought, and finally unable longer to contain himself he blurted out, "Say Mr. Z., how is it that you can

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

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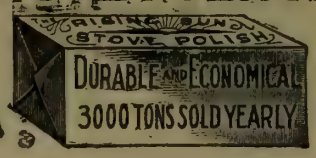
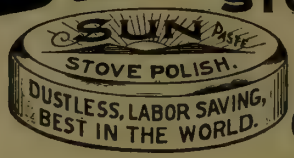
WELL KNOWN AND RELIABLE





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Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

afford such a fine house, such costly furniture, can put up such good grub to your friends, and afterwards can show them round behind such horseflesh as this? Some folks say you are a boodler." The Minister, secure in a clear conscience, and amused at the candor of his guest, replied, "Do they? Well isn't that a little unkind? I made nearly fifty thousand dollars in a business venture, and it is from that source that I have been able to provide these extra comforts and luxuries which you have noticed."

* * *

And so Mr. Fielding's measure for the relief of the binder twine makers has come before the House and been debated pro and con, and mostly pro. The Liberals largely refrained from anything but peans of praise because, was it not the work of that favorite of theirs, the Finance Minister? And the Conservatives, if not so enthusiastic, at least felt themselves restrained from very active attack because the measure was along the general line of their own policy for the development of Canadian industries. Viewed dispassionately we fancy the relief given will meet with about as general satisfaction outside the House as it did in it. We noted in these columns some weeks ago the gist of the relief to be granted, and we do not now propose to repeat it at length, but to refresh the minds of our readers we will merely say that whereas the United States manufacturer gets a rebate of the full amount of the export duty on manilla fibre exported from the Philippines, it is proposed to redress this inequality by giving to the Canadian manufacturer a bounty equal to the export duty aforesaid.

Some there were who favored an import duty as opposed to this bounty, but the "farmers' friend," a numerous gentleman, so to speak, in a House which has so many country representatives, stoutly opposed this idea. He pointed out that the raw material for most of our great industries was allowed in duty free, that binder twine was part of the raw material required by the farmer in his industry, that already much of his raw material, such as farm implements, is taxed, and that it would be unfair to add to his burden by putting on a tax all of which he would have to pay. True, in the case of the bounty, a part of the money would have to come from his pocket, but he would share the burden with all the other people of Canada, and as the country as a whole was supposed to benefit by the enactment which would restore our factories to activity which had been lessened by the unfair enactment of a foreign country, it was surely but right that no special burden should be imposed on a special class. What campaign literature this will make for some of the astute ones! How Mr. Member will have his noble utterances reprinted in their thousands and distributed among his farmer constituents, and how when the time comes to give an account of his stewardship will he read from Hansard the words of wisdom which saved the farmer exchequer!

* * *

The Redistribution Bill is upon us, and the library is peopled with active members who are looking up what their opponents had to say on similar occasions in 1892, in 1882, yes and away back in 1872. What memories a perusal of the yellow leaves of Hansard bring back to one! We read the words of the great John A., that darling of half the homes of Canada, we see him again in fancy with his loyal followers cheering him on, defying the Grits whom he has "hived," and calling them "you purists over there." We see Blake, stern and relentless, rising to reply, his ponderous sentences and irresistible logic calling forth the cries of his supporters and the dissident groans of his opponents. We hear again in fancy the poet of Niagara, J. Burr Plumb, hugging to his bosom the annihilation of his own little borough of Niagara, which for years had stood alone in Canadian public life as the representative of those pocket boroughs which long withstood the onslaughts of the Reformers of Great Britain, boroughs, the existence of which could find an advocate in so great a man, and so democratic, as Gladstone himself. We picture Alexander Mackenzie with his grim Scotch face denouncing the measure as one disgraceful to public life, and we hear that great war-horse of Cumberland defending the measure in words and phrases which sting his opponents as the lash of a whip, and which rouse his own friends to wild enthusiasm. We picture Joe Rymal, for years undisputed wit of the House of Commons, burly Joe, the pride of the country hearts, Joe, whom Sir John, in spite of their political hostility, loved, standing up in his place and with his homely humor applying the anecdote of the profane farmer who found swearing impossible, as he could find no language adequate to the occasion, when his pumpkins rolled out of his cart down the hill—but why picture more? The thing is in itself after all a sad exercise, for are not they one and all now absent from those halls which their eloquence thrilled? From those corridors which their humanity filled with the kindliness of life—all, all gone, to the bourne from which no man returns, or to life far from the legislative halls which they adorned. Of all the fights the redistribution ones are the hottest, for the new boundaries mean extinction to many whose seats would otherwise be secure, and where a man's very political existence is at stake he fights not with kid gloves.

Let us hope that no friendships will be severed, that hot words passed in battle will soon be forgotten in the good fellowship that generally obtains even among policical foemen in Ontario.

The peach crop in Essex county, according to reports from Leamington, will be exceptionally good.

The production of olive oil in Italy in 1902-03 has been officially estimated at 48,840,000 gallons.

Two things that buying goods from L. S. & B. will do for you.

Give your customers satisfaction —AND— Pay you the best profit.

We carry a big stock and can fill all orders sent us, shipping same day as order received.

Lucas, Steele & Bristol, - Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

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A SNAP FOR UP-TO-DATE GROCERS

WHILE OUR TRAVELLERS ARE TAKING A REST. : : :

Send us $15.00 and we will ship you one hundred pounds of a fine

NEW SEASON **CEYLON TEA**

Good value at $19.00. It is a fine orange pekoe in make. Excellent cup. We consider it equal to most 40c. packed teas. We offer this special to test the trade to see if they will order by mail if they can save a few dollars. We claim you will save at least $3.00—this is the usual profit on over 40 pounds of 25c. The above offer only open during travellers' holidays.

LUMSDEN BROS., Hamilton and Toronto.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Washboards

The day of the common board is dead.
The Glass Board did the trick.

HERE THEY ARE:

Washboards

All your customers are now looking for further LABOR SAVERS

"Blue Jay" Enamel Washboards.
"Nicketzinc" Washboards.
"Brass" Washboards.

Washboards

TO ARRIVE SHORTLY.

Give us a trial order.

JAMES TURNER & CO., Wholesale Grocers, Hamilton.

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt Shippers } *49 Front Street E.,* **TORONTO**

REFUSE IMITATIONS OF OUR JARS AND LABELS—THERE ARE SOME.

MacLaren's Imperial Cheese

IS SO RICH AND FULL OF CREAM THAT IT IS NECESSARY THAT IT BE KEPT IN A COOL PLACE DURING THE WARM MONTHS. THIS ALSO APPLIES TO

MacLaren's Roquefort.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED, MANUFACTURERS AND AGENTS, TORONTO.

DEATH OF MR. ED. T. MALONE.

A Montreal despatch says: A most highly esteemed and widely respected citizen passed away suddenly on Saturday morning last, in the person of Mr. Edward T. Malone, for many years in the employ of Fraser, Viger & Co.

Deceased had not been feeling quite well for some weeks, and a week ago he left the city for a trip to Tadousac. He returned home on Friday, and retired as usual in the evening. Next morning his landlady, Mrs. Sweeney, knocked at his room to inquire as to his condition, and on receiving no response, opened the door and was terror-stricken to find him dead. Medical aid was immediately summoned, but was of no avail, as deceased had been dead for about an hour.

By the death of Mr. Malone, his employers lose a zealous and conscientious employe, and the community an upright and honorable citizen.

Mr. Malone was interred in Sherbrooke on Tuesday.

CEYLON GREEN TEA INDUSTRY.

The amount of green tea manufactured in Ceylon has increased very much since the bonus was first given in October 1898. The total quantity on which this grant was paid up to December 31 last was 6,075,985 lb.; viz.: 1898, 13,302 lb; 1899, 86,327 lb.; 1900, 472,294 lb.; 1901, 1,590,000 lb.; 1902, 3,914,062 lb. Total,—6,075,985 lb. From January 1 to June 27 of this year certificates have been granted on 5,483,264 lb.

DATES IN CALIFORNIA.

An attempt is to be made under the supervision of the United States agriculture department to produce dates in California. It is said that the date palm in its native habitat grows with its roots in water and its head in the sunshine. These conditions can be reproduced exactly in Southern California. The University of California is to co-operate in the experiment.

Business Changes

ONTARIO.

A MEETING of the creditors of Blair & Son, general merchants, Berwick, was held on July 30.

Alex. Smith, general merchant, Lieury, is dead.

E. B. Woods, baker and confectioner, Tavistock, has been burned out.

P. McGregor, groceries, fruit and confectionery dealer, Dundalk, was burned out.

McFarland & Richards, general merchants, Dundalk, were burned out; partially insured.

QUEBEC.

J. A. Lariviere, grocer, Montreal, has closed down.

A. D. Trudel & Co., grocers, Hull, have sold out to J. Rochon.

Joseph Allard, trader, St. Anne he Bellevue, has been registered.

The assets of the estate of Pierre Doucet, flour merchant, Coteau Station, are to be sold.

V. E. Marchand & Co., general merchants, Shawenegan Falls, have assigned; meeting of the creditors was held on August 5.

F. X. Bilodeau & Co., general merchants, Baillargeon, have dissolved partnership and a new firm has been registered under the style of H. Bilodeau & Co., with Mrs. F. X. Bilodeau as proprietress.

NOVA SCOTIA.

James E. Cook, grocer, Bass River, has assigned.

MANITOBA AND NORTHWEST TERRITORIES.

W. R. S. Olson, Strathcona, is commencing a grocery store.

The Britannia Supply Co. are commencing a general store in Lloydminster.

H. M. Code, general merchant, Olds, has been succeeded by Code & Croxier.

I. M. Silverthorn, general merchant, Olds, has sold out to Code & Croxier.

Norman Boehmer, general merchant, Didsbury, was burned out; insurance, $4,250.

Reid & Ferguson, general merchants, Didsbury, have been succeeded by Reid & Slough.

A meeting of the creditors of the estate of A. W. Thornburn, general merchant, Rosthern, has been called for August 6.

BRITISH COLUMBIA.

W. J. Robinson has been appointed receiver to Hamon & Bison, grocers, Rossland.

The Russians of Siberia ought to be able, says The Seattle Trade Register, to do well in the fishing industry. They have salmon in almost unlimited quantities and of good quality. The Chinook salmon grows there to a size of from 20 to 150 pounds. On the other hand, they will have a severe climate to contend with.

THIS SEASON'S RAISINS.

Referring to 1903 raisins Fresno mail advices state: "It is said that one or two independent packers have bought raisins in the sweat at 3¾c., which is ¼c. above last year. This is done as an advertisement proposition. It is thought that if the association is successful in getting the requisite number of acres the market may open slightly higher than last year. The growing demand for seeded grapes places raisin growers in a good position to compete against foreign imports."

DO YOU STOCK THESE GOODS?

UPTON'S JAMS AND JELLIES DID NOT REACH THE ENVIABLE POSITION THEY NOW OCCUPY IN THE TRADE THROUGH A "BOOST," BUT ON MERIT ALONE—THE NUMEROUS CALLS FOR UPTON'S WILL PROVE THE TRUTH OF THIS ASSERTION.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

We are large importers of

RICE

Fine Javas

Fine Japans

Fine Patnas

and

Domestic Milled Rice.

PRICES RIGHT

The DAVIDSON & HAY, Limited

Wholesale Grocers and Importers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

English Dairymen and the Butter Bill.

AT the monthly meeting of the committee of the Metropolitan Dairymen's Society, says The London, Eng., Grocery, attention was directed to the serious consequences, affecting the butter industry of the United Kingdom, which would result by an amendment to the Sale of Adulterated Butter Bill now before the House of Commons. Sir E. Strachey has given notice to move the insertion of the following clauses :—" It shall be unlawful to color butter, and any person committing an offence under this section shall be liable to a fine of not exceeding £5 for the first offence, and for the second offence, to a fine not exceeding £20, and for any subsequent offence, £100." The following resolution was unanimously passed :—" The Committee of the Metropolitan Dairymen's Society, having had the proposed amendment under consideration, strongly objects to its adoption, as it would render large quantities of home-made pure butter unsaleable. They also desire to call attention to the fact that margarine is not affected by the bill, and would therefore become a more serious competitor to the butter industry." A copy of the resolution was ordered to be sent to the chairman of the Standing Committee on Trade.

Firm Outlook for New Canned Salmon.

Private telegrams from the coast, reporting a continued light run of salmon in both Puget Sound and Columbia River, confirmed earlier advices and added somewhat to the firmness already noted in spot of the several descriptions, says The New York Journal of Commerce. In some quarters there is a disposition shown to regard the gloomy reports that have come from the coast regarding the scarcity of fish as presaging a short pack. The Columbia River situation is looked upon as being most gloomy. The pack at all points on the river is considerably short of that of last year at this time. On July 21 last year the heaviest run of the season began. This year, according to the advices, no heavy run has set in. Some interests here agree that, should a heavy run appear now, the packers would be unable to take care of it, as the capacity of the plants is limited. The Columbia River season has about 20 days to run yet.

In spot, fancy Chinooks of the new pack are being taken up about as fast as they arrive. Red Alaska talls are firmer, with $1.05 to $1.10 quoted as to holder and quality. Several good-sized lots have been sold to go west at $1.08½ ex store here. Sockeye talls are firm and supplies are light. The cheaper grades of salmon are also more firmly held.

London Produce Markets.

Thomas Nesbitt & Co. in their prices current of Irish and foreign provisions, London, July 20, say : Weather is cool after heavy rains and business is improving.

BUTTER.—Market is improving and most descriptions are rather dearer.

BACON.—Trade steadier. Irish 1s. and 3s. higher on some selections. Continental advanced 2s. and 4s. on most descriptions. Canadian about 2s. dearer.

HAMS.—Irish quiet. Canadian, etc., in good demand.

LARD.—Slow at quotations.

EGGS.—Market firm at advances of 3d. to 6d.

CHEESE.—Trade quiet at reduced values.

Danish Butter and Eggs.

From figures which have just been published it appears, says The Scottish Trader, that the export of Danish butter to the U.K. last year reached 1,890,000 cwt., of which about 2 per cent. was in tins. The highest price was reached in November, when it stood at almost 1s. 1½d. per Danish lb., while the lowest was in August, when it fell to a fraction below a shilling. The Danish pound is heavier than the British, only 101½ lb. going to the hundredweight. To secure the purity of all the milk products great efforts are continually being made to point out to all farmers the necessity of giving the utmost attention and care to the production of the milk before it is delivered to the various dairies. Moreover, attention is constantly paid to the diminution of expense ; as, for instance, it has been found that by using peat instead of coal there is a great saving. The export of Danish eggs also reached the enormous total in the year of 430,000,000, most of which came to this country. In Denmark itself the consumption of margarine has not increased, owing to the rise in price following on reduced American exports caused by the failure of the maize crop in 1901. To compensate for this large quantities of Russian butter were imported into Denmark, and sold at very low prices.

Poultry in Summer.

The following practical poultry advice is given by Mr. F. C. Hare, Chief of the Poultry Division of the Dominion Department of Agriculture.

SALE OF FOWLS.—It is most profitable to dispose of old hens before the moulting period. There is then a ready market for fowls on account of the scarcity of chickens. At the present time 6 cents a pound live weight is offered for hens by a large produce company in Toronto ; eight cents a pound plucked weight is paid in Montreal. In several months live chickens can be bought by the produce merchants for the above rates, or for a small increase in them. If the hens are held until Fall they will not realize as great a profit as they will this month, owing to the reduction of the market price for fowls and the loss of flesh in moulting. Hens should be sold when they are two years old. All male birds should be sold in the Summer and cockerels used for breeding the following season.

SALE OF CHICKENS.—From eleven cents to twelve cents per pound live weight is offered in Toronto and Montreal for chickens weighing over one and a half pounds each. The prices correspond approximately to fourteen cents and fifteen cents per pound plucked weight, and twenty cents and twenty-two cents per pound drawn weight. It is evident that an increased profit will be realized by selling the earlier and heavier cockerels of the flock at once. This profit corresponds to the increased revenue derived by market gardeners and fruit growers who place staple articles on the market before the regular supply is available.

Crate fattening for chickens is also recommended by the department as a profitable undertaking.

Provision Notes.

John Hayes, butcher, Olds, N.W.T., has been succeeded by Hiebert & Co.

Gervaise & Co., cheese manufacturers, Isle Perrot, Que., have been registered.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We are now prepared to supply to the trade, carefully packed, Beef and Pork products.

Canned Goods,
Barreled Pork,
Barreled Beef,
Smoked Meats,
Hams, Bacon,
Lard, etc., etc.

We also handle Butter, Eggs, Cheese and all kinds of farm produce.

Our "Beech-Nut" Hams and Bacon are delicious.

SEND FOR PRICE LISTS.

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FEARMAN'S

ENGLISH BREAKFAST BACON . . .

has the highest reputation for quality. This is what one of our customers says about it :

"After trying many brands of Smoked Bacon, experience overwhelmingly demonstrates the fact that Fearman's English Cure is superior to any brand cured in Canada."

That is a good testimonial from a good customer. If you have not had our Bacon in your provision store let us have your order, and you will agree that the above endorsement is not undeserved.

F. W. FEARMAN CO., Limited
HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED
PORK PACKERS,
TORONTO, ONT.

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

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3167 to 71 N. Dame St. Montreal, Can.

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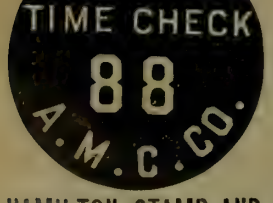

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Prompt shipment ex Factory or Warehouse.

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HAMILTON and WINNIPEG.

THE PROVISION MARKETS.

TORONTO.

Provisions generally have maintained their strength since last writing. The demand has been strong and hams have advanced a half a cent this week. Lard is firmer but with no change in prices. We quote :

Long clear bacon, per lb	$0 10 $0 10½
Smoked breakfast bacon, per lb	0 14½ 0 15
Roll bacon, per lb	0 11½ 0 12
Medium hams, per lb	0 13½ 0 14
Large hams, per lb	0 12½ 0 13
Shoulder hams, per lb	0 10½ 0 11
Backs, per lb	0 14½ 0 15
Heavy mess pork, per bbl	21 00 21 25
Short cut, per bbl	22 00 22 50
Shoulder mess pork, per bbl	18 00 19 00
Lard, tierces, per lb	0 9½ 0 09½
" tubs "	0 09½ 0 10
" pails "	0 10 0 10½
" compounds, per lb	0 08½ 0 09½
Dressed hogs, light weights, per 100 lb	7 50 7 75
" " heavy " "	7 25 7 50
Plate beef, per 200-lb. bbl	12 50
Beef, hind quarters	7 00 9 00
" front quarters	5 00 6 00
" choice carcases	6 00 7 20
" medium	5 50 6 50
" common	5 00 5 55
Mutton	7 00 9 00
Lamb	9 00 11 50
Veal	8 00 9 50

MONTREAL.

The situation during the week is unchanged, business being steady. A good local demand exists for hams, and orders from country are also fairly satisfactory. Lard is selling fairly freely. We quote :

Heavy Canadian short cut mess pork	$20 50 $21 00
Canadian short cut back pork	19 50 20 00
Canadian short cut clear pork	20 00 20 50

LARD.—Prices continue as last. Demand from country is somewhat better, owing no doubt to the late reduction in price. Fairbank's quotations are as under :

"Boar's Head" brand	0 08½
Carloads, less	0 00½
60-lb. tubs, over tierce	0 00½
20-lb. tin pails, "	0 00½
20-lb. wood " "	0 00½
10-lb. tins, "	0 00½
5-lb. tins, "	0 00½
3-lb. tins, "	0 01
Pure lard, in pails, 20 lb	1 95
" in tubs, 50 lb., per lb	0 09½
" in tins, per lb	0 10½ 0 10½

ST. JOHN, N.B.

There are continued light sales in barreled pork and beef. Prices show little change in local market. Pork is rather firmer. In pure lard the market is dull. Our trade were quite well stocked at the higher prices. Sales have been very light. In refined lard the lower price is causing improved demand. Fresh meat shows but a fair business. Beef is unchanged in price, with quite a wide range between local and Western stock. Lamb has a large sale and is rather higher this week. Veal, mutton and pork show small sales. We quote :

Mess pork, per bbl	$21 00 $22 00
Clear pork "	19 00 22 00
Plate beef "	13 50 15 00
Mess beef "	12 00 13 00
Domestic beef, per lb	0 06 0 07
Western beef "	0 08 0 09
Mutton "	0 05 0 06
Veal "	0 07 0 09
Lamb "	0 09 0 10
Pork "	0 07 0 08
Hams "	0 14 0 15
Short rolls "	0 12 0 13
Lard, pure, tubs "	0 10½ 0 11
" " pails "	0 11 0 11½
" compound, tubs, per lb	0 09 0 09½
" " pails "	0 09½
" Fairbank's refined, tubs, per lb	0 09½ 0 09½
" " " pails "	0 09½ 0 10

Messrs. Dunn Bros., whose packing house at Musquash was burned a short time ago, will rebuild at Fairville. Their smoked meats have more than a local reputation.

DAIRY PRODUCE

TORONTO.

BUTTER. — No change in butter is quotable since a week ago but the condition remains unrelieved, and accumulations continue to increase. Up to date 61,000 boxes have been exported as compared with 133,000 for the same period last year, and the production has been in excess of a year ago. Round lots of tub are being brought into the country at 12 to 12½c. and altogether the outlook is not bright. One dealer remarked : "We must buy at prices at which we can export." We quote :

	Per lb.
Creamery prints	0 18 0 19
" solids, fresh	0 17 0 18
Dairy rolls, large	
" prints	0 15 0 16
" in tubs, best	0 14 0 15
Under qualities	0 12 0 13

CHEESE.—The market is easier since last week but with no change quotable. Shipments to date from Canada this season are now over 1,000,000 boxes, an increase of over 100,000 boxes over last year. We quote :

	Per lb.
Cheese, large, new	0 09½ 0 10
" twins, new	0 10 0 10½

MONTREAL.

EGGS.—This week shows larger receipts in Montreal, and, although there is no quotable change in the market, still there is a much easier feeling, which makes all the dealers anxious to keep their receipts cleaned up. This, we understand, they have succeeded in doing for the past few weeks, but there is some surplus now over current requirements. We hear that the buying price west of Toronto is at 11 to 11½c., whereas in Eastern Ontario, the price is ruling about 13c. The jobbing trade is done on a basis of 15 to 15½c. for straight stock ; 17 to 17½c. for selects.

BUTTER.—The market for both dairy and creamery continues to drag, there being no life whatever to the situation. Finest creamery is being bought at 18¼ to 18½c., but we understand that it is going into storage, there being no export orders for same. It is also necessary to put dairy butter into storage as it arrives, the English market having refused to respond to offers which have been made, and dealers have so far not felt willing to take a loss on their purchases. The ruling buying price is about 14c. in Montreal. The grocers and jobbing trade require to pay about 15 to 16c. for selections. We quote :

Finest creamery, tuos or boxes	0 19 0 19½
Prints	0 19½ 0 20
Dairy, tubs	0 14½ 0 15

ST. JOHN, N.B.

BUTTER.—Receipts have not been so large during the week. The fact that farmers are now haying affects shipments. Prices are still low, but for strictly first-class goods, quite full figures are obtained, and there is ready sale.

EGGS.—The price is well maintained at quite full figures for the season. Local supply does not seem large, and Prince Edward Island shippers hold prices firm.

CHEESE.—The market is rather easy. Quite full though lower prices still rule. The local market will only take twin cheese. For these there is a good demand. We quote :

Butter, creamery prints, per lb	0 22 0 24
" creamery solids (fresh made), per lb	0 20 0 22
" prints	0 18 0 20
" tubs	0 14 0 16
" tubs, selected, per lb	0 16 0 18
Eggs, new laid, per doz	0 16 0 18
" case stock, per doz	0 14 0 15
Cheese, per lb	0 10 0 10½

There are many **Baking Powders**

but there is only **ONE**

Magic

Baking Powder

(The Light of the Kitchen)

—It is **Pure, Wholesome, Well Advertised,** and shows you a **good profit.**

Order from your Jobber.
Write for Price List.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

When you have any

BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

To The Retail Grocery Clerk.

Send to the N. K Fairbank Company, Montreal, for particulars of our premium plan, by which we are attaching coupons to the following specialties, and get valuable premiums:

Fairbank's Gold Dust Washing Powder.
Fairbank's Glycerine Tar Soap.
Fairbank's Fairy Soap.
Fairbank's Copco Soap.
Fairbank's Scouring Soap.
Fairbank's Sanitary Soap.

We pay our salesmen to sell goods to the merchant. Why not pay the clerk to sell goods for the merchant?

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

THE TRAVELLERS AND THEIR HOLIDAYS

HOW THE TRAVELLERS ARE SPENDING THE HOLIDAYS.

THE grocery travellers of Western Ontario entered upon their vacation last Saturday heralded by ideal weather. Nor was Old Probs. alone propitious. Saturday was the date on which the fraternity who centre in London held their great picnic by the blue waters of Lake Erie at Port Stanley, while the eastern brethren at the same time were enjoying their annual "snack" at Alton. Many took in these events. Others spent the day in preparation for the migration on Monday.

It would be hard to say what is the most popular resort with the travellers. Of course, the various points in Muskoka drew a large proportion. The Kawartha

August 1st.—Off for the Holidays.

Lakes had their devotees, the Thousand Islands, the Soo, Couchiching, were favorite points, and a couple of jolly parties headed for Saratoga, New York and Atlantic City.

"I used to think that nothing could ever tire me," remarked a husky Toronto traveller, "but that time is over. I shall take a lot of comfort out of these holidays." This seemed to be the general feeling, and doubtless the two weeks off the road will amply repay itself in the added vim with which the boys will strike in after August 15.

THE GROCER has endeavored to learn where the travellers are spending their holidays, and presents the following list:

From the firm of T. B. Escott & Co.:—

E. W. Eardley has gone to England.

Chas. Crozier is spending the time with some friends at Bayfield.

Jno. Bowers will take a run up to the Soo.

W. H. Escott will spend his vacation at Port Stanley.

J. E. Carswell will take a trip up the lakes.

Earl Insley will visit the home of his parents in the Maritime Provinces.

Representatives of T. Long & Bro. Limited:

Mr. Higgins is spending his vacation around the Muskoka Lakes.

Mr. Burns will pass the time in the vicinity of Parry Sound.

Representatives of W. H. Gillard & Co.:

Geo. H. Carley intends taking a fishing excursion to Young's Point, Kawartha Lakes, near Peterborough.

W. J. Turner is taking a trip down the St. Lawrence to Montreal, Quebec and the Saguenay River.

Menns Hagey is taking his wife and little daughter to Lake Rosseau, Muskoka, where they will spend the vacation fishing and boating.

John Hagey will take a rather extended trip to the Pacific Coast, taking in Denver, Salt Lake City, San Francisco, Vancouver and other places of interest.

M. P. Malone thinks he can find no better place to recuperate than at Hamilton Beach, where he has lately become a property holder.

Representatives of Davidson & Hay:—

R. H. Hemstreet will spend the holidays at St. Thomas, Port Stanley and the northern lakes.

A. D. Leslie is enjoying the breezes at Roche's Point, Lake Simcoe.

W. Anderson counts on taking in the Canadian Henley Regatta at St. Kitts.

W. C. Adams will experiment with fishing tackle on Lake Couchiching.

C. Newman will take a brief trip down the St. Lawrence.

C. Shields will visit Saratoga.

Sam Qua will try the airs of Muskoka.

A. L. McKechnie will make a trout fishing expedition to Eugenia Falls.

W. B. Smith will be found on his fruit farm, Smithonia, Niagara-on-the-Lake.

Representatives of H. P. Eckardt & Co.:

W. J. Bradley and F. J. Blackburn will visit New York and Atlantic City.

F. Anderson will spend the vacation in Montreal.

J. W. Charles will go to Winnipeg.

S. MacKenzie will take a run down to Philadelphia.

J. E. Adams will go on a fishing trip to Stoney Lake.

C. E. Kyle will recuperate at the Welland, St. Kitts.

J. W. Shouldice will enjoy the scenery at Balsam Lake.

A. J. Chalue will go to Manitoulin and incidentally see his friend, Mr. Gamey.

R. Muat will take a run down to Kingston and the Thousand Islands.

August 15th.—Back from the Holiday.

R. E. Smith will spend the holidays in Hamilton.

Representatives of The Eby Blain Co., Limited:

J. W. Borsbery will take a trip to Muskoka and the Soo.

F. J. Watson will visit Winnipeg.

R. W. Ritchie will rest at Orangeville.

W. T. Wickham will be found at Brantford.

H. A. Ernest will spend his holidays at New Hamburg.

J. A. Milne will take a trip to Manitoulin.

T. A. Wilson will catch fish in the Rideau Lakes.

Representatives of Warren Bros.:

E. G. Williams will be found at Niagara-on-the-Lake.

W. B. Dack will take a trip to Grand Rapids.

Wm. Glover will spend the two weeks at Saratoga.

Col. Stowman will spend the holidays in Hamilton.

D. J. Warren will join those at Niagara-on-the-Lake.

Representatives of John Sloan & Co. :

J. B. Mayled will be found at Southampton ; J. Hayden will spend his time at Preston and St. Kitts.

H. Brett will go on a fishing trip to Caboconk and Lindsay.

Fred Ramsey will holiday in Muskoka.

W. Maxwell has just returned from Orchard Beach and Lake Champlain.

Chas. Parsons will live on the Island.

F. C. Manning will visit Stouffville and Jackson's Point.

F. M. Tait will stay at Oshawa Beach.

Frank M. Sloan will spend the holidays in Muskoka.

Representatives of T. Kinnear & Co. :—

R. Keyes will find his recreation at Southampton.

E. G. Bingham will be at Barrie.

L. Chapman will be found at Sault Ste Marie.

J. B. McRae will spend his holidays on a fishing trip.

T. H. Kinnear will spend the vacation in Muskoka.

T. Kinnear has just returned from the Coast.

Representatives of F. W. Humphrey :—

T. Dowswell will take a trip through the Muskoka Lakes.

T. L. Willis will accompany Mr. Dowswell.

Wm. Kindree will holiday at Jackson's Point.

Wm. Mitchell will try the fishing in Scugog Lake.

J. Shaver will recuperate at Orangeville.

TRAVELLERS' NOTES.

Ma and Mac are off on a honeymoon trip up the Georgian Bay.

THE BRANTFORD TRAVELLER'S YARN.

(By a Young Traveller.)

THE Hamilton traveller finished his yarn with a sigh and sank back into the balsam boughs. Only an occasional glow from his pipe revealed the contented smile which played over his features ; while from his lips there floated an occasional ring of incense.

A solemn silence hung over the party. The London man looked as if he had lost his sample case, and the big fellow from Toronto bore a pained expression on his boyish countenance. The old duck from Brantford, half hidden in the shadow, alone appeared unruffled. The man from under the mountain had scored. There was no doubt of it. He was ready to admit it himself.

The party were spending the fortnight under canvas and the Muskoka zenith, and this was their first night in camp.

An afternoon spent hooking the speckled beauties followed by a hot fish supper ran well into the night, and now with the camp-fire burning clear and the pipes smoking free, the campers lounged carelessly on piles of evergreens, while the stars twinkled brightly overhead and the waves lapped gently against the rocks on the shore.

Upon this sacred stillness the Hamilton traveller had rudely broken and recited his tale. His comrades were justly aggrieved, especially, as the London man urged, he had set such a hot pace. But the Hamilton man cared not, and puffed away like a god, careless of mankind. The Windsor man was wondering where he had heard that yarn before ; and the cub traveller from Guelph was marvelling at the mendacity of mankind, when there was a crackling of branches on the tent side, as the Brantford man sat up and reached over for a coal to re-light his brier.

A SERVICEABLE GRIP.
Much used in the Good Old Summer Time.

" Yes," he said, as he sank back again into the shadow, " that was a pretty fierce storm, but it was nothing to one I experienced last August at Pine Lake. You will remember, boys, I was not with you last year. My wife's rich aunt was visiting us, and we thought we would make things solid with the old girl by treating her right up to the handle.

" Well, we hired a cottage at Pine Lake and packed off the wife, the kids and the old girl for the Summer. I was to run down during the August vacation.

" I was late getting in on my last trip, and on calling round to the house, I found a letter from my wife. She had arranged to give a small reception in honor of the aunt, and I was to bring the ice-cream without fail.

" Well, boys, I was up a tree. The train left in 20 minutes, and here I was half a mile from the station and another half-mile from a confectioner's. But if travelling does one thing for a man it trains him to think quick. I had figured it out in half a minute. There was a lightning freezer in the warehouse, why not take it along and make the ice-cream when I got to the cottage ?

" No sooner said than done. I caught on to the rear platform of the last coach as the express pulled out and swung the freezer in behind me.

" There were a half-dozen of the boys on the train, and they guyed me a lot about the freezer, but I wasn't going to disappoint the old girl ; not on your life.

" My train was delayed by a steer that insisted on derailing a freight ahead of us, and it was just dark when I got to the cottage, and sneaked in by the back way, for I saw that the company was there ahead of me, and I had had enough guying about the freezer that day already.

" Mary was in the kitchen when I got there, all in a flurry because I had not turned up. I explained the situation in three words. We have been married now 15 years and I never saw Mary rattled before, but I guess we were both up in the air that night. Well, I scalded out the freezer and Mary set to work mixing up the eggs, milk, sugar and things that go to make a bang-up frozen confection, and it was not long before we had the stuff all ready and the lid of the freezer battened down, when Mary suddenly remembered that there was not a pound of ice on the shore.

" I can usually see the funny side of a situation, and I laughed,—just one short-lived cut-off-in-the-pride-of-youth sort of laugh. Mary gave me a look, and I went out on the shore to smoke.

" There had been a storm brewing that day, not only in the domestic circle, but in the blue empyrean. Hot ! Well say, boys, you know that cocker spaniel of mine—but that's another story. It was one of those intensely still nights when all nature seems overawed by the impending devilry of the elements. The stillness was oppressive ; the heat grew more and more intense. The shore side of the heavens was one great blot of Stygi[illegible] blackness. Not a cricket chirp[illegible]

" Suddenly the air grew[illegible] was a rumble in th[illegible] deepened into a ro[illegible] down on our li[illegible] knew what [illegible] dash for t[illegible] The rain [illegible] snapped [illegible] was l[illegible] am [illegible]

storm made me do some tall thinking. The rain must have lasted about two minutes, when the noise and roar redoubled. You would have thought an army corps equipped with maxim guns were outside storming a citadel. Then the hail struck us. Hail !- Well, I guess ! The first gust took off our chimney as neat as wax. There was not a piece of brick left the size of a walnut. The hail stones didn't do a thing to them. But that is not what I set out to tell you. When the storm was over, and it didn't last five minutes altogether, there were three bushels of hail-stones in the corner of the kitchen. Came in through where the chimney had been ; and, what has always puzzled me since, is how some of them got through the hole.

" Say, I didn't lose much time. Mary had been depending on that ice-cream, and I'm not the man to disappoint a

YOU and **JONES.**

You approach him for an order in the city.

woman. I picked out eight or ten of the smallest of those hail stones, broke them up with a hatchet, and when Mary had summoned up enough courage to come out to the kitchen again, I had that cream frozen to a standstill.

" Say, boys, when I told the aunt next morning how I worked the ice-cream racket, do you think she would believe me ? Not much ! But when I took her out to the kitchen and showed her what " of those stones, she gave right rized for doubting my word fe to spend this Sum- plantation in Cali- here to-night. was a great

ight to liberal d put hook

hands cordially with the old duck, and the Windsor man nodded approvingly to the cub from Guelph.

A TRAVELLER'S TRUE STORY.

A traveller who has just returned from a few days' fishing expedition near Parry Sound, tells a story which, while to some may seem incredible, he declares to be positively true. After some time spent in casting his line, he hooked a black bass, which he threw in a pool of water which lay in an indentation in the top of a rock. After again casting his line into the water and catching no more fish, the idea struck him that he would use the tail of the black bass for bait. He took the fish from the pool, struck its head on a rock and then cut off its tail, which he placed on his hook, throwing the body of the fish again into the pool of water. Again he was unsuccessful in catching more fish and, pulling his line from the water, he threw his rod over his shoulder and stood gazing at the scenery. All at once he felt a jerk upon his line, and in looking around, found that the bass which he thought he had killed had swallowed its tail with the hook on which it was used as bait.

DRUMMERS' "SNACK" AT ALTON.

For the seventh year the drummers' snack at Alton has turned out a great success. Saturday last all of Alton's business places closed up ; the farmers from the country side flocked in, and the occasion was made a general holiday, the drummers owning the town.

In the morning there were water sports, and in the afternoon field sports, including a baseball contest between Alton and Acton, which resulted in a victory for Acton by a score of 9 to 3.

The Highlanders' band, of Toronto, furnished the music for the outdoor events, and also for the concert which was given in a spacious tent, erected especially for the occasion. The talent, apart from the Highlanders' band and Miss Mabel Thursam, was furnished exclusively by the "drummers," and demonstrated that among those present was matter for several first-class vaudeville companies. Sol. Walters, John Turton, Benjamin Hill, Lew Chapman, Jack MacKie and W. Thompson especially distinguished themselves. At the business meeting officers for 1904 were elected as follows : Honorary presidents, William Algie, James Hooper and Dr. Algie ; president, E. E. W. Moore ; secretaries, William Colville, Toronto, and C. Smith, Hamilton ; home secretary, Robert Algie, Alton ; treasurer, S. E. Ryan ; executive committee, R. Keyes, Bert Menzie, F. C. Hunt, John MacKie, E. F. Clarke, Guy Long, F. Menzie, W. H. Thompson, Robert Algie, C. Smith, S. E. Ryan, and William Colville ; honorary members, Sol. Walters and Benjamin Hill.

The travellers present included representatives from Toronto, Hamilton, London, Guelph and Owen Sound, among whom were R. Keyes, James Hooper, C. Smith, F. C. Hunt, B. T. Ward, G. H. Long, T. E. Ryan, C. T. Beatty, J. M. Smith, J. E. Smith, J. C. Sloan, J. Yates, G. Takamoto, A. Hibbert, J. Duffy, T. Myers, J. Maxwell, W. N. Irving, L. P. Mason, D. G. Grant, W. E. Armstrong, E. G. Bingham, T. Scott, D. F. Griffith, P. R. Doherty, E. F. Clarke, F. H. Cockburn, S. H. Moore, Fred Perry, J. R. Haggens, R. Ritchie, Arthur Eaton, James M. Smith, G. E. Dune, W. H. Thompson, E. E. W. Moore, H. B. Kilrest, I. F. Oke, P. Jardine, John MacKie, John Marshall, John Tuskin, Bert Menzie, Lew Chapman, Frank Menzie, A.

YOU and JONES.

He approaches you for pointers on the trout stream.

Davern, John Carrey, Sol. Walters, Ben. Hill, M. Thursman, John Stoneman, M. O. Rowan, George G. Austin, W. O. McKinnon. S. M. Mondo, H. Hart, W. G. Wallace, James Coone, Robert Aiken, John Mackie, — Ledgar, J. Turton, C. Manson, W. Milligan, T. Johnston, J. Millar and W. Colville.

The people of Alton are voted jolly good fellows, opening their homes as they do year after year for the drummers' event. The travellers particularly appreciate the efforts of the ladies who have been assiduous in helping on the affair.

IS IT TRUE?

I hear that some vinegar, tea and spice travellers are endeavoring to " make hay while the sun shines" during the grocer travellers' holidays. If such be the case, I hope that these gentlemen will receive but scant courtesy from our friends the retail grocers, and that they will also be remembered by all of us who are taking a well-earned holiday.

WATCH-DOG.

Hamilton, August 4.

HOLIDAYS—ARE STILL THE ORDER OF THE DAY WITH OUR TRAVELLERS—AND WILL BE UNTIL THE END OF NEXT WEEK. IN THE MEANTIME WE SOLICIT YOUR ORDERS.

WRITE, WIRE OR 'PHONE—US

AT OUR EXPENSE. ALL ORDERS SHIPPED SAME DAY AS RECEIVED.

Canned Goods.—New Pack—Wait for our Travellers—They have an interesting line to show you—"**ANCHOR**" Brand—Quality the Finest—and Prices Right.

THE **EBY, BLAIN CO.,** LIMITED WHOLESALE GROCERS, **TORONTO**

Travellers' Holidays

Write
'Phone
or
Wire

at our expense orders for prompt attention during Travellers' Holidays, August 3rd to 15th.

WARREN BROS. & CO., - - TORONTO

"A WORD TO THE WISE IS SUFFICIENT."

Don't delay,—if you have not arranged for your supply of

BARBADOS MOLASSES

Write for our quotations NOW.

We have a direct schooner on the way with

1,000 Packages Pure Barbados Molasses—

The shortage this season is over
17,000 Puncheons—Look for higher prices.

LAPORTE, MARTIN & CIE,

Wholesale Grocers, Montreal, P. Q.

THE WALL PAPER TRADE

The New Fall Goods.

THIS year the variety, both of pattern and color, and the taste displayed in the wall papers, surpasses the efforts of any preceding year. A run over the new offerings has fully demonstrated the fact that in Canada we are manufacturing as tasty and up-to-date wall-coverings as any country in the world. We do not, it is true, produce the Japanese, or the very expensive styles of the United States, but outside of a very few lines, our patterns for next year should be a matter of pride to every Canadian.

The most notable features of the new designs are the beautiful clear colorings and the deceiving imitations of almost any woven fabric. The most delicate as well as the deepest shade appears with a distinctness and decision which inspire confidence in their lasting qualities, and the care exercised in the blending of colors bespeaks a like care in the quality of paper and filling of orders.

To a representative of THE CANADIAN GROCER the new samples were a revelation. Hundreds of designs that were previously firmly believed to be obtainable only by importation were shown him as products of our own mills, and it was with a thrill of pride that he recognized the progress that is being made.

The moire papers that sold so well last season are shown in great variety, both plain, flowered and striped, smooth and embossed. One large intricate design in a yellow and white would convince anyone at a distance of a few feet that it was a silk cloth, and many others were very difficult to think of as paper. Gold as well as silver moire effects are used, and a combination of small stripes and flowers on a moire background with a dotted gold line running through it was particularly attractive. Self-tones in moires and other styles existed in large numbers, and are really the choicest, neatest papers. In many a fine embossed pattern in moire finish ran through the regular design.

Some of the fabric effects are entirely new. The Bagdad tapestry is a perfect imitation of the cloth, and with the colors used, is still more deceiving ; the tapestries this year are finer and neater than ever, with some very pretty small floral designs in addition to the regular styles. The Persian tapestry is a most beautiful paper, being a tapestry with Oriental patterns and colors. The Renaissance designs and stencil effects are also worthy of mention, the former a mass of curves and scrolls, and the latter a mass of square-cut conventional design standing clear-cut on a plain background. The trellis-work with climbing rose that has had such a run in the United States is made here in every color, and for a third wall or panel gives a very decided tone to a room.

The blues and browns are particularly remarkable for their variety of shades that are new and neat, but every color is seen in all its shades. Very many small conventional patterns strive with the larger for favor. Narrow stripes and wide appear, running down to the merest threads. A stripe of two inches plain, with an adjacent stripe of the same width with a small separated pattern, is an ideal bedroom paper.

In the United States there has been a steady demand this season for the moire effects, particularly for use in bedrooms and on ceilings, and also for what is called crown hangings. This term is used to denote the paper where the pattern of the wall is finished in the border, making it appear that the paper was made for the room. Such designs as a clematis or rose vine climbing up over a trellis and bursting into bloom at the top are so beautiful that every one admires them. Some are applying to moire bedroom papers, flowers, and as a frieze for a plain paper the pattern alone of the frieze paper is cut out and pasted over the wall paper, providing a less symmetrical and stiff dividing line.

In nurseries and other children's rooms the English picture papers are in demand. Some of these are illustrated with the Mother Goose stories and rhymes, forest scenes, streams and bridges, games and animals.

Japanese designs in dark shades are being sold for dens, and for the same room there are many Eastern designs similar to those used in carpets or shawls. Most of the latter come from France. Germany, too, is providing her share ; one paper for a bathroom shows a yacht and an old sailor, and others are gay with brightly-colored birds and flowers.

A new paper on the Yankee market is called Sanitas ; it is made of cotton cloth and finished in oil colors in prints, plain colors and tiles, and in dull, glazed and varnished effects.

New Lines of Wall Paper for 1904.

THE new line of samples for 1904, which has been prepared by Staun tons Limited, Toronto, will doubtless be looked upon by the trade as the choicest collection ever shown by this house. Their travellers are starting out on the road with every confidence in being able to more than meet any competition with the new samples.

Every possible need of the retailer seems to have been provided for, from the highest grade right through to the very cheapest lines, and the firm seem to have been particularly fortunate in their selection of designs. It is a real pleasure, in turning over this line, to see how the best has been taken out of each and every design. Those accustomed to looking over the many lines that are out on the market each season know how often the value of a good design has been lost in the coloring ; but here we see the color scheme in every design developed to such perfection, that one feels the mastery of this art possessed by those responsible for this important branch of the work.

All the popular styles are well represented, and in addition to this some attractive novelties are provided, but care has been taken when selecting these to avoid having extremes that would remove them from the class of every-day sellers. Moire silk patterns for walls and ceilings in very handsome effects are to be seen. Among the tapestries is a very handsome Bagdad stripe, also a Persian paper produced in the rich bright effects so characteristic of the East. A number of attractive stripes in silks and plain two-tone effects should prove very interesting to the decorator. An extensive line of silk papers is shown in a great variety of designs and colourings. The rich effect of these beautiful papers makes them more extensively in demand than ever. Some new pulp grounds are shown with a rich stained effect, and these are specially decorative in producing fibre effects. The firm also shows a good range of small stencil effects, on both silk and plain grounds. These are particularly well adapted for libraries, vestibules, etc., also for panelling and other special work.

Messrs. Stauntons Limited, Toronto, extend a cordial invitation to any of the wall paper trade visiting the "Queen City" during the Exhibition, or at any other time, to visit their factory, 944 Yonge street. The firm are always glad to meet any wall paper dealers and to show the process of wall paper manufacture. Dealers who wish to place their orders for Spring requirements while in Toronto will be carefully attended to.

WALL PAPER MANUFACTURERS

Wall paper dealers who intend to have the "Best that is to be had" should see the "Staunton" samples before ordering for Fall or Spring.

Our designs are so attractive and our colorings so effective that the dealer handing "Staunton" Wall Papers will extend his trade and his profits.

Don't buy till you see our line.

STAUNTONS LIMITED
FORMERLY M. STAUNTON & CO.
TORONTO
944 YONGE ST. CANADA

A Product without a Rival!

Only a superior product is worth handling.

A poor product is swallowed up in competition with its superior rivals.

The reputation of the famous CHINESE STARCH has crossed the Pacific Ocean on the wings of fame and in the last few years this Starch has been placed in the hands of another people—the Canadian.

To-day, CHINESE STARCH is an indispensable friend in our households. It rules the laundry. It gives to the linen a substance and an incomparable gloss. It shortens the hours of the laundress. It enables the iron to slide smoothly over the ironing-board.

In other words, it is the life of the steaming-tub and the motive power of the smoothing-iron. It is indispensable in every good laundry. Our laundresses know it, use it with pleasure and recommend it to their neighbors.

This superior article sells at only 10c. per package.

ASK YOUR JOBBER FOR IT.

For Sale Everywhere.——Beware of Imitations.

Demand the genuine CHINESE STARCH which is manufactured solely by the

OCEAN MILLS, -:- MONTREAL

Chinaware

Open stock patterns in

Finest Quality German and Haviland French

"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, . . . TORONTO.

MONTREAL, 301 St. James St.,

We have made quality our watchword. From the leaf to the table we look after

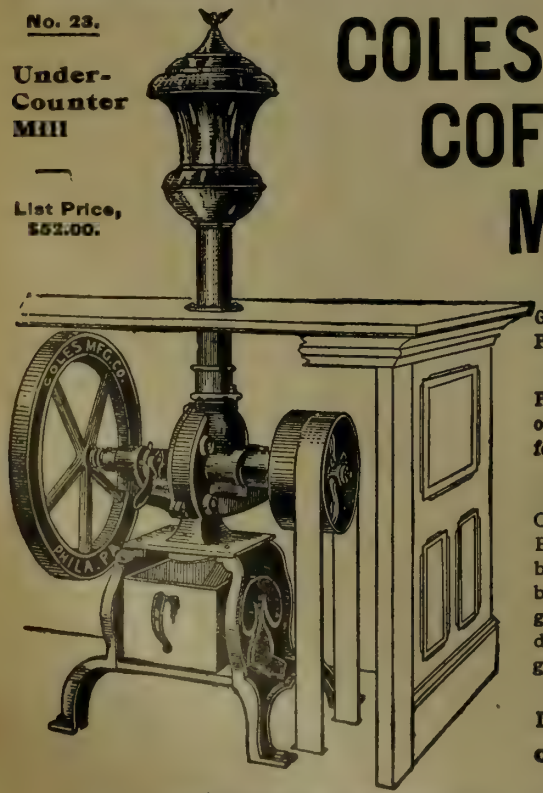
Blue Ribbon *Ceylon* Tea

carefully. The tea is the best "hill-grown" in Ceylon. The curing process is supervised by experts. The result — a delightful beverage, one you can recommend as the best.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A

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12 *The following letter speaks for itself:* 12

ESTABLISHED 1871

Memo from

SPROAT BROTHERS

185 Eglington Street,

Glasgow, Scot., 9th July, 1903.

MESSRS. THE F. F. DALLEY CO, LIMITED,
Hamilton, Canada.

Gentlemen :—

We have handled the best of American and British Polishes, but, in our experience the **"2 in 1" Shoe Polish** which you make **is absolutely the most perfect** and undoubtedly is entitled to what you claim it to be, viz., **The World's Best Shoe Polish,** at every point of the compass.

We are,

Very truly yours,

SPROAT BROS.

12 P.S.—Waiting delivery of the other 10 gross on order. 12

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President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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THE BEET-SUGAR INDUSTRY.

THERE are four beet-sugar factories in Ontario, and they are being watched with great interest in the experiment they have undertaken. If it can be demonstrated that the raising of sugar beets and the production of sugar therefrom can be made permanently successful over a considerable district in Ontario the door will be opened for a very extensive industry. Our consumption of sugar, which is yearly increasing and which will continue to increase with our rapidly-growing population, will absorb the product of 30 ordinary factories.

The money which would thus be kept within the country would aggregate an immense sum. At the same time the by-products would form the basis for other extensive industries and the pulp makes an excellent fodder for cattle either for milk or beef.

The shortness of the season, giving the employment an intermittent character, is a disadvantage which would be discounted by the growth of auxiliary industries above referred to.

The companies in the field are reticent when approached for information as to prospects, but from letters at hand it may be gathered that though somewhat backward on account of the cold weather during the month of June the present crop outlook is very satisfactory. One factory reports in the neighborhood of 4,000 acres of beets under cultivation, and another that the acreage is large, exceeding that of last year, and distributed among 1,200 farmers. One company is putting in a $75,000 pulp dryer, so that this by-product may be shipped to all parts of the province in bales as a fodder.

The tone of the communications received from the beet-sugar people was confident, and from the experience of the Michigan beet-sugar centres there seems good reason to anticipate success for the industry.

The withdrawal of the European sugar bounties in accordance with the Brussels convention, which is to take effect September 1, should have a stimulating effect on the Canadian industry, and the surtax on goods from Germany, the source of much of our imported sugar, incidentally, of course, affords a measure of protection.

THE ACCUMULATION OF BUTTER.

WHAT is becoming of our butter? As noted in our market columns, exports of Canadian butter to date aggregate 61,000 boxes, as compared with 133,000 boxes for the corresponding period last year. There is no reason to believe that the make has been less this year; in fact dealers are unanimous in declaring that there has been much more butter made this year than last.

For the last month the export trade has been exceedingly dull, and from the above figures there must be at least 72,000 boxes in cold storage awaiting a turn in the market, and every day accumulations are increasing.

A number of commission merchants who were interviewed on the subject declined to hazard any prophecy as to the course of the market, but one was emphatic in declaring that butter must be bought here at lower rates if it was hoped to unload on the English market. In the meantime, the problem remains as to the whereabouts of these large accumulations.

MOLASSES SITUATION.

THAT the situation of molasses is shaping to an interesting position will be apparent to our readers by glancing at the comparative statement of exports to July 16, 1902 and 1903, given below. From this report, which is authentic, as it is compiled from lists of aggregate shipments as shown by the market reports from all the commission houses in Barbados, it is clearly evident that the trade will have to look for higher prices. The fact, and an important one to bear in mind, is that the season of 1902 was commenced with larger stocks in importers' hands than was the case in 1903, and as the stocks in the United States, Newfoundland and the Maritime Provinces are only normal, these points cannot be looked to very confidently to supply demands from here:

COMPARATIVE STATEMENT OF MOLASSES EXPORTED TO JULY 16, 1902 AND 1903.

		Puns.	Hdds.	Bbls.	Equal to total Puns.
1902	United Kingdom	393	1	1	392
	United States	1,381	85	81	1,443
	Newfoundland	13,217	1,940	2,626	14,843
	Montreal	11,215	1,018	631	11,881
	Quebec	3,914	755	391	4,388
	British Provinces	7,804	696	1,515	8,531
	Total	37,924	4,495	5,245	41,470
1903	United Kingdom	193	....	....	193
	United States	577	99	15	629
	Newfoundland	11,517	1,776	2,126	12,936
	Montreal	600	77	73	656
	Quebec	1,501	473	341	1,822
	British Provinces	7,445	767	769	8,020
	Total	21,833	3,192	3,324	24,256

In 1902 there were 3,900 puncheons shipped from Barbados after July 16, and the most reliable information places the quantity remaining for shipment this year, after same date, as 3,500 puncheons, nearly all of which will go to the Maritime Provinces. It is only necessary to compare the quantities sent to the St. Lawrence in 1902 and 1903 to see that there will be the greatest scarcity of molasses this year that Canada has ever experienced, especially as the season of 1902 was commenced with larger stocks in importers' hands than in 1903. Imports to the United States, Newfoundland and Maritime Provinces are only normal, and these points will probably not have very much to resell.

TECHNICAL EDUCATION IN GERMANY—ITS LESSON.

GERMANY is, par excellence, the land of paternal government, of state-owned and operated railways, of universal and compulsory military service, of compulsory industrial insurance, of protective tariffs and export bounties. Its government, in form an autocracy, is in substance a bureaucracy, and with the omnivorousness characteristic of the bureaucracy it has arrogated to itself many functions which we, with our laisser faire doctrines, have left to individual initiative.

We, with our inherited traditions of individual liberty and jealousy of governmental interference, have been perhaps too ready to agree to the proposition that the best government governs least and to regard with a supercilious compassion our over-governed cousins in Germany.

In the matter of education, the contrast between our system and that of the Germans is clearly marked. Our system provides for primary, secondary and university education, and that, so far, we are not inferior to the Germans is proved by the fact that our graduates who attend the German research, or, rather, investigation schools are in every respect on a par with their German confreres.

The Germans also have their primary schools, gymnasiums and universities corresponding to our public schools, high schools and universities, but they have built up alongside these a system of industrial and technical education which has wrought wonders in the industrial life of Germany and become the envy and model of the rest of the world.

Ernest L. Harris, U. S. commercial agent at Eibenstock, Saxony, in a recent report to the U. S. Bureau of Commerce and Labor, gives some interesting information as to the status and growth of industrial schools in Germany, with particular reference to his own district, Saxony.

With a population of slightly over 4,000,000, Saxony has 287 industrial schools, or one for every 14,641 inhabitants. These schools are divided, reversing the order of the report, into (I) industrial primary or continuation schools; (II) industrial schools for women, girls and children; (III) industrial schools for drawing and painting; (IV) special industrial schools, and (V) advanced industrial schools.

The first class, of which there are 44 in Saxony, are designed to give boys and girls who have completed the public school course a chance to prepare themselves in a general way for some trade or particular branch of industry without the express intention of following the same.

The second and third classes afford general industrial education to women and children, and instruction in painting and industrial design for the artistic textile industries of the kingdom. There are 53 schools in these classes.

The fourth class, special industrial schools, numbers 150 and is most important, training young men to become expert workmen in some 28 different trades, such as architects, barbers, tinmen, brewers, woodcarvers, tailors, lacemakers, watchmakers, etc. The curriculum of the tin and metal includes arithmetic, drawing, physics, bookkeeping, geometry, sketching, mechanics, correspondence, German, modeling, chemistry, besides requiring the student to devote 28 hours each week to practical work in the tin and metal workshops of the school and city.

The advanced industrial schools, of which there are 12 in Saxony, are typified by one at Chemnitz, which is divided into five minor schools, known as (I) industrial academy, (II) architecture, (III) machine construction, (IV) dyeing, and (V) industrial drawing departments. The same standard is required for entrance on these schools as entrance to the universities, with the addition of two years' practical experience in the branch it is proposed to pursue, and the usual length of the course is four years.

These are the schools which have given the Germans the mastery in scientific industry. The term industrial school or technical school gives a wrong impression. They are practically technical universities in which workshop practice is given a large place, and in which specialization has been carried into every branch. The School of Practical Science in Toronto, the School of Mines in Kingston and the Faculty of Applied Science at McGill in certain lines are performing similar work, but the Germans have provided for every industry in their schools of science, and the Government has found money thus spent to be a most profitable investment. The lower industrial schools, which correspond to the manual training schools now being experimented with in Canada, produce a gratifying skill and dexterity on the part of the workmen, but it is in the trained scientific minds of the graduates of her advanced industrial schools that the secret of Germany's industrial advancement lies.

If the German student has a motto it is "thorough." The secret of their industrial success was found in the bottom of a laboratory crucible. Three years in the primary school, nine in the gymnasium, two years in the workshop and four in the advanced industrial school are required to turn out the German industrial scientist. There are no short cuts.

Manual training schools, drawing classes, popular science lectures, have their place. They produce bright, intelligent workmen. But do not expect too much. The industrial scientist is made, not born. And it takes time to make him. The lesson that Germany teaches is that future industrial success depends upon the application of trained scientific minds to the industrial problems of the day, and the assistance of trained hands in subordination to the directing mind.

MARITIME BOARD OF TRADE.

THE annual meeting of the Maritime Board of Trade will be held in Charlottetown, P.E.I., on August 19. As its name implies, the Board is composed of the representatives from local boards of trade in the three provinces, New Brunswick, Nova Scotia, and Prince Edward Island. Those which annually attend its meetings are representatives of the best business interests of the three provinces.

The Board is not, of course, a legislative one, but it is none the less an impor-

tant and influential institution, and its opinions are respected by the politicians, not only in the Maritime Provinces, but at Ottawa as well.

The members of the Board of Trade, who year after year meet and deliberate upon matters appertaining to the welfare of the commercial interests of the Maritime Provinces, deserve the highest encouragement from the business men in that part of the Dominion. While the Board of Trade receives a great deal of encouragement, it should receive still more ; and it is to be hoped that the business men in the Maritime Provinces will take even more interest in its proceedings than they even have hitherto.

There are towns in the Maritime Provinces which are still without local boards of trade, and it is to be hoped that while the existing boards will become even more successful than they have in the past, those towns which are without boards will, during the ensuing year, organize and affiliate with the central organization—one of the most important organizations of business men in the Dominion.

THE VACATION TIME.

THE permanence of the travellers' holiday should now be assured. The trade seem to have taken kindly to the idea. Stocks have been sorted up for the two weeks and mail orders are quite adequate for the little business which may have been overlooked. Office employes have also been turned loose to enjoy the fresh air and sunshine and many houses have made an effort to get all the holidays off by the middle of the month.

The agreement on a common period, which at one time seemed imperilled, has been a most satisfactory feature, and should be extended next year. It is desirable that the manufacturing grocers and allied firms should be enlisted with the general wholesalers, another year, in this holiday movement. Nor should the movement be confined to the grocery trade of Western Ontario. We would commend to the consideration of the different firms interested the proposition of a general Dominion travellers' vacation for 1904. There would doubtless be difficulties crop up. But difficulties are made to be surmounted and no more grateful task could be undertaken than that of harmonizing the various interests concerned.

In the meantime, whether by lake or stream, in the woodland camp or the popular resort, the traveller is extended by THE GROCER the very heartiest wishes for a most enjoyable vacation.

TEA DUTIES.

THE approximate duty on tea levied in different countries per English pound, culled from Gow, Wilson & Stanton's last tea report will prove of interest as indicating the degree to which in the various countries tea is considered an article of necessity or a luxury :

Argentina, 4½d. and 12%.
Australia, free.
Austria and Hungary, 9¾d.
Barbados, 3d.
Belgium, free.
Bermuda, 5% ad. val.
Brazil, 50% ad. val.
Bulgaria, 14% ad. val. and 4¾d. excise.
Canada, free from country of production and U. K., otherwise 10%.
Cape Colony, 4d.
Chili, 9d.
Denmark, 4d.
Egypt, 8% ad. val.
France, 9d.-11¾d.
Germany, 5½d.
Great Britain, 6d.
Greece, 1/0¾d.
Holland, 2¼d.
Honduras, 2½d.
Italy, 11d.
Jamaica, 1/-.
Mauritius, abt. 3d.
Morocco, 10% ad. val.
Natal, 4d.
Newfoundland, 33% ad. val.
New Zealand, 2d.
Norway, 1/-.
Orange River Colony, 4d.
Persia and Arabia, abt. 4½d.
Peru, 65% ad val.
Portugal, 2/0½d.
Roumania, 3¼d.
Russia, 8d.-1/10½d.
S. Rhodesia, 4d.
Spain, 6½d.
Straits Settlements, free.
Sweden, 3d.
Switzerland, 1¾d.
Tasmania, free.
Tobago and Trinidad, 6d.
Transvaal, 4d.
Turkey, 8% ad. val.
Uruguay, 5¾d. and 3%.
U. S. America, free.
Venezuela, abt. 5½d.

FIRMS IN VACATION AGREEMENT.

The following are the firms who have concurred in making the first two weeks in August the common vacation for their travellers, and whose men are off the road till August 15, viz. :

Toronto—H. P. Eckardt & Co., Davidson & Hay, Eby, Blain Co., Warren Bros., James Lumbers, T. Kinnear & Co., John Sloan & Co., F. W. Humphrey.

Hamilton—Balfour, Stewart & McLaren, Balfour & Co., W. H. Gillard & Co., Lucas, Steele & Bristol, Jas. Turner & Co., Lumsden Bros., Duncan Bros., McPherson, Glassco & Co., John Stewart.

London—John Garvey, M. Masuret & Co., Edward Adams & Co., A. M. Smith & Co., T. B. Escott & Co., Elliott, Marr & Co., Kerrigan.

Brantford—Geo. Foster & Sons.

St. Catharines—B. D. Voisard & Son.

Guelph—R. & J. H. Simpson Co.

Collingwood—T. Long & Bro., Telfer Bros.

Sarnia—Thos. Kenny & Co.

Berlin—Randall & Rose.

Windsor—J. F. Smyth & Co.

ENQUIRIES ABOUT CANADIAN TRADE.

Enquiries received by the Canadian section of the Imperial Institute, London :

(1) A house manufacturing essences, cordials, crystals, mineral waters, and similar lines asks to be placed in communication with Canadian firms prepared to take up sale of same.

(2) A company manufacturing colored prints, show cards, almanacs, and other specialties wishes to hear from Canadian dealers in these goods.

(3) A firm with offices in Constantinople, Cairo and Alexandria is open to represent manufacturers of goods suitable for their market.

The names of the firms making the above enquiries can be obtained on application to the editor of THE CANADIAN GROCER.

W.H.L.

BACK FROM WELL-EARNED VACATION.

Mr. H. L. Clarke, Haliburton, who has been doing a nice business there for a number of years past has just returned from a month's vacation spent with friends in the Western States. He had rather an unpleasant experience with the C.P.R. steamers. A ticket agent in Chicago sold him a through ticket to Toronto, including berths and meals on the steamer, and made no provision whatever for the berths. The result was that Mr. Clarke and his little family were unable to get any accommodation from Sault Ste Marie to Owen Sound. This is a matter that the higher officials of that company should see to and very promptly. Other business men have suffered discomfort in the same way. The policy of this railway company has always been to do everything possible for those using their line, and no doubt they will follow this matter up, and deal very severely with the careless official in Chicago.

We do not pretend to be gifted with second sight or possessed of Infallible Judgment.

But we **do** claim to have facilities to base reasonably sound conclusions upon, that are denied many others.

In the matter of "SALADA" Natural Ceylon Greens for example. With our large, varied and constantly expanding connection, we have been able to test these against Japans in the most thorough manner. . . The result being a continual flow of repeat orders, that puts contra argument out of court.

"SALADA" Natural Green is sold in sealed lead packets only, same form as the famous Black Teas of this brand.

TERMS AND SAMPLES ON APPLICATION. Address **"SALADA," Toronto or Montreal.**

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Specimen Copies Free on Application.

Wherever there are women who take a pride in the daintiness of their linen, there is a demand for

Celluloid Starch

Never Sticks Requires no Cooking.

Women who have used it will use no other kind. The more homes you introduce it into, the more business you'll get, for women appreciate a tip like this.

We are trying to induce you to sell Celluloid Starch, in the interests of our own pocket, but we can only do this by making it interesting to your pocket. There is good profit for you in selling Celluloid Starch.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, August 6, 1903.

TRADE this week is distinctly marked by the holiday spirit, little life is manifest, and orders coming to hand are of limited character, all tending to show that the move for uniformity of travellers' holidays has been well received by the trade generally, who have made all provision possible by previous stocking to make the movement a success. We have no changes to record since our last issue. In canned goods the demand has been somewhat flat, prices, however, continue extremely firm, and stocks are materially diminishing. Coffee has been moving indifferently, with prices firm. Spices are still uninteresting with marked firmness in price. Rice and tapioca are meeting with a little attention and prices generally are uncertain. Syrups and molasses on the home market are slow, but with a firm tendency in price. The home tea trade is not moving briskly and the general feeling is that it is unnecessarily slow, buyers showing little inclination to move in face of some attractive samples which are showing. The reports of London and primal markets all points to strong positions, and no weakening in prices is apparent. In sugar, the situation is unchanged since our last issue; sales have been moving slowly on the local market, with New York market showing decidedly more firmness.

CANNED GOODS.

There has been a little easing off in demand for canned goods since our last issue, previous quotations maintaining firm. We still have to remark the lowness of stocks of all attractive lines and a probable stiffening in prices. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 87½	1 00
" sifted	1 10	1 25
" extra sifted	1 30	1 50
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 35	1 55
" 3's	2 25	2 50
Plums, green gages, 2's	1 15	1 25
" Lombard	0 95	1 00
" Damson, blue	0 95	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 45	1 50
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼'s	....	0 14
" " ½s	0 19	0 20
" Sportsman ¼'s	....	0 14
" ½s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03¾	0 04
" ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 85	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

There has been but limited demand shown for coffee since our last issue. A little improvement in the interest has, however, been noted, and previous quotations remain firm. The New York market denotes more activity in the lower grades consequent upon reports from primal markets of crops being less during August than estimates. The milder grades were slow and business unattractive. We quote:

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

The weakness noted in our last was short-lived, and the market has quickly recovered its former tone, and has even developed strength. Receipts for week have been light, and without pressure to sell, the markets assumed a more hopeful phase, and we have now to record an advance of 1-16 for the week with large sales on basis of 2c. c. & f. for 95 test, equal to 2 1-32 for 96 test c. & f., which is in turn equal to 3 23-32 duty paid. Early in the week quite considerable business was reported at 1-32 advance, embracing 50,000 to 75,000 bags centrifugals. Since then sales have moved readily at a full 1-32 advance, and at the close the market is reported very strong, with holders asking further advance and refiners buyers at quotations. Receipts for week ending July 29 were 22,717 tons, with meltings 41,000 tons, an increase of 2,000 tons in meltings for week. Total stocks in United States four ports are 307,032 tons, the figures being reduced over 18,000 tons for week. European markets are reported firmer with August beets quoted at 8s. 0¾d., and September 8s. 2¼d. The former figure is equal to 3.95 for 96 test centrifugals duty paid New York, so that the differential in favor of cane sugar is still maintained. There are no changes to record in New York refined sugar, list prices remaining unchanged, but latest advices report that all the shadings have been stopped and refiners are heavily oversold. The very large demand for refined, coupled with the strength of raws, may lead to advances in the official list at any moment. The local market is rather featureless, quotations remaining as last advised with a fair demand, and no special indications for immediate future, though it is probable that the market would quickly respond to an upward movement in New York. We quote:

Paris lumps, in 50-lb. boxes	4 83
" in 100-lb. "	4 73
" "Domino" brand, 50-lb. boxes	4 78
" " " 100 "	4 68
St. Lawrence granulated	4 23
Redpath's granulated	4 23
Acadia granulated	4 13
Maple Leaf granulated (Berlin)	4 08
Crystal granulated (Wallaceburg)	4 08
Imperial " (Dresden)	4 08
Beaver " (Wiarton)	4 08
Phoenix	4 13
Cream	3 98
Bright coffee	3 98
Bright yellow	3 98
No. 3 yellow	3 88
No. 2 "	3 68
No. 1 "	3 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

The home market in spices continues particularly slow; the extremely strong position of the primal markets, however, continues to maintain prices firm up to present basis. Pepper is being sold at fully-up prices. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

RICE AND TAPIOCA.

Trade still continues fairly active in rice, with previous quotations ruling. Outside markets denote trade as slow with prices uncertain. Attractive grades fetch fully-up prices. Tapioca is uninteresting. We quote:

	Per lb.			Per lb.	
Rice, stand. B	....	0 03½	Sago	0 03¾	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

SYRUPS AND MOLASSES.

There has been little moving in these lines for some time past, and the present week has been a particularly slow one. The New York markets are reporting actual sales as slow, with a distinctly firm tendency. The prospects point to a good Fall trade, with stocks low. We quote:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02¾
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 22	0 30
" open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

The home market in tea has not been marked by great activity since our last issue. Prices continue to rule firm at previous strong basis. The London market reports an improved tone on Indian teas, the offerings being of a particularly attractive character, the Assam and Darjeelings showing some fine selections. Some extra bright tippy broken Orange Pekoes met with strong competition at 2s. 2¾d. and 2s. 10½d. Ordinary grades were in fair demand and ruled firm at fully-up prices. Ceylons were in improved demand, and the outlook is considered most promising; the quality shows still further improvements. In China tea the first direct shipment of new season's tea has arrived, making good show for quality, and went off readily, the finest grades reaching up to 2s. per lb. Java tea received a fair share of attention, and prices in all grades were fully maintained. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

FOREIGN DRIED FRUITS.

A slight falling off in demand has been noticeable since our last issue. Trade on the streets for futures, however, shows a degree of activity. Primal markets denote general satisfaction in the outlook for coming crops, and are expected to be good, both in quantity and quality. We quote:

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 05	up	Vostizzas	0 07	0 08
Patras	0 06½	0 06¾			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 07	0 08
" selected	0 08½	0 09
" selected layers	0 09	0 10
Sultana	0 09	0 13
Californian seeded, 12-oz	0 08½	0 09
" 1 lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08¼
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04	0 05	Fards	0 07½	0 08
Sairs	0 03½	0 04½			

PRUNES.

	Per lb.			Per lb.	
100-110s	0 01	0 04½	60-70s	0 07	0 07½
90-100s	0 04½	0 05½	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08½	0 10
70-80s	0 06½	0 07			

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets		0 04	Elemes	0 10	0 15
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 08	0 12

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12
Old stock, on track, Toronto, per bag	1 25	1 35
New American, on track, Toronto, per bbl		5 00
Ol stock, on track, Toronto, per bag	1 25	1 35

COUNTRY PRODUCE.

EGGS.—Eggs unchanged. The receipts are large and so also is the loss-off. Demand is as fair as can be expected at this season. We quote:

Fresh laid eggs, per doz	0 14	0 14½

HONEY.—The market is beginning to open for honey, but buyers and sellers are apart in their views. There appear to be large offerings and a good quality of stock. The range in extracted depends on the size of package. We quote:

Extracted clover, per lb	0 06½	0 07½
Sections, per doz	1 00	1 50

WHITE BEANS.—These are meeting some demand for campers' supplies. We quote:

	Per bush.		Per bush.
Mixed	1 50	Prime	1 80 1 90
Handpicked	2 00		

DRIED APPLES.—These are featureless at this season of the year. We quote:

Apples, dried, per lb	0 03	0 03½

POULTRY.—This is picking up some. One dealer reported quite large lots handled this week. We quote:

Spring chickens, per lb	0 12	0 14
Old hens, per lb	0 08	0 09

(For Butter and Cheese see Dairy Produce).

GREEN FRUITS.

The fruit market continues to be the scene of operations aggregating large amounts each day. The holiday on Monday and rain Tuesday left the market somewhat congested that afternoon, but, as a rule, there is no difficulty experienced in disposing of offerings. Oranges have eased off about 25c. since last week, and Canadian tomatoes have fallen from $1 and $1.25 to 75 and 85c per basket. California pears are offered at $3 to $3.25, and watermelons can now be bought for from 20 to 30c. We quote:

Mediterranean sweet oranges	3 75	4 00
Sorrento oranges	3 00	3 50
Late Valencias	4 50	4 75
Pineapples, per crate	3 50	3 75
Bananas, per bunch for ordinary	1 00	1 50
" large bunches	1 75	2 00
Messina lemons, per box	3 50	4 50
Limes, per crate (8 doz.)		1 25
Raspberries, Canadian, per qt	0 06½	0 08
Tomatoes, per crate (4 baskets)	0 80	1 00
Tomatoes, bush. crate	2 75	3 00
Tomatoes, Canadian, per basket	0 75	0 85
Canadian apples, baskets	0 15	0 30
Cocoanuts, per sack	3 50	4 00
Canadian cherries, per basket	1 25	1 50
Gooseberries, "	0 70	1 00
California peaches, per box	1 50	2 00
" plums, "	1 50	2 50
California pears	3 00	3 25
Watermelons, each	0 20	0 30
Canteloupes (musk melons), per crate	3 00	3 50
Red currants, per basket	0 50	0 75
Black " "	0 90	1 00
Blueberries, per basket	1 00	1 25
Canadian peaches, per basket	0 30	0 50
Lawton berries, per qt	0 08	0 09
Canadian plums, small basket	0 40	0 50
" " large "	0 40	0 75

VEGETABLES.

The vegetable market shows a brisk business. Supplies are large and the quality of the stuff marketed is excellent. Weather conditions are excellent and the gardeners are satisfied. Green peas bring 20 to 25c. per peck; new potatoes have eased off 5c. on the bushel; parsnips are now worth 30c. per bunch; green corn is down to 12½ to 18c. The first egg plants have appeared at 75c. to $1.25; pumpkins at 75c. to $1.25, and butter squash at $1.25 to $1.75 per dozen. We quote:

Cabbage, per doz	0 40	0 60
Green peas, per peck	0 20	0 25
Green peas, per bag	0 75	1 50
New potatoes, Canadian, per bush	0 45	0 55
Cucumbers, Canadian, per basket		0 25
Egyptian onions, per 100-lb. sacks	2 75	3 00

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Fancy Oranges
Bananas

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anticipated that still higher figures will rule. Zanzibar cayenne is scarce and firm, cloves are also higher, nutmegs quiet and nothing much doing. All China cassias have advanced and look strong. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 15	0 18
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 18	0 20
" " Afghan	0 12	0 13
" ground Japan	....	0 15
" " Cochin	0 18	0 20
" " Jamaica	0 18	0 20
" " Afghan	0 13	0 14

RICE AND TAPIOCA.

A firmer tone is apparent in rice, the recent advance of 10c. per 100 lb. in "B" and "C" rice stimulating the demand. Millers state higher prices within the range of possibilities. From reports of Mt. Royal Milling & Mfg. Co. we learn that in Europe rice has been advancing at the rate of about 1½d. per cwt. per week for several weeks past and the market is still tending upwards. The crop in Japan will be about 1-3 of last season's. The unsettled condition of affairs between Japan and Russia has caused the former to conserve its supply of rice and the Japanese Government is apparently preparing for possible contingencies, and looking after its food supplies. We quote :

B rice, in bags	....	3 40
" ½-bags	....	3 40
" ¼-bags	....	3 50
" pockets	....	3 50
In 10-lb bag lots an allowance of 10c. is made.		
CC rice, in bags	....	3 30
" ½-bags	....	3 30
" ¼-bags	....	3 40
" pockets	....	3 40
Imported Patna rice, in bags	....	4 62½
" " in ½-bags	....	4 75
" " in ¼-bags	....	4 87½
In the open territory prices are about 10c. less.		

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25

Tapioca, medium pearl	0 02¾	0 03
" seed pearl	0 03	0 03¼
" flake	0 04¼	0 05
Imported Italian	....	0 09

TEAS.

The chief interest in teas seems to be centered in Japans and Ceylon greens. In the former a few days ago it was expected that lower figures would eventuate in second and third crops, but did not materialize, on the contrary cables have been received to-day showing an advance of 4 per cent. on teas from 17 to 20c. for immediate shipment. China greens have eased off considerably during the past week and while there has been good speculating going on in the primary markets, it is very uncertain how Ping Sueys will be for the balance of the season. In China blacks there is not much change to note, lowest spot quotations for small lots being in the neighborhood of 7c for common and there is absolutely no inquiry for teas of this grade with exception of a few Pan Yongs and Paklings at from 10 to 13c. During the past few days there have been some inquiries for Formosa Oolongs, ranging from 26c. to 35c., but the market, as is usual at this time of the year, is comparatively bare of such goods. We quote :

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

FOREIGN DRIED FRUITS.

Currants, unchanged from last week's figures. Raisins also are quiet, and demand moderate. Sultanas have dropped off this week, the crop prospects being excellent and stocks of last season large. The low prices ruling will likely increase the demands. In nuts, no change is noted. Prunes are ½c. higher than last year this time. Apricots 2c. higher. Peaches ½c. higher. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	0 04½	0 04¾ 0 05
" " cleaned	....	0 05½
" " in 1-lb. cartons	....	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	0 05¾	0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 09	0 12

VALENCIA RAISINS,

Finest off-stalk, per lb	0 06½	0 07
Selected, per lb	0 07	0 07½
Layers "	....	0 07½

FIGS.

Comadres, per tapnet	0 90	1 00
Elemes, per box	0 75	0 85

DATES.

Dates, Hallowees, per lb	0 04½	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 10½
Peaches "	....	0 09½
Pears "	....	0 12

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	2 00	2 10
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ½s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07¾	0 08½
" " seeded, in 1-lb. packages	....	0 09
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08½
50-60s	....	0 07½
60-70s	....	0 07¾
70-80s	....	0 07½
80-90s	....	0 06¾
90-100s	....	0 06½
Oregon Prunes (Italian style) 40-50s	....	0 07½
" " 50-60s	0 07	0 07½
Oregon prunes (French style), 60-70s	....	0 06¾
" " 90-100s	0 04¾	0 04¾
" " 100-120s	9 64	0 04¾

GREEN FRUITS.

California green fruit has been selling freely, and good prices have ruled. At the sale on Monday, August 3, seven carloads were sold, pears bringing from $2.15 to $2.35 ; peaches $1.25 to $1.35 ; plums $1.85 to $2.25. Plums are light crop and other fruits normal with exception of pears, peaches and grapes. Canadian fruit is showing forward freely. Peaches, pears and plums being mostly in evidence. Crawford peaches are still unquoted, clingstones only being on sale and selling from 27½ to 40c. basket, plums 50 to 70c., pears about 40c. A few raspberries still left, going at 7½ to 9c, blackberries 7½ to 9c. and red currants scarce at 5 to 6c. Western tomatoes bring 75 to 90c. basket, with strong demand at those figures. Apples are selling at 15 to 25c. basket. We quote :

California late Valencia oranges	4 00	5 00
Sorrento " 300's, compartment cases	....	3 50
" " 300's, ordinary boxes	....	3 00
Maiori seedless lemons, 300's, extra fancy	....	4 00
Messina lemons 300's, fancy	....	3 75
" " 360's, fancy	....	3 00
" " 300's, choice	....	2 75
" " 360's, choice	....	2 25
Cocoanuts, per bag of 100	....	3 25
Canadian apples, in bbls	2 00	3 00
Canadian cherries, per basket	1 50	1 75
" raspberries	0 08	0 10
Bartlett pears	2 25	2 75
Peaches	1 25	1 50
Plums	1 50	2 25
Pineapples, 24 to case	....	5 50
" 30 to case	....	4 95
Bananas	1 75	2 00

FISH.

Trade in general shows strong demand for all kinds of fish. Prices are firm. There is a scarcity this week of all kinds of fresh fish, especially haddock, owing to the appearance of the belligerent dog fish on the fishing grounds. The destruction by fire this week of one of the largest fish houses at Canso, N.S., will tend to stiffen prices. Very little, if any, brook trout on the market, season almost over now in these fish. We quote :

Haddies	....	0 07
Smoked herring, per box	....	0 15
Fresh haddock, per lb.	....	0 04½
Dore, per lb.	....	0 08
Pike, "	0 06	0 06½
Halibut, per lb.	....	0 10
Gaspe salmon, per lb	....	0 16
Salmon trout, per lb	....	0 08
" B.C., per lb	....	0 15
Brook trout, per lb.	....	0 17
White fish, per lb	....	0 08
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
" " half bbl.	2 80	3 00
No. 1 Holland herring, per half bbl.	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 70	0 80
No. 1 green codfish, new, per bbl	....	5 50
No. 1 large green codfish, per bbl	....	5 50
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
Loose boneless cod, per lb. in 40-lb. boxes	....	0 05
Dried codfish, new, per 100-lb. bundles	....	4 75
Steak cod	....	0 05
Alaska salmon, per bbl	....	14 00
Standard bulk oysters, per gal	....	1 40
Marshall's kippered herring, per doz	....	1 45
Canadian kippered, per doz	....	0 90
Canadian ¼ sardines, per 100	....	3 75
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size, per doz	....	2 25

VEGETABLES.

The scarcity noted last week continues, and shipping demand is still difficult to satisfy. We quote :

Turnips	0 20	0 22
Carrots	0 10	0 20
Beets	0 12½	0 20
Parsley, per doz	....	0 20
Cabbage, per doz	0 40	0 75
Celery, golden	....	0 30
Tomatoes, per box	0 80	0 90
" Canadian	2 00	2 25

COUNTRY PRODUCE.

BEANS.

Trade is somewhat better this week, inquiries for prime goods being a noticeable feature. We quote :

Choice prime, per bushel	1 75	1 80
" carlots	1 65	1 70
Choice, small lots	1 20	1 40
Ordinary, carlots	0 90	1 00

HONEY.

Business this past week has shown nothing of an interesting feature. Trade is quiet. New stock is just coming in, but price asked, viz., 8 to 9c., is considered too high for business. Commission houses think 6¾ to 7c. about fair figuring owing to supplies of West Indian honey on the market. We quote :

White clover, comb	0 12½	0 13½
White, strained, in tins	0 08½	0 09
Buckwheat, strained	0 06½	0 07
" comb	0 10	0 11

POTATOES.

New potatoes are coming in freely now, and prices are easing off perceptibly, as last week, 25 to 30c. per barrel. It is expected by jobbers that figures will be lower shortly. We quote :

New, in jobbing lots, per bbl	1 50	1 75
New, bushel baskets	0 50	0 75
Old, per bbl	0 80	0 90

MAPLE PRODUCTS.

Market continues steady and the advance in sugar noted last week is maintained. We quote :

New syrup, in wood, per lb	0 06	0 06½
New syrup, in large tins	0 70	0 75
Old " "	0 65	0 70
Old " in wood	0 05¼	0 06
Pure sugar, per lb	0 07½	0 08

HOPS.

Trade is very quiet and prices are easy. We quote :

Choice No. 1	0 19	0 20
Fair to good	0 16	0 18
Yearlings	0 09	0 12

ASHES.

The advance noted in our last report does not seem to have to any extent stimulated business, which continues quiet. The market continues firm. We quote :

First pots	5 15	5 30
Seconds	5 00	5 10
Pearls, per 100 lb	....	6 25

HIDES.

Trade this week has been of a spasmodic character, though on the whole prices maintained a fair equilibrium. We quote :

No. 1 beef hides	0 08	0 09
No. 2 "	0 07	0 08
No. 3 "	0 06	0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 25	0 30
No. 1 calfskins	0 11	0 12
No. 2 "	0 09	0 09½

FLOUR AND GRAIN.

FLOUR.

No change in condition of market this week and no especial feature to note. Orders from country are small, buyers being fairly well supplied. An upward tendency of the market is the feeling of some of the leading dealers. We quote :

Winter wheat patents	3 90	4 00
Winter patents	....	4 05
Straight rollers	3 35	3 40
90 per cent. patents	3 45	3 60
Extra	1 60	1 65
Strong bakers'	3 45	3 60
90 per cent. bags	1 70	1 75
Straight rollers, bags	1 80	1 85

GRAIN.

Business continues quiet on spot and demand small. We quote :

No. 1 hard Manitoba	....	0 88½
No. 1 Northern	....	0 87
Rye	0 58	0 58½
Peas	0 72	0 73
Corn	0 60	0 61
Buckwheat	....	0 48½
Barley	0 52	0 53
Oats	0 38½	0 39
Malt	0 75	0 80

FEED.

A fair trade is being done in shorts, but the demand for bran is limited. We quote :

Ontario bran, in bulk	17 00	17 50
" shorts	19 50	20 00
Manitoba bran, in bags	....	18 00
" shorts	....	21 00
Mouillie	24 00	30 00

ROLLED OATS.

Market is quiet and jobbing prices unchanged. We quote :

Rolled oats, in bbls	3 80	3 85
" " in bags	1 85	1 90

CORNMEAL.

Market continues strong and crop reports from the West point to higher prices in the near future. We quote :

Gold dust, bags	1 80	1 90
" bbls	3 90	4 00
Ordinary, bags	1 40	1 45

BALED HAY.

The recent sharp decline in prices for Canadian hay in American markets has produced a weaker feeling on spot on account of the falling off in the demand and the increased offerings, making prices lower in consequence. We quote :

No. 1	10 50	11 50
No. 2	9 00	10 00
Clover mixed	8 00	8 50
Clover	7 50	8 00

for carload lots.

RAW FURS.

Quotations as under. Market is very quiet, in fact, as is usual at this time of the year. We quote :

	Large	Medi'm	Small	Kitts					
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50					
" Territory Rocky Mountains and Western									
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75					
Partly Prime, or, No. 2	4.00	3.00	2.00	.50					
Unprime, or, No. 3	3.00	2.00	.75	.40					
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25					
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's	
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00	to	$8.00
" Brown "	12.00	7.00	5.00	.....	.....	.....	1.00	to	5.00
	1	2	3	4					
BADGER—Of all sections	.50	.25	.10	.05					
	Dark	Brown	Pale	2	3	4			
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50			
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50			
	Large	Small	2	3	4				
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.30				
" Territory and Western	4.00	2.75	1.40	.50	.20				
	Dark	Fair	Pale	2	3	4			
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50			
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50			
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	1.50			
	Large	Medi'm	Small	2	3				
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25			
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20			
	Dark	Brown	Pale	2	3	4			
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25			
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20			
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25			
	Large	Medi'm	Small	2 Large	2 Small				
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25		
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25		
	Spring	Winter	Fall	Kitts					
MUSKRAT—Eastern, best large	25-28c.	.10 to .13	8 to 10	2 to 5					
Territory and Western	20c.	5 to .10	.07	2 to 4					
	Large	Small	2	3	4		Cubs		
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00		$1.00	to	$2.00
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50		.25	to	.50
	Large	Small	2	3					
RACOON—	.75-1.25	.60-75	.33-50	.25	.15				
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25				
	Black	Sh'rt St	Long St	White					
SKUNK	.75-1.25	.75	.40-.50	.05-15					
	Dark	Brown	Pale	2	3				
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25			
CASTOREUM—	$5.00 to $6.00 per pound.								

NOTES.

Some large orders for roasted coffees have been sent out this week by Chase & Sanborn, for points in British Columbia and the Yukon. Several tons of "Seal" brand being included in the shipment.

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., August 4, 1903.

JULY has been a rather quiet month. Even in some of the more seasonable lines this has been noticed. Canned meats, which usually move freely at this season, have, in particular, been disappointing, and without, as far as could be seen, any good reason. The buying of Fall goods has tended to infuse some life, but even here, buyers take hold slowly. Markets show little change. Cream of tartar, while rather easier, is still unsettled, and the outlook seems to favor higher prices. Dealers are very unsettled in regard to canned goods. The situation is perhaps as unsatisfactory as it has ever been.

OIL.—In burning oil, prices are easier, having declined ½c. this week. This will somewhat affect the buying of future stock, which has been very large, because of the low prices and the advance which the market showed later last year. In linseed oil, there has been a marked decline of some five cents. A fair business is being done. Turpentine is unchanged. Receipts of cod oil are very light. Market is firm. We quote :

American Water White	....	0 20
Best Canadian	....	0 19½
Prime	....	0 19
Linseed oil, raw	....	0 60
" boiled	....	0 65
Turpentine	0 80	0 81
Cod Oil	0 29	0 31

SALT.—In Liverpool coarse salt the market is well supplied. Prices are unchanged. There is a cargo now afloat. In fine salt, while there is a fair supply, there is still no Canadian cheese salt. We quote :

Liverpool coarse, per lb	0 55	0 60
English factory-filled, per lb	0 95	1 00
Canadian, per bag	....	1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl	....	3 10
" " 10-lb " "	....	2 85
" " 20-lb. wood boxes, each	....	0 25
" " 10 " " "	....	0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.—This is a matter of continued interest. There is much dissatisfaction. The trade hardly know where they are. Many, even of the larger buyers, are picking up goods outside of the association. Spot goods are unchanged. Lobsters are higher than last season, that is for export grades. Salmon are getting quite well cleaned up. Meats have had a very light sale this season. Fruits are in fair supply. The outlook is for firm prices for blueberries. We quote :

Tomatoes, 2's	$1 25	1 40
" 3's	1 50	1 60
Corn	0 90	1 00
Peas	1 05	1 20
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3s	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" spring	1 25	1 35
" Rivers Inlet, red sockeye	1 35	1 40
" Fraser River "	....	1 50
Domestic sardines, oils, ¼	3 00	3 25
mustards, ¼	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUITS.—Dealers are very busy. New apples are having quite an active demand. Oranges are quite high. There is not a large sale at this season. Lemons tend to higher prices and the sale is good. Bananas continue very cheap, though for best stock quite full prices are asked. Melons have but a fair sale and some very fine stock is

Headquarters for OLIVE OIL

(PUREST
FINEST
CHEAPEST)

Here is a small lot:

100 1-gallon cans, with tap, **Dandicolle & Gaudin**
Superfine Olive Oil.

77 cans, ¾, 1 and 1¼ gallons, with or without tap,
Vercherin & Co. Virgin Superfine and Extra Olive Oil.

60 cans, 1-gallon, "Jug Style," **Pelissier's** XXX
Famous Olive Oil.

We have the best stock of **Olive Oil** to be found in any Wholesale Grocery House.
We have further shipments coming. Also a full assortment in bottles of all sizes, shapes and qualities.
Ask for our prices; they are the lowest. We have the goods and we are **Sellers.**

We are Also Distributors for the Famous

"UBERO" COFFEE.

(WRITE FOR PARTICULARS AND PRICES.)

L. CHAPUT, FILS & CIE,

Wholesale Grocers,

MONTREAL, P. Q.

offered. Some California pears are offered and prices are quite low. Peaches and plums are quite plentiful. Pears are large sellers here. Strawberries out of the market. Native cucumbers and tomatoes begin to be offered, and prices tend lower. We quote :

Mediterranean oranges	4 00	4 50
Valencias, "	7 00	7 50
Messina lemons "	4 00	4 50
California apricots	1 00	1 25
" plums	1 75	2 00
" peaches	1 25	2 00
Melons	0 50	0 60
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Cucumbers, per doz	0 60	0 80

DRIED FRUIT.—There is little spot business and dealers take hold of Fall stock slowly. In raisins and prunes profits during the year have been disappointing. Quite a few goods still held. New California prunes offering high also affects the sale. The low price at which new dates are offered has led to quite a demand. Currants opened at full figures. The market is rather unsettled. There is little sale here except for cleaned. Nuts are being bought. New filberts are being offered low. It would seem as if all lines would be quite plenty. Peanuts are higher. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	....	0 06

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers "	0 08	0 08½

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " " ¼s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 08½	0 09
" " seeded, in 1-lb. packages	0 10	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10½	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

ONIONS.

American onions, per bbl	3 50	4 00
Egyptian onions, per lb	....	0 02½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

	Per lb.			Per lb.	
30-40s	....	0 08½	70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06	0 06½
50-60s	0 07½	0 08	90-100s	0 05½	0 06
60-70s	0 07	0 07	Egyptian onions	0 02½	0 02¾

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

SUGAR.—There is a continued good sale. Market holds quite firm at the slight advance. We quote :

Paris lumps, in 50-lb. boxes	....	5 00
Redpath's granulated	....	4 25
St. Lawrence "	....	4 25
Acadia "	....	4 20
" " in bags	....	4 05
Bright yellow	....	3 90
No. 2 "	....	3 60

MOLASSES.—Stocks are very light. There is quite a quantity to arrive, but it is thought the full prices will hold. We quote :

Barbadoes	0 36	0 38
Porto Rico	0 40	0 44
New Orleans	0 28	0 35

FISH.—Dry codfish are rather higher. Supply so far has not been large. Pollock show no change. There is a very light demand. Some pickled herring continue to be received and full prices rule. Smoked are very dull at the present high prices. Fresh salmon is still offered, but the season is getting late. We quote :

Haddies, per lb	0 05	0 06
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	1 75	2 00
Pickled herring, per ½-bbl	1 90	2 00
Dry cod	3 75	4 00
Pickled shad, ½-bbl	5 00	6 00
Halibut	0 08	0 10
Fresh salmon	0 12	0 13
" shad	....	0 25

FLOUR, FEED AND MEAL. — Flour shows a steady sale. Prices of Ontario grades have shown very little change for some time. Manitobas advanced 15c. this week. Oatmeal and oats seem firm, but sales are light. Cornmeal is unchanged and quite full figures rule. Beans are lower and the sale dull. Barley and split peas are rather firmer. We quote :

Manitoba flour	$4 90	5 10
Best Ontario	4 20	4 30
Medium "	3 90	4 00
Oatmeal	4 10	4 25
Cornmeal	2 80	2 85
Mixed ngs, in small lots	18 00	20 00
Oats	0 40	0 44
Hand picked beans	2 00	2 10
Prime "	1 80	1 90
Yellow eye "	2 80	3 00
Split peas	4 80	5 00
Barley	4 25	4 40
Hay	10 00	12 00

NOTES.

C. A. Chouillou, of Montreal, was in the city this week.

Domestic sardines are being more freely received, and new goods are being quoted.

There are times when brokers find too little business, but J. A. Tilton, the local representative for Windsor salt, has for some months found it impossible to supply the demand.

NOVA SCOTIA MARKETS.

Halifax, August 3, 1903.

THE wholesale grocery business continues, as it has been for the last three or four weeks, only fairly active, but the volume of business done is above that of the usual mid-summer period in which business is rather light. Business is expected to be only nominal in extent for another week or two as the haying season is on and the farmers are too busy to do much general trading.

* * *

Collections for July, in most instances, have been much better than was expected, but they are not yet up to the usual standard. The situation in this respect is improving every month, and business men now expect a heavy Autumn trade, with good general conditions prevailing. There have been a few small failures and compromises this season, but the losses are light compared with what was anticipated when stocks broke so sharply a month or two ago.

* * *

Canned stocks, which had run low and were hard to replace, will now soon be replenished, the first consignment of canned peas having arrived last week. Prices for the season as a whole are yet somewhat uncertain, but it is hoped that some lines may not be so firm as last season.

* * *

Sugar and molasses are as firm as ever, and the former has been subject to an advance of ten cents per hundredweight. This is reported to have caused considerable buying, as it is rumored that a further advance may be made. The refineries are now heavily booked with orders.

The provision market becomes weaker week by week, and prices are much easier. Butter and cheese are coming in heavily, and the export demand being only nominal, prices have declined and are expected to drop off still further. All kinds of meat are in good supply, and prices have declined. Lamb, which has been unusually high, is now retailing at twelve cents. Eggs, which have been higher than usual at this season, have declined sharply and country merchants who have been buying largely will, no doubt, meet with loss.

* * *

Breadstuffs are unchanged, though flour is reported firmer in millers' hands. Flour quotations are : Ogilvie's Hungarian, $1.70 to $1.80 ; eighty per cent. patents, $1.05 to $1.15 ; ninety per cent. $3.65 to $3.75. Beans have declined five cents and are now $2 to $2.05. Cornmeal is $2.80 to $2.85. Oatmeal and rolled oats are firm at $4.05 to $4.10, but the demand is not heavy at present.

* * *

Hay is steady at $12 to $15 and is being bought up in small lots to meet present demands. There is only a limited quantity of old hay still held, and the present state of the hay crop, which is turning out much better than expected, hardly warrants holding for higher prices. The oat market is steady at 44 to 45c., but there is not a great quantity moving. Feeds are easier, the quotations being : Middlings, $23.50 to $24 ; bran, $22 to $23.

* * *

Late reports from the fishermen on the Banks show that the catch will not be so large as expected. Late reports from St. Pierre and from Newfoundland and Labrador also tend in the same direction. The shore fishermen have been doing well lately and large catches of fine mackerel have been made.

R.C.H.

MANITOBA MARKETS.

Winnipeg, August 3, 1903.

THE week has been a peculiar one so far as weather is concerned and the first three days were as unseasonably cool as the previous week had been too hot. These extremes are affecting the crop and it is now pretty generally conceded that 50,000,000 will be about all that can be expected in Manitoba. The present indications are that any shortage of amount will be made up in price. The market for September has ranged during the week at 78 to 80½c. at which price the market closed Saturday. The crop will be much heavier in the Northwest Territories than in Manitoba, as the rains have been more frequent and more abundant in the extreme west.

Trade in the city continues to be good in all lines of groceries and produce with firm prices and few changes.

CANNED GOODS.—The situation continues full of interest. The combine refuses to quote prices on either tomatoes or corn until they know what the crop is going to be. Eastern wholesale houses are quoting new pack of tomatoes at $2.25 per case here. It is understood they are basing their price on what they know of the crop and the prices of past seasons.

New peas are quoted at $2 to $2.15, according to the quality of peas. Strawberries and raspberries (new pack) are each quoted at $3 per case.

EVAPORATED FRUITS.—The only quotations so far are for apricots and dealers state that these are now so high that the selling price for new pack will be 12 to 12½c.

DRIED FRUITS.—The trade in old stock is small but steady, and purchases of new raisins are being made for the first shipments at open prices so that as yet it is not possible to quote prices on new stock.

SUGARS.—The prices declined 10c. per cwt. on July 29, for which no reason was assigned; the trade is heavy in granulated, which is now quoted at $4.80.

COFFEE.—Green Rios are easier, being 7¼ to 7⅜ for 5s. and 7¼ to 7½ for 6s.

CANNED SALMON.—Canners have practically withdrawn all quotations from this market owing to shortage of pack.

CEREALS.—Cornmeal continues at the advance quoted recently and is firm at $1.80 per sack. Rolled oats have been at the same figure for months, being $1.75 for the 80-lb. sack. Granulated and standard meal at $2.40 for 98 lb. White beans are easier and are quoted at $2 to $2.10.

FLOUR.—The trade in flour is steady, but not active at the present time. There is a fair export demand and a medium domestic trade, but nothing striking. Prices remain firm at $2.15 for No. 1 patent flour.

GREEN FRUITS. — Early Crawford peaches are in. This is about the only new addition to the fruit list for the week. Blueberries are arriving in large quantities from Rat Portage, and are of fine size, very clean and free from bruises. Raspberries continue very dear, the small half pint box retailing at 20c., while wild fruit is 50c. retail for the three-pint pail. Prices for the week are: Peaches, $1.75 per crate for Crawfords and Idahos; plums $1.50 to $1.75; watermelons $5.50 per dozen; tomatoes 4 basket crates $2; bananas $2.75 to $3; oranges $4.50; lemons $5.50 to $6.

DRESSED MEATS.

BEEF.—Corresponding with the weaker feeling in beef cattle there is a weaker tendency in dressed meat and 7 to 7½c. is now the highest price quoted.

CURED MEATS.—The market is steady but rather lower, hams 14¼, shoulders 10⅜, breakfast bacon, bellies 14, backs 13⅜, spiced rolls (long) 11¾, (short) 11¼, drysalt, long, clear bacon 10½, backs 12.

LARD.—Lard in tierces, 10⅜; 50-lb. tubs, $5.30; 20-lb. pails, $2.20; cases 10, $6.65; 5-lb., $6.75; 3-lb., $7.35.

DAIRY PRODUCTS.

CREAMERY BUTTER. — The price of creamery butter has firmed up and 17 Winnipeg is said to have been declined by one creamery. The demand is fairly good and the offerings of the month are not large; 16½c. Winnipeg is the highest price actually quoted.

DAIRY BUTTER. — A good supply is now coming in and prices remain unchanged at 11 to 13, according to quality. The average quality, on the whole, is good.

CHEESE. — Cheese is firmer in small offerings and 9⅜ to 10 Winnipeg is quoted.

EGGS.—Receipts are small and exhibition demands have about exhausted supplies. Dealers offer 15 to 16c. Winnipeg, for case eggs subject to candling.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., July 31, 1903.

THE most interesting point before the wholesale grocers of the coast today is the stage of water in the lower Yukon river. By this time there are thousands of tons of supplies for next Winter's stocks of foodstuffs in Dawson, on the way up the river. Nearly all the vessels which left Vancouver, Seattle and other ports with large cargoes a couple of months ago, have returned from St. Michaels, where the goods were discharged. The river steamers take them from there up the river to Dawson. This transportation via St. Michaels and the Yukon is of such uncertain nature that a great quantity of the goods intended to supply the markets of the Klondike during the long Winter, may never reach their destination this season. The wholesale trade of Vancouver and Victoria is interested in this, because if the goods which have been sent in by the long water route, do not reach their destination, there will be a rush for orders from here via the White Pass railway and the upper Yukon, down to Dawson.

All reports from the lower Yukon indicate that a lower stage of water has never been known since navigation was begun on the river. And to make it worse, the water was still falling at last accounts. Even on the upper river, which usually has a fair stage of water all through the open season, there has been some difficulty experienced by the low water on some of the bars with which the river is frequently punctuated.

It is a very risky method of shipping goods into Dawson, to send them via St. Michaels, and up the Yukon, but the big commercial companies of Dawson and the north, such as The Northern Commercial Co., The North American Trading and Transportation Co., and The Alaska Commercial Co., have had their own ocean steamers chartered, and have also put on river boats on the lower Yukon. Until this Summer they have been fairly successful in getting goods in in time. This year there has been another difficulty in the way. The steamers going from Vancouver and the Sound to St. Michaels have been very late in reaching that port. This was partly owing to ice in the Berhing Sea, and partly to accidents to several of the vessels. As a result, there is still a large quantity of cargo consigned to the various big companies, still in the C.P.R. wharf sheds here. The total must reach several thousand tons. Two steamers are due here to-day to begin loading these goods for the north.

* * *

Should it so happen that the Dawson merchants must re-order from here because of the failure of up-river freight to reach its destination, it will be necessary for goods to come forward here better than they have been in the past few months. Many lines of goods on large order for the northern trade have not been half supplied. In condensed cream alone, especially the hotel sizes, the houses here placed large orders in February last for Summer delivery. But a small proportion has been received, and some houses are behind their orders several thousands of cases. This is not altogether because the orders have been increased very greatly, but merely that the stocks have not come forward to fill the orders with. Some wholesalers say that their travellers in the north have written that they have large orders yet to place.

* * *

There are indications that there is a slight lull in the Dawson shipments, especially of produce, at the present moment. This is the usual course, following the sending in of large supplies earlier in the open season. Advices from Dawson state that markets are easier in prices of perishables. This too is the regular experience. The small, independent adventurers, "scow men," as they are called in Dawson, because they take the method of bringing their goods down the river on scows to Dawson, all get on the market early. Their advent is immediately followed by a cut in prices, the big commercial houses of Dawson adopting that method to make these outside traders feel "sick."

An example of the way prices are cut, in the lines which are taken in by small dealers, is given in eggs, which, according to last advices from Dawson, are now being sold there at 25c. per dozen, which is a net loss of at least 8 to 10c. per dozen.

* * *

In local market matters a cut of ⅛c. per lb. in sugar was announced by The British Columbia Sugar Refinery yesterday morning. This puts the price back to 4⅞c. for granulated. No particular reason is assigned for the reduction, which follows by ten days a raise of ¼c. per lb., and the demand is at the highest now owing to the fruit season.

* * *

In canned goods there is nothing new beyond the receipt of quotations on canned peas, from the east. The local wholesalers have unanimously ignored the combine's circular, and several cars of canned peas, new crop, are now in transit on order ifrom independent factories. In canned tomatoes the market is experiencing some trouble at the present moment. The whole supply for months has come in from California. Recently the stocks there have become reduced so that orders from here have not been filled and most of the San Francisco houses have withdrawn their quotations. The new pack tomatoes from California have not yet been put on the market. In fact the season of fresh tomatoes makes the price too high for the packers to begin yet.

* * *

Local wholesalers are using American lard largely just now in preference to the Canadian manufacture. The price is now so much lower that it is possible to use the lard from the other side, and the double cover, one of which is sealed, makes it a very much more preferable package for Summer shipment.

Dried fruits are moving north in Dawson orders, but local trade is quiet, the large quantities of fresh fruit preventing the use of much dried fruits at present. Flour has advanced slightly, the standard quotation, judged by the price of Hudson Bay flour, is $4.80 per bbl., in carlots.

* * *

Dairy produce is perhaps moving in quieter lines than for some time past. There is a stiffer tendency in prices, in sympathy with a quotation of 1c. per lb. on both dairy and creamery butter in the Northwest. Stocks are fairly well kept up. There is little or no low grade butter in the market at present, and second quality is pretty good. Price here

may be quoted at 21 and 22c. for creamery, 18 and 19c. for dairy, with seconds quoted at 16c. Eggs remain quoted at 21c., and supplies are not very liberal. Stocks come almost exclusively from Ontario now. A few small shipments are from the Northwest, but none from Manitoba.

A car of Manitoba cheese, making about the third this season, was received this week. It contained 40,000 lb., and the stock was prime. It was pretty well turned over in a few days. There are no large stocks on hand. Price is quoted at 12½ to 13½c.

* * *

Receipts of California fruits have been very heavy this week. A large quantity is being received in carlots now, in preference to the slower method of shipping by steamer. It is to be noted also in favor of rail shipments, that there is no handling. The goods are packed into the special fruit transportation cars and not opened until they are on the warehouse siding of the consignee. The shipping by boat necessitates an extra handling at point of shipment, and all perishables sent here are transhipped at Victoria from the San Francisco steamer, which proceeds from Victoria to Seattle before reaching Vancouver. So many handlings seem to have a bad effect on the fruit.

Not all the carlots received are in good shape when they get here. The fruit inspector, who keeps a rigid examination during the season of fresh fruit, this week condemned a straight car of pears, and also a mixed car of peaches, pears and apples. Fruit, such as apples which will stand re-shipment, is sent back to the United States side of the line. Perishable fruit, such as pears, is always sent to the crematory to be burnt. The regulations excluding infected fruit are very rigid here, and no fruit with codlin moth or San Jose scale is allowed in the country.

* * *

Supplies of peaches, pears and apples from California are very liberal now. Plums from California are nearly out, and prices are high. They are now too ripe to stand shipment. Oregon and Washington plums and prunes are not yet in. And it is too early for local plums. Local preserving cherries are nearly out. They have been a liberal crop this year, but the Alberta market takes so much of it that the local demand is seldom satisfied. Raspberries and blackberries are at their most plentiful supply just now. Watermelons are being received from California in great quantities. Three or four cars arrived this week for local merchants. Prices on all lines of fruit remain low at present, with the exception of California plums, and that for the reason noted.

G.S.B.P.

ONTARIO LIVE STOCK CO., LIMITED.

The Ontario Live Stock Co., Ltd., Toronto, have been incorporated with a share capital of $300,000, to carry on a general live stock, farming, ranching, packing and storage business, and to manufacture, buy and sell farm products and by-products. The provisional directors are: Robert Hay, Elsworth Maybee, C. G. Harston, Toronto; Jonathan Slater, Anthony Foster, Markham township; and Henry Harding, Scarborough township.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

"Gold Medal" pickling spice, put up and guaranteed by The Eby Blain Co., Limited, is one of the best and fastest selling lines on the market.

A. F. Randolph & Sons, Fredericton, are offering new Porto Rico molasses. A direct shipment just received. The schooner discharged at St. John.

W. Frank Hathcway & Co., St. John, N.B., have received a large shipment of Upton's jams, including some half-barrels for bakers' trade.

Quail on toast and pure cod fish 1 lb. blocks are again in stock with The Eby Blain Co., Limited.

The R. & J. H. Simpson Co., Guelph, Ont., are offering all lines of groceries at special prices for the next ten days.

Hudon, Hebert & Cie., Montreal, have received into store a carload of new "Simcoe" peas, all grades — English Garden, Early June and Fine French.

Peerless sliced beef in 6c. tins may be had from Lucas, Steele & Bristol.

The Eby Blain Co., Limited, have just passed into stock their first shipment of new season's early May pickings Japan teas—put up in 40 lb. boxes. Parties wanting something really choice should get samples and quotations.

Dandicolle and Gaudin's French peas in glass, also mushrooms, are in store with Lucas, Steele & Bristol.

The F. J. Castle Co., Ottawa, are doing a good business in prunes just now, especially with outside points. They have a quantity of the larger sizes in excellent condition, which accounts for their sale.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., are offering a snap in New Orleans molasses, barrels and ½-barrels, and Mat figs.

Lucas, Steele & Bristol have just received McMechen's Old Virginia salad dressing, also their Nail City tomato catsup in glass and jars.

Stretton's sauce, for which S. H. Ewing and Sons are agents, is seemingly a good drawing card, judging by the number of orders received since its introduction to the trade. Ewing & Sons solicit inquiries for prices and terms.

Hudon, Hebert & Cie., Montreal, are offering special values this week in Japan siftings.

Laporte, Martin & Cie. report booking a number of large orders for canned peas, tomatoes and corn. They are protecting their customers in all quotations. Inquiries for quotations are solicited.

J. A. Mathewson & Co. have received into store a first carload of new "Quaker" brand peas, Sweet Wrinkled, Early June, Midgets, etc., which they are offering at desirable figures.

Buyers' attention is directed to E. D. Marceau's ad. in this week's issue, as very interesting offerings will be noted. A change in price of coffees will also be found in their market quotations.

One thousand doz. brooms are offered at old prices by L. Chaput, Fils & Cie.

Among the recent large orders placed by Hudon, Hebert & Cie., Montreal, are 500 boxes Chinese starch (Empois Chinois), the demand for which has grown largely, 700 sacks peanuts, 500 cases "Reindeer" brand condensed milk, and a carload of "Cow Brand" soda—the latter the largest order ever placed by one Canadian jobber.

L. Chaput, Fils & Cie., Montreal, have received into store this week a carload of Williams Bros. & Co.'s (Detroit) pickles, including bulk pickles in 40-gallon barrels, which they are offering at attractive prices.

VALENCIA RAISIN OUTLOOK.

Discussing Valencia raisins, with special reference to the price situation, The Exporter, of Denia, under date of July 16, says: "We must confess we do not in the least agree with some of our merchants, who seem to be fond of anticipating the season and have, as far as we hear, already made offers at relatively low terms, for which they are certainly much to be blamed. Those firms abroad who accept offers from people who should be known to them as having figured in the unfortunate affairs which took place between buyers and sellers during the season of 1900, are to be blamed also. Should then the foreign firms we allude to suffer any trouble they will certainly have no excuse this time. Our bona fide merchants should be on the alert and not hurry in making offers at so early a period, for the coming season is not indeed one that can be lightly judged, and so it will be wise to wait until prices are established." In this connection a prominent importer said to-day: "The warning contained in the above applies to other articles produced abroad. Figs and the several descriptions of nuts might be included. Buyers here are all too ready to see bargains in low-priced articles irrespective of who is offering the same. In figs last year the matter was brought to the attention of importers here with some force, and the large importations of poor quality of bags injured not alone the buyer of the same, but importers of the better grades as well. Low prices at this season of the year on crops not yet gathered usually mean either short deliveries on contracts or the substitution of inferior qualities."

THE OLD RELIABLE

ROYAL

BAKING POWDER

Absolutely Pure.

No Grocer can afford to be without a full stock of ROYAL BAKING POWDER

THERE IS NO SUBSTITUTE

LONDON COMMERCIAL TRAVELLERS' PICNIC.

FOR several months past the commercial travellers of London, Ont., representing every branch of trade carried on here, have been quietly and continuously preparing for their annual picnic. These picnics of the commercial men, whether from the heartiness with which matters of detail have been carried out, or from the courtesy and geniality of the knights of the grip themselves, have always been very successful. Encouraged by their record of the past, and also by the home-coming of London Old Boys this year, extraordinary efforts were put forth to eclipse all their former excursions. That the travellers succeeded in their latest endeavor, was amply proven by the enthusiasm of the immense throng as the procession which opened the big day's proceedings formed and moved through some of the principal streets, headed by the band of the Seventh Regiment. Port Stanley, a watering place situated on the shore of Lake Erie, some 25 miles from the Forest City, was the rendezvous for the picnickers. The train conveying the first detachment of the travellers' picnic left the L.E. & D.R.R. station at 11 a.m., and during the day at intervals of 30 minutes crowded trains departed from London for the scene of enjoyment..

The success of the picnic is estimated by the number of those present, and, following this accepted rule, the travellers' picnic at Port Stanley, on Saturday, was the greatest that ever went out of London. Everything favored the occasion. The weather, a most important consideration, was superb, and the temperature perfect. Then the travellers were favored in the excellence of their train service for which they were able to arrange. There is, to a considerable extent, a community of interest between the railroads and the commercial travellers, and this fact helped very materially. One hundred and nineteen coaches were called into use to transport the passengers from London and St. Thomas alone, while in addition, a special train was run from points along the Lake Erie Railway. A very large number of those gathered at the Port Stanley grounds drove in from the country from many miles around, others wheeled, and each helped to form the immense whole; wherever the eye turned, landward, were many human beings, almost as thick as bees, and between the hours of two and six o'clock at least twelve thousand were in attendance.

The sports began with a grand baseball game on Erie Flats, between the London and Toronto travelling men for a magnificent silver trophy, presented by M. C. Ellis, of Toronto. The athletic competitions took place on the heights and resulted as follows:

100 yards, travellers only—1, E. Dore; 2, H. A. Turner.

75 yards, four-legged race, badge holders only—1, H. W. Lind, J. E. May and H. E. Turner; 2, Talent, Obernesser and Struthers.

100 yards, hotelmen only—1, J. S. Sweeney; 2, W. Obernesser.

One mile automobile race—1, H. Southam and R. Munro; 2, T. Nopper and Geo. Detlor.

100 yards, travellers over 200 lb.—1, H. A. Lawson; 2, T. Mortimore.

RECEPTION ROOM IN THE LONDON TRAVELLERS' CLUB.

100 yards, jungle race—1, elephant; 2, giraffe.

10 yards and return, visiting merchants' business race—1, T. C. Hanna, Wingham; 2, J. N. Scott, Mt. Forest; 3, C. D. McReady, Port Stanley.

25 yards and return, local merchants' fishing contest—1, W. Evans; 2, J. Sweeney, Ridgetown; 3, Geo. Chantler.

The King's plate, trave lers only—1, E. Austin; 2; E. Powlika; 3, R. Greene.

Catching the monkey, badge holders only—1, W. Evans; 2, E. Powlika.

Driving the blind pigs, warehouse employes only—1, Sage and Turner; 2, J. Hunter and A. Croden; 3, A. Clark and T. Hevey.

In the team skipping and sun bonnet race for little girls, the children became so entangled by the conditions and the bonnets that they were each paid off with a box of candy, it being impossible to choose the winners.

50 yards, boys under 15—1, Peter Moore; 2, Chas. Allport; 3, Fred. Wright.

100 yards, Richards' pure soap race, ladies over 16 years—1, L. Thorne; 2, Ethel Winslade; 3, Minnie Smith; 4, Miss B.cking; 5, Miss Pembroke.

100 yards, Sweet Caporal race, badge holders only—1, C. Dore; 2, L. Sage; 3, H. Turner.

75 yards, judges' race, square heel and toe—1, F. Love; 2, J. B. Campbell; 3, R. D. McDonald.

After supper on the Heights, the 7th Regiment band gave a promenade concert that was enjoyed by assembled thousands, in front of the Fraser House.

The big event of the evening was the cooks' parade, in which about three hundred travellers participated. The parade began on the beach, and went through the village to the Heights. Unfortunately, it was dusk when the long parade, representing fifteen nationalities, reached the grounds, but nevertheless, it afforded a vast deal of amusement.

The General and Supervisory Committee were: C. S. Hyman, M.P., chairman of committees; S. F. Glass, secretary of committees; H. E. Buttrey, J. K. Spry, Alf. Gunther, J. M. Ferguson, E. I. Sifton, Donald Ferguson, A. T. Edwards, R. D. Kilgour, J. S. Townsend, E. R. C. Struthers, C. W. McGuire.

NOTES OF THE TRAVELLERS PICNIC.

The American Cereal Co., of Peterboro', were deserving of all the advertising they got. Four solid-looking men in "Quaker Oats" uniform were in the parade, and they elicited frequent applause and much comment.

The travellers' committee advertised for some original ideas for the events to be put on the day's programme; seven answers were received, all the original ideas were good, and all were included on the printed programmes.

The uniform adopted by the travellers for the day's outing was both sensible and economical, viz.: white duck trousers and white linen hats.

Altho there is one thing travellers have in common, and that is big-heartedness and good humor, there is a terrible difference in build and physiognomy. At the Port picnic there were fat drummers and thin ones, corpulent and lean ones, tall, short and shorter men; but the latter were mostly tall across. Some were dark, others fair, some ruddy, a few carroty; lots were good looking, some middling, others worse, some worser; a few dudes, and a few mashers, with a number of real handsome men in the big bunch.

In round numbers 1,800 commercial travellers are enrolled at London as members of The Commercial Travellers' Association of Western Ontario. Some 500 of this number reside in the city.

Three-twelfths of a dozen of the best looking policemen not belonging to the regular force kept fairly good order and the crowd back. The chief with the false whiskers made a real good "bobbie," although only a gripman like his subs. Remarks were made that those police were smoking cigars on duty!

All's well that ends well, especially when it has been a record-breaking success.

Are you selling your share

of Canned Meats?

Give your customers Clark's, they make the come-again customers. Quality and style of package the very best—every tin guaranteed.

60 Varieties to choose from.

TRY — FOR SUMMER USE — TRY — DELICIOUS ACID FRUITS — CORONA FRUIT MEAT — FOR PIES PUDDINGS &c — SPRING USE — TRY

Delicious, Healthful
The Ideal Fruit
—FOR—
SPRING and SUMMER USE
Once Tried, Always Used.
ASK FOR IT.

Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

FINEST ORANGES GROWN

Car Extra Fancy Late Valencias arriving this week from the celebrated groves of the Arlington Heights, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.

DON'T PASS THIS BY.

We require good BUYING AGENTS to handle our COCOA, CHOCOLATE AND CONFECTIONERY. You can't go wrong in applying for prices and particulars to

RICHARD PERCY & CO., Waterloo Road, Bristol, Eng.

Window and Interior Displays

Timely Hints and Suggestions.

Unity in the Window Display.

IN dressing a window there is always a temptation to put in too much. A window display is designed to produce an effect. If properly trimmed it will produce the effect for which it was arranged, but if two or more diverse effects are sought at the same time the result will be distraction and neither will be realized. It does not follow, however, that only one article should be exhibited in a window at a time. Far from it. But having decided on a particular line to be brought before the attention of the public everything in the window should conduce to furthering that end.

For example, in making a display of breakfast foods it would be quite appropriate—indeed, it would add immensely to the effectiveness of the display—to fit up the window with a tempting breakfast laid out with all accessories. The particular breakfast food to be pushed should of course be given the place of honor, and should not be overshadowed by the other articles. These should be made to contribute to the effectiveness of the main article. The whole display will thus have a unity which would be spoiled by the introduction of any article foreign to the breakfast table.

The same principle can be applied to a dinner window, a house cleaning window, a preserving window, or numberless other windows which will occur to the wide-awake grocer.

A window display is in a sense a work of art and like every other work of art must obey the laws of unity and harmony or else it will fail, no matter how excellent may be the individual constitution of the ensemble.

Fruit and Bottled Goods Department.

An Attractive Department.

THE illustration this week portrays a fresh fruit and bottled goods department of a Chicago house. The department shows a remarkable utilization of all available space, without leaving any impression of undue crowding. Below will be noted the double row of bins, in which the fresh fruit is attractively displayed and conveniently located for frequent turnover. The lower block of bottled goods are within easy reach and are suitable for those goods most frequently called for, while the higher row is readily reached by the travelling ladder observed to the left.

The arched compartments of the shelving relieve the formal stiffness often observable in grocery stores, and affords a convenient basis for sorting.

The whole impression left by the department is that of tidiness and order, an impression the value of which on the casual customer cannot be over-estimated.

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize - - -	$10
Second Prize - -	$7
Third Prize - - -	$5

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the $10, $7 or $5 prize, it may be awarded a $2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of $2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Our Metallic Ceilings and Walls

Are an ideal finish for all kinds of buildings, because they combine both beauty and utility.

We make an almost countless assortment of artistic designs — the plates fitting accurately, the joins imperceptible, and the pattern continuous in perfect precision throughout.

The sanitary superiority, fireproof protection, handsome effect, and moderate cost, appeal to all progressive people.

Full information in our Catalogue—it makes interesting reading.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Do you sell it!!!

POP CORN in every style.

Pays nearly 100% profit.

DOMINION POP CORN CO., - TORONTO.

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition	$5.00
A.B.C. Code, 5th Edition	7.00
A.I. Code	7.50
Robinson's Code	1.50
Armsby's Code, 1901 Edition	2.50
Economy Code	3.00
Scattergood's Fruit Code	5.00
United States Code	3.00
Arnold's Tobacco Code	2.50
Baker's Potato Code	2.50
Broker's Code	1.00
Livras Code	2.00
Index Code	2.00
Universal Sugar Code	1.00
National Coffee Code	1.00
Riverside Code 1890 and 1901	3.00

All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, $1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, $1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

PERSONAL.

Col. Davidson, of Davidson & Hay, wholesale grocers, Toronto, left Saturday for Minnicogáneschene.

Mr. David Bell, president of the Toronto Retail Grocers' Association, passed through Montreal, on his way to the Old Country. Mr. Bell deserves a holiday and it is to be hoped the trip will be enjoyed.

A visitor to the grocery trade of Montreal this week was Mr. T. Duff Williamson, the representative of the Brantford Starch Co., Limited, Brantford, Ont. Mr. Williamson states that business is remarkably good, their new factory being taxed to its fullest capacity. The outlook was never so bright as at present. Mr. Williamson has just returned from his Eastern trip, and from all accounts never had a more satisfactory tour.

Mr. Ernest Hustwitt, of the A. F. MacLaren Imperial Cheese Co., Limited, Toronto, was a visitor in Montreal over Sunday. "Ernie" ran down from Ottawa, where his company are making an exhibit at Central Canada's Fair, and from all accounts are going to excel themselves this year. Mr. Gregg, the Montreal and Eastern representative of Surprise Soap, was piloting him around—and it goes without saying that all the beautiful churches of Montreal were taken in.

VISIT FROM A WINNIPEGGER.

Mr. Geo. Adam, of Geo. Adam & Co., brokers and commission agents, Winnipeg, is spending a few weeks in the east, visiting Toronto, Montreal and other places. It is seventeen years since Mr. Adam came east and he said that he noticed a very great improvement not only in the cities, but in the country as well. One thing that particularly struck him was the large number of trees that had been planted along the country roads. "This certainly very much improved the appearance of the country," said he.

Speaking of the crop conditions, he confirmed what has recently been said in regard thereto. He said that in Southern Manitoba, owing to the damage done by the drouth, some fields have been plowed up again. In some places in the north they have, on the other hand, had too much rain. The crops on the whole should be very good in the Northwest, he declared.

Among the exports from Canada to the United States last week was 27,250 pounds of "Salada" Ceylon tea.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATIONS VACANT.

EXPERIENCED cheesemaker, also one of less experience. Apply at once. Box 114 CANADIAN GROCER, Toronto. f

MILLER—Competent to take half night. Apply, stating wages, Stuart Bros., Box 111, CANADIAN GROCER, Toronto. f

MILLER at once. Married man preferred; must be reliable and capable of taking charge of mill. Send references and state salary expected. Address box 113 CANADIAN GROCER, Toronto. f

UPHOLSTERERS—Highest wages paid to first-class men. Apply at once. Box 115 CANADIAN GROCER, Toronto. f

TRAVELLER WANTED.

COMMERCIAL TRAVELLER to represent a coffee and spice house west of Toronto; must have a good connection and first-class references; liberal remuneration to the right man. Box 47 CANADIAN GROCER. (31—tf)

FOR SALE

FOR SALE—Thriving business; bakery, grocery and restaurant. Proprietors health failed. Apply at once, Box 36 CANADIAN GROCER, Toronto. (25-10)

AGENCIES WANTED.

WANTED by a wholesale coffee and spice house in Toronto, of good standing, sole agency for a good coffee mill. Address Box 46 CANADIAN GROCER. (31 tf)

COFFEE ESSENCE.

SOLE PURCHASING AGENT WANTED—For a very fine Coffee and Chicory, highly recommended by "The Lancet," "The Grocer" and other papers. Highest awards where shown. Apply, "Essence," CANADIAN GROCER, 109 Fleet Street, London, England. (29-4)

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

CANADA PERMANENT

MORTGAGE CORPORATION

HEAD OFFICE

TORONTO STREET—TORONTO

By an Act of the Parliament of Canada passed at the present session, the name of The Canada Permanent and Western Canada Mortgage Corporation has been changed to Canada Permanent Mortgage Corporation.

J. HERBERT MASON,
Managing Director.

The Bank of Toronto.

(Incorporated 1855.)

Head Office: - TORONTO, ONTARIO.

Paid-up Capital, $ 2,800,000.
Reserve Fund, $ 2,900,000.
Total Assets, $24,000,000.

The accounts of **Merchants** and **Manufacturers** are cordially invited.

BUSINESS ACCOUNTS opened on favorable terms.
SAVINGS ACCOUNTS for your spare money. Interest paid on these compounded twice a year.
DRAFTS SOLD for use anywhere in North America or Europe.
LETTERS OF CREDIT ISSUED Cash Credits for convenience of Travellers in Europe. Time Credits for Importers.

At any of our Offices you will receive courteous treatment and our best services.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. **B. E. WALKER**, General-Manager.

The offices of this Bank number 105, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager.

NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents.

99 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager.
HALIFAX, H. N. Wallace, Manager.
WINNIPEG, John Aird, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager.
DAWSON, D. A. Cameron, Manager.
TORONTO, John C. Kemp, Manager.
VANCOUVER, Wm. Murray, Manager.
OTTAWA, Robert Gill, Manager.
VICTORIA, Geo. Gillespie, Manager.
HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.
SEATTLE, WASHINGTON, G. V. Holt, Manager.
PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.

Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

SAVINGS ACCOUNTS RECEIVED

DEBENTURES ISSUED

3½% ALLOWED ON DAILY BALANCE

CENTRAL CANADA Loan & Savings Co'y 26 KING ST. E., TORONTO.

4% INTEREST PAID A TRUSTEE INVESTMENT

THE PRUDENT BUSINESS MAN

will name as his executor a Trusts Corporation possessing a large Capital Stock, a Board of Directors of high standing and a trained staff of officers to ensure the efficient and economical administration of his affairs and comfort and happiness of his family.

THE TORONTO GENERAL TRUSTS CORPORATION,

59 YONGE STREET, TORONTO.

PAID UP CAPITAL - - $1,000,000.
RESERVE FUND - - - 290,000.

☞ Booklet on application.

FINANCE AND INSURANCE

MANY are hoping that the bottom has been reached in the decline of values in the stock market. But it is even more difficult to determine where the bottom is than to fathom the deepest part of the ocean. However, values have reached a basis that strengthens the position of those who believe that bed rock has been touched. It is held by some that the recent failures in New York have tended to clear the atmosphere. Identified with one of the insolvent firms was one of the most expert market manipulators and the biggest single operator in the Street. Presumably, therefore, a great deal of the recent selling has been for the account of this operator and of the house with which he was associated—for with them a line of 100,000 shares would be as nothing. Whether or not all the "lame ducks" are removed remains to be seen.

* * *

THE New York Times, in a recent article on the situation on Wall street, says that it is a matter of no great moment that a few plungers and stock gamblers who, in the course of the transactions by which great combinations were organized, came into the possession of large quantities of common stock in payment for properties already abundantly paid for by bonds or preferred stock, should be compelled to throw the common stuff upon the market for what it will fetch. But when this process goes on day after day, with no evidence that the bottom will ever be reached, and when stocks which are not mere "water," but represent solid value and demonstrated earning power, also go down with a run, and when the market is so shaken that the owner of securities who should be in need of money could not sell them save at a dreadful loss, there is manifestly some danger that disaster and failures may result. Financial disasters and failures, even when they occur through Wall street gambling, are not good things for the country. It is this aspect of the matter which makes the present proceedings in Wall street disquieting.

* * *

FIVE railroads in the United States have, so far as known, this year, borrowed money to the extent of $86,500,000 in the aggregate. These railroads are: Lake Shore, Pennsylvania, Rock Island, Burlington, and Union Pacific. At the beginning of the new year the president of the New York Central railway expressed the opinion that one reason why the railroads of the country, during the year then to come, should be able to continue to earn fixed charges and dividends and to lay by a penny or two for a rainy day, was that the capitalization of the roads had been brought down to rock bottom by the reorganizations which followed the period of depression through which the country had then only just passed. Commenting upon the action of the railways in borrowing the money, The New York Times says: "To-day, after bond issues have followed bond issues, stock increases have come upon stock increases, capitalizations have for the moment, apparently reached, if not passed, the maximum, which, in the opinion of many people, is conformable with a fairly healthy condition of the financial markets, and the railroads which a few years ago, on a rock-bottom basis, saw no difficulties ahead, find it necessary to resort to the issue of notes in enormous quantities to finance either purchases of new lines, perhaps at still exaggerated valuations, or to make improvements which, in some cases, are probably imperative. In the private affairs of men it is not generally considered conduct worthy of approval if a man, already heavily in debt, assumes still greater liabilities for the sake of purchasing articles which he has been able to get along without, and there is no reason why different judgment should be rendered on corporations."

* * *

OLD age is not always accompanied by decreptitude, particularly in commercial and financial institutions. One proof of this is The Royal Exchange Assurance, a fire insurance company. It is in its 183rd year, but is still expanding its business and earning good profits. The increase in business last year was £61,293. Its last dividend, which was recently paid, was 14 per cent., while the total funds of the company increased from £4,853,173 to £4,924,182.

* * *

A PROMINENT stock and grain firm in New York a few days ago issued a bulletin in regard to the stock market. It so well coincides with our own views that we reprint an extract from it. "While we see nothing in the general situation at the moment to warrant turning over to the bull side with the expectation of any general improvement or the development of an outburst of any real bull speculation, we realize that prices have had a big decline, and liquidation has been very extensive, (particularly among the big interests and pools, who have been the worst sufferers by the break,) and that the technical speculative position of the market is so much better as a consequence of this extensive liquidation and the creation of a fresh large short interest, that a good rally may now occur at any time. In other words, the technical speculative position is such at the moment that the chances are we will now have more of a two-sided market and that it will prove a good trading one to those who are satisfied with scalping operations for moderate profits."

* * *

THE National banking system of the United States has been in existence 40 years. During that time 6,862 banks have been organized. Since the establishment of the system only 392 national banks have been placed in the hands of a receiver. This is 5.7 per cent. of the total number organized. Of the 392 banks that have been placed in the hands of receivers, a large number paid their depositors in full. The assets of the remainder average nearly 75 per cent. of their indebtedness. The chief need of the system at present is an extension of the banks' privilege of note-issue and some liberalization of the present provisions for the security of such issue. In other words, something more approximate to the Canadian banking system is needed.

FORTUNES THAT HAVE GONE.

LARGE interest after large interest has been compelled to let go part of its holdings (in the stock market) to protect the rest. There are signs that more than one large interest has had to let go everything. The small seller is cutting very little figure in the market. What is going on seems to be an elimination of the middle-class operator, leaving as the only sure survivors the dozen leading interests whose wealth, computed at $50,000,000 and upwards, seems comparatively secure. Money making has been comparatively easy for the past five years. The present process is one tending to extinguish a large proportion of those who have become millionaires out of almost nothing since the great business revival of 1897. It seems almost incredible that one man, unheard of five years ago, should be able to make $15,000,000 out of a single trade and should lose it all in general speculation within eighteen months. Yet such is believed to be the case. The times have gone hard with a Chicago millionaire crowd of recent creation who came East to teach New York how to do business. A large Pittsburg contingent, after struggling with the iron industry for many years, were made millionaires over night. They converted their money into paper, and the latter has been shrinking ever since.—New York News Bureau.

INSURANCE AGAINST STRIKES.

A COMPANY has been formed in Louisville, Ky., to underwrite strike insurance risks. No employer who is unfair to his employes will be knowingly accepted as a subscriber and policy-holder, nor will any such, if by any chance they do get in, be allowed to remain in after any unfair treatment of their employes shall become known to the attorney. The liability of subscribers as underwriters is carefully limited to a moderate amount. By the plan under which the business is conducted the expenses are strictly limited to a very moderate percentage of the premiums, so that by far the largest part of the fund derived from premiums will be available to pay losses. This class of insurance being entirely new, the result cannot be predicted with certainty, but it is considered highly probable that the funds derived from premiums will not only be sufficient to pay all expenses and losses, making it unnecessary to call upon subscribers for any part of their underwriting obligations, but that a considerable part of the premium fund will be left at the expiration of the policies, to be returned to the subscribers as profits.

The subscribers underwrite severally and jointly, so that no one of them can be held for the delinquency of any of the others. Only persons, firms or corporations in high credit standing for character and pecuniary responsibility will be accepted as subscribing underwriters.

TAX ON LIFE INSURANCE.

THE Georgia Legislature is reported to have a bill before it proposing to assess a tax on each policy-holder having life insurance that has a cash surrender value. This bill contemplates obliging all companies placing policies within the State to make a report to the comptroller-general of all such policies it has out, together with their cash value. In advocating this measure Representative Bell, who is the head of the movement, is reported as saying:

"Life insurance policies having a cash surrender value constitute a valuable asset, yet they are not returned for taxation. They cannot be reached in bankruptcy proceedings, though their holders can realize on them after the proceedings in bankruptcy have been dismissed. I consider that they are just as much property as are cash, stocks or bonds, and therefore they should be returned for taxation."

THE London Statist is of opinion that as the United States grows in wealth, the present movement for buying up the National securities of every kind will gain strength. Thirty years ago or so a very large part of the Government debt of the United States was held in Europe. Now the amount of the debt so held is hardly worth talking of. Ten years ago the amount of industrial securities of all kinds held in Europe was enormous. Now it has been immensely reduced. In ten years more the remnant that will still be held by Europe will, in all probability, be quite trifling.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

— BONDS —

PROTECTION	We protect you and also save the employee from being under obligation to anyone.
PROGRESS	Because we always lead and never follow.
PROSPERITY	On account of fair dealings with its patrons, so as to secure a continuance of their business.

The above refers to THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.

Bonds issued on persons holding positions of trust. For rates and full particulars, apply,

J. E. ROBERTS, General Manager,
Cor. King and Yonge Sts - TORONTO

WESTERN ASSURANCE COMPANY. Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital -	$2,000,000.00
Assets, over - -	3,333,000.00
Annual Income -	3,536,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

WHY IS IT

that the sales are steadily increasing of

JAMES' DOME LEAD?

It has been before the public for 63 years, and would have dropped out long ago if quality wasn't behind it.

W. G. A. LAMBE & CO., Canadian Agents.

RECEPTION WAFERS

In one pound tins. A very attractive package.
Something nice for Teas, etc.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

Sweet and Crisp. Just the kind of a Biscuit that goes well at an afternoon tea. It made a hit right from the start.

HAVA LUNCH

is a great seller. Here's the way our customers speak of it:

MESSRS. THE IMPERIAL BISCUIT CO., LIMITED,
GUELPH.

DEAR SIRS,—Please add five boxes of "Hava Lunch" to my order sent you yesterday. It is certainly a first-class biscuit for the money.

Yours very truly,

The Imperial Biscuit Co., Limited, Guelph.

FLOUR AND CEREAL FOODS

The Orient as a Flour Market.

THE American millers have exploited the Far East for their flour to a much greater extent than have Canadian millers, and the value they put upon this trade is indicated by the many resolutions their conventions have endorsed, looking forward to reciprocity with Canada. Reciprocity talk is usually dressed in flowery language, and reading on the surface one would think that purely economic consideration for the good of both nations entered into the question. It will usually be found, however, that individual interests, selfish and mercenary, are behind the sentiments so cordially proclaimed. The American millers' concern about Canadian reciprocity indicates imperilled interests, and the preference given to Canadian flour in the recent Japanese competition, together with increasing orders from the Orient for Canadian flour have doubtless given additional ardor to the numerous resolutions that have come to our notice.

The Japanese are easily the most influential of the people of the East, and what Japan does in a commercial way is a hint to other Eastern nations. If Japan wants Canadian flour doubless China, the islands of the Eastern Archipelago, and other Oriental countries will also want Canadian flour. But if Canadian flour is not offered? Herein lies the substance of this article—the necessity for Canadian millers to make good and prompt use of existing conditions. It is when the sun shines that it behooves us to make hay. Let our Canadian millers follow up the present advantages and let American millers continue to pass resolutions. The East contains hundreds of millions of people. The East is no longer a land of dreams. Its people are knocking at our doors wanting our flour. We have the flour; they have the price. The exchange is sought; is possible. And the profits—trade with the East has ever been lucrative.

Canadian Flour in Japan.

This season's wheat crop in Japan is about 30 per cent. short of the usual crop. There is also a shortage in Corea, from where the Japanese are accustomed to draw a portion of their supply.

Trade is hampered with Manchuria because of the political turmoil there, so that there is an exceptionally fine opening for Canadian flour and wheat in Japan. The attention of the Japs was drawn to our products by the exhibits Canada made at Osaka, and all that is required of our people is a little enterprise to take advantage of the chance.

What Becomes of Canadian Wheat?

WHERE does all our wheat go to? Or perhaps the question should rather be: What is the matter with our statistics? It is just now very important that the people in Great Britain should know exactly what amount of wheat Canada already exports as a basis for estimating what this country is capable of exporting under an increased acreage.

Much of our wheat enters Great Britain under the general term "American" and British statistics do not tell the correct story, but there is no reason why our own statistics should not be correct. Yet it is almost impossible to believe that they are correct. In the blue books there are given what are claimed to be the complete figures of the exports of Canadian produce. Take for example, the year ending June 30, 1902, with the figures covering the crop of 1901. The blue books state that in that year there were exported from Canada to all countries 26,117,530 bushels of wheat and 1,086,648 barrels of flour, or a total of, say, 30,600,000 bushels of wheat. Now, the total Canadian crop of that year was estimated at about 90,000,000 bushels, and we know for certain that over 44,000,000 was inspected in Winnipeg. What became of the balance between the 30,000,000 bushels exported and the 90,000,000 bushels grown? Suppose we allow for some exaggeration in the estimate of the yield, yet there is no exaggeration in the amount inspected at Winnipeg, practically all of which went east in the shape either of grain or flour. How did 14,000,000 bushels of this wheat disappear? A good deal of Manitoba's wheat is consumed in Eastern Canada, but as Eastern Canada produces more than enough for its own consumption, the Manitoba wheat used there would release eastern wheat for export. It is probable that six bushels per head would be a high enough average for consumption in Canada, perhaps too high, but make it seven bushels per head, and we could account on the score of consumption for only about 38,500,000 bushels. The requirements for seed would not be more than about 10,000,000 bushels. Taking the two together we might account for about 50,000,000 bushels, but this would seem to be the outside limit. On a 90,000,000 bushel crop we should easily be able to export 40,000,000 bushels, yet the official figures credit us only with 30,000,000 bushels. Was the other 10,000,000 bushels fed to stock, or was it never grown at all? Or, taking only the figures for Winnipeg inspection, is it possible to believe that 14,000,000 bushels which passed through Winnipeg was consumed in Eastern Canada without releasing a single bushel of eastern wheat for export? We have not yet the complete figures for the year ending June 30, 1903, but for eleven months of that year the exports are given as 20,346,520 bushels of wheat and 1,099,915 barrels of flour, or about 33,800,000 bushels altogether. Yet the crop of 1902 was greater than that of 1901 by about 8,000,000 bushels. The Canadian Statistical Year Book gives the Canadian crop as 96,606,345 bushels and the United States Crop Reporter gives it as 98,654,000 bushels. Making all reasonable deductions for over estimates in this case, also, there will be a discrepancy which is hard to explain. Do we feed immense quantities of wheat to stock? Do we eat as a people an abnormal amount of flour—the consumption in the United Kingdom is only a little over four bushels per head and we have already allowed seven for Canada? Does Eastern Canada not produce nearly as much wheat as it claims to produce? Or are our official statistics of export totally incorrect? This is a subject worthy of attention.—Winnipeg Telegram.

Breadstuffs in Trinidad.

The last commercial review of Gordon, Grant & Co., Port of Spain, Trinidad, has this to say of breadstuffs :— The S. S. Maraval has just arrived from New York and the S.S. Piemonte is due, both bringing large assortments induced by the recent reduction in freight rates to 20 cents per dry barrel. These liberal receipts have fully stocked our market with most items and as trade generally is quiet and the closing of the Venezuelan ports restricts our trade in that direction, only a retail business can be reported. All grades of flour are in oversupply and quotations remain much the same as last advised.

Canadian Flour Approved.

At a recent meeting of the Royal Commission on the food supply of the Empire in time of war, witnesses representing master bakers and confectioners were agreed in declaring that Canadian flour was greatly improved in quality, and was finding a large market in Great Britain.

HAVE YOU

anticipated the wants of your customers for the warm weather breakfast ? If so, you are ready with

TILLSON'S BREAKFAST FOOD
AND
TILLSON'S WHEATLETS

both wholesome preparations of wheat, whose name is a guarantee of the quality. BREAKFAST FOOD is Wheat Flakes, in which is retained all the Wheat that is good to eat and discarding all the indigestible part. WHEATLETS, the germ of Manitoba Wheat—rich in gluten.

Breakfast Food
24 three-lb. packets,
$2.90 per case.

Wheatlets
36 two-lb. packets,
$3.50 per case.

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

TELEPHONE { MAIN 1257. " 4675.

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

Canada Flour Mills Co.

The Canada Flour Mills Co , Limited, of Chatham, have increased their elevator capacity to 7,200 tons, have built a substantial dock the entire length of their property on the river front and added storage room for 1,500 bbls. of salt and have now room to store 2,000 tons of coal. New gyrators have also been installed throughout the mill.

Cereal Notes.

The first new wheat was taken in at the Tillson mills last week. The sample was good, running about 62 lb. to the bushel. The price paid was 74c. Tillsonburg promises to be a leading wheat market town during the coming season.

Howson, Harvey & Brocklebank, of the Wingham flour mill, have purchased the flour and feed business of Cassels & Carr, of the same town, and will continue the business in the same premises.

JOHN MacKAY, Limited,
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills
BOWMANVILLE, ONT.

HEAD OFFICE : 1 Adelaide St. East,
Correspondence solicited. *Toronto. Ontario*

THE BEST FLOUR.

Calla Lily Choice Manitoba Patent
G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley,
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

"The best pump that was ever made won't get water out of a dry well; but there's water down deeper, and the dry weather is the best time to dig for it."

IN a recent issue of Printers' Ink, a New York publication devoted to advertising, the English correspondent prophesies a gradual extinction of the retail trade, in an article which brings out some points worthy of special note.

We can't get around the fact that the days of the non-advertising retailer are numbered, but the question as to whether retail stores will ever become extinct or not is hardly one which will concern this generation at any rate.

Here is what the Englishman says in part :

"A class of business men, at present active, vigorous, and if not always flourishing, certainly not unprosperous, is destined within the next 20 years, and most certainly within the next 50, to absolute and complete extinction.

"This, to the unreflective reader, seems startling. The reflective reader will at once know what class is referred to.

"It is the non-advertising class of storekeepers and manufacturers.

"The larger and older storekeepers of this class now alive will probably die at their counters. Their prosperity will somewhat decline. Their sons will either go out into other fields of activity or reform the methods of the business they will inherit. The smaller and the younger storekeepers will have to face these alternatives for themselves. The wisest of both kinds already realize what is coming. For it is inevitable.

"Progress is the cause of the coming change. I don't mean progress in advertising, or at all events not this progress alone. Increased facility of communication and conveyance, the soldifying of population, new and better business methods, all work in the same way. Increased intelligence on the part of the people compels and guides these other increases. We demand value in full for our money ; we demand guarantees. Advertising has been the educating power. Observe what has already happened.

"In the days when readers of Printers' Ink were boys practically every article of domestic consumption was bought in bulk from the grocery. Coffee, tea, flour, sugar, soap, candles and the like had no names on them. Our mothers went to the grocer for them, and partly guided by what the grocer told them, partly helped by their own judgment, bought by the pound what they wanted. To-day sugar is almost the only article among those named which is almost always bought in that manner, and the American newspapers here lately have begun to contain advertisements of a proprietary sugar. You can still buy these things loose if you want to, but the people have begun to see that a proprietary tea, a proprietary soap and the rest, have certain advantages which goods bought from bulk do not possess.

"If I go to a grocery and buy oatmeal for my breakfast table, it will be a different kind of oatmeal at each grocery ; and what I buy at a single grocery to-day may be different from what I shall get a fortnight hence. But if I buy Quaker Oats it will be the same at every place and every time. I needn't go myself, my wife doesn't need to go, in order to make sure that the stuff is right, as we must go if we buy loose oatmeal. We send Mary the cookmaid and she brings us Quaker Oats and we needn't be uneasy. The same with all the rest of the supplies. Every day there are more of the advertised proprietary goods being sold and less of the bulk goods.

"Now, on the old plan, the retail storekeeper was a highly needful member of the community. He gave credit and he had knowledge—technical knowledge very necessary to the selection in the wholesale market of suitable bulk goods. But the retailer has no special value as regards packed goods. Credit, happily, is less and less taken or wanted by consumers in and near towns.

"In a great measure, retail storekeepers have brought upon themselves the doom which has been shown to be inevitable. Substitution every day deprives storekeepers more and more of their patrons' confidence. Every day price-cutting makes them weaker. They cannot fight against the tendency of things. In English and American cities where the resident population is mainly suburban, suburban trade is rapidly declining. The tendency of families is to buy from large department stores in the city — stores which advertise themselves in newspapers and by catalogues and price books. Probably suburban populations will for many years continue to be supplied in this manner, and the advertising storekeeper will be able to go on existing, though he will only exist as a distributor of proprietary and branded goods. If substitution is not stamped out it will kill all retail business on the present plan. But in large cities manufacturers will combine to run department stores, advertised as such. Express companies and the C. O. D. parcel post will supply the rural and village populations and the dwellers in small towns alone.

"Advertising is the greatest motive power of business to-day. But to-morrow it will be the only power. The manufacturer who does not advertise is, as a class, just as certainly doomed to extinction as the small retailer. The lesson of these things is obvious."

This article will be taken with a grain of salt by some readers ; with several grains by others. But it sounds a note of warning to which it might be well to pay some heed.

A possible great majority of us will question the probability of conditions ever reaching the stage predicted by the writer of the article in question. It is hardly likely that any retailers who may read it will have to battle with such conditions as are there outlined or suggested.

But there are present conditions which must be considered, and the man who wants to figure in business in the coming years will find plenty of food for thought in certain paragraphs of the article which is under discussion.

It is, no doubt, only a question of time when a great deal of the package trade now handled by the retailer will be conducted direct with the packer. But will the usefulness and convenience of the retail store then have altogether disappeared ?

Who will say that when I want a package of oats, or a package of sugar, or any of the little odds and ends needed about the house, that I will sit down and write an order to some proprietary house and wait a few days for the goods to be delivered ?

Well, hardly—not yet, at any rate.

Until conditions change considerably—and they will hardly make such a radical change as is predicted—we'll go on buying our household necessities much the same as we do now ; and if the retailers, in the main, stick to their spurs and by continuous advertising and keen attention to business as it is done the retail trade will hold its own for as long a time as we are interested.

But we must study conditions, adapt ourselves to them, and meet the competition of the larger houses if we are to prevent the centralization of trade which will tend to bring about the ultimate doom of the retailer predicted by this level-headed Englishman.

Drink them once and you will want them again.

Red Rose Tea (in lead packets)
Estabrooks' Black Blends (in bulk)
Estabrooks' Japan Blend (in bulk)

These teas have gained the reputation of always being uniform in quality, and in the making of these blends particular attention is given to the fact that "**tea is to drink, not to look at.**"

Give these teas to your customers once and they will ask for them again!

T. H. Estabrooks

Tea Importer and Blender.

BRANCHES:
Toronto and Winnipeg.

St. John, N. B.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Penalties for Tobacco Smoking.

THE Mohammedan legend on the subject of tobacco is too long for repetition under its Eastern garb. Suffice it that a viper was restored to health by the warmth of the prophet's body. Immediately on convalescence, the ungrateful reptile announced the intention of biting his preserver. The prophet expostulated. An argument ensued, which ended in the viper's carrying out its original project. The prophet sucked the venom from his wounded wrist and spat it forth. "From these drops sprang that wondrous weed, which has the bitterness of the serpent's tooth quelled by the sweet saliva of the prophet." But whatever the origin of tobacco, no plant has exercised so much political influence. The Pope Urban VIII. excommunicated all those who took snuff in churches. The Empress Elizabeth was less severe. She declared that the snuff boxes of those who made use of them in church should be confiscated to the use of the beadle. At Berne the use of tobacco was classified with adultery.

In Transylvania the penalty was far greater; in 1639 entire confiscation of property was the sentence of those who should plant tobacco, while consumers were condemned to fines varying from three to two hundred florins. Amurath IV. hung persons found guilty of smoking with their pipes through their noses and a tobacco pouch hanging from their necks. The Grand Duke of Muscovy forbade smoking and snuff-taking under the penalty of having the nose cut off; while Mohammed IV., son of the Sultan Ibrahim, 1665, punished the practice with decapitation. It is related of Amurath that a smoking saphi once struck the monarch himself for smoking with him incognito on board a caique. Amurath informed the saphi that the royal decree referred equally to himself. "No," replied the saphi, "I fight for and would die for him. It does not apply to me." A few days subsequently Amurath sent for him, and making himself known, gave his fellow offender a good appointment. But such penal regulations appear always to have been evaded.

These modern Amuraths, railway directors, in England arrogate to themselves the right of inflicting a fine of 10 shillings (about $2.50), and expulsion from their line on any person guilty of the sublime act, other than in compartments specially set apart for smokers. But it is sweet to smoke under difficulties. Were the prohibition removed, smoking on railways would probably cease. One young man feigned madness to secure a carriage to himself. Another on seeing a bishop alight at an intermediate station, immediately made for the compartment, and calling for a guard complained that the carriage was reeking with tobacco smoke. "To be sure those clerical gentlemen do smoke terribly," answered the official. "Then don't accuse me of it hereafter," rejoined the youth with an arch smile. On one occasion a railway guard thrust his head into a carriage filled with devotees in the act of their devotions, and placing his hand on a cushion, observed, "There are two very good rules on this line, gentlemen. Smoking is strictly prohibited, and the company's servants are forbidden to accept gratuities."

Oranges Good for Smokers.

From The Philadelphia Record.

"Did you ever notice," asked a well-known uptown physician the other day, "that men who eat oranges are not much injured by smoking? It is a fact. Orange juice has the faculty of neutralizing nicotine, and that is the reason. I have seen men weakened and even made ill by excessive smoking, and a few oranges were all that was necessary to straighten them out.

"All this pother about the injurious effects of cigarette smoking wearies me," he continued. "I don't mean to say that they are not injurious to boys—any kind of smoking is, for that matter. But those who put up a hue and cry against cigarettes say that it is the paper that is at fault. That is all nonsense. It is the inhalation of the nicotine-laden smoke that causes the trouble. You don't inhale cigar smoke, because it is too strong. But if you did you would find that the injury inflicted by

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM MEERSCHAUM
OLD VIRGINIA.

CIGARETTES . . .

HIGH ADMIRAL
SWEET CAPORAL DERBY

YILDIZ MAGNUMS

Pure Egyptian Cigarettes.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

A Winner !

The efforts you are making to win new cigar trade will be helped beyond measure by stocking up with an assortment of my cigars. This is no idle dream. I can prove it by what my cigars have done for other grocers.

My "Pharaoh" 10-cent and my "Pebble" 5-cent cigars are sure "winners." All I ask is the chance to prove it. Let me send you an assortment at my own expense.

J. BRUCE PAYNE, Limited,
Granby, Que.

"La Fama Cigars"

(Same text as last week, you'll observe).

But there are texts and texts. Some can be preached threadbare in one effort, others furnish a subject that something new may be said of each attempt. It would be impossible to exhaust the supply of good things that can be and are told of our La Fama.

Ask any one who has tried them.

Brener Bros., London, Can.

Manufacturers.

No Zig-Zagging.

For long years
Tuckett's "**Marguerite**" **Cigars**
have had an absolutely straight-forward record.
Quality never trifled with. No dealer—that is, no dealer who knows his business—is ever without them.

Tuckett Cigar Co., Limited, Hamilton.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

RONTO

HIGH-GRADE SMOKING MIXTURE, 10th PACKAGES 80c. PER POUND.

A good profit to the grocer and satisfaction guaranteed to the consumer.

T. J. Horrocks, Wellington St., Toronto.

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

Have put upon the market a new brand known as **The Great 5c. Cut Plug,** 2-oz. package, retails at 5c. per pkg.

The Chamberlain Cigar

is as pre-eminently a leader as the politician whose name it bears. It will establish its own following wherever introduced.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

Cigars from $13 to $125 per 1,000.

Smoking

TONKA
SOLID COMFORT
PINCHIN'S
HAND - MADE

Union Made.

You Are Prejudiced

possibly, in favor of certain brands of Tobacco, and are unwilling to stock a new line, even though there's money in it. But surely your prejudice is ill-founded. Consider our growth. Our growth is our best argument.

Chewing

BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

Union Made.

THE McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

cigarettes is ridiculously slight compared with it. I have smoked cigarettes for 20 years, and look at me. I eat oranges."

As the doctor is an athlete, and has not known sickness during the whole 40 years of his life, it looks as if there might be something in his claim.

Tobacco Bought Wives.

In the early history of Virginia and Maryland tobacco was by all odds the most important crop, says The Scientific American, and it was even possible at times to secure a wife in exchange for a moderate amount of tobacco, as in later days in the west a squaw could be obtained in exchange for a small amount of whiskey. In 1732, at Jamestown, tobacco was made a legal tender for all debts, including customs. In about a dozen years after the founding of Jamestown by Captain John Smith, an English nobleman, Sir Edwin Sandys, brought over with a shipload of supplies ninety young English maids, who, immediately upon their arrival, were wooed and married by the colonists, each being paid for at the rate of "one hundred and twenty pounds of good tobacco." As late as 1777 the annual poll-tax of Baltimore City and county was fixed at one hundred and seventy-two pounds of tobacco. Tobacco, it is well known, was a native Indian crop in America before the advent of Columbus.

An Old Smoker.

W. G. Pattison, of Kalamazoo, Mich., smoked on an average eleven ten-cent cigars a day during the last twelve years of his life. He died yesterday of tobacco-heart, at the age of 89. It took My Lady Nicotine a long time to fetch him, but she got in her deadly work at last. However, aged gentlemen who have a hankering after suicide need a lot of patience if they take the tobacco route.

A Curious Coincidence.

A peculiar feature in connection with the balloon ascension at Montreal, Sunday July 26, is reported. As is well known in Montreal and no doubt throughout the country by this time, these balloon ascensions are made three times a week, in the interest of The Empire Tobacco Co., to advertise not only to the inhabitants of this earth but also to those of Mars and the other planets, the virtues of "Currency" plug chewing tobacco. The experience related here is interesting. When Professor Wolcott's parachutist started on his trip the secretary of The Empire Tobacco Co. was enjoying a quiet game of tennis at Longueuil, about two miles from the scene of operations. It is certainly a strange coincidence, that after ascending 6,000 feet into the air, and crossing a river one mile and a half wide, Mr. Belmont, the parachutist, should descend to terra firma within fifty yards of the secretary of the company whose "Currency" plug chewing tobacco he was advertising. We doubt if Santos-Dumont could have done better.

In Praise of Tobacco.

Of all the good things that man has found
Scattered upon this planet round,
Tobacco surely holds its ground—
A weed delicious;
No other green leaf yields so much
Delight; no flower has fragrance such;
Of something vicious.

A pipe after breakfast, when
I read the morning paper; then
At luncheon one small whiff again—
A tube of tissue;
And, after dinner, a cigar,
An easy chair beside the jar
Wherein the good Havanas are,
Too close to miss you.

Life is at best a journey brief,
And Time pursues us like a thief,
But if one cultivates the Leaf
There is no hurry.
A friend, it cheers one on the way,
And helps to lighten out the day,
And keeps the hair from turning gray
With care and worry.

Virginia, Turkish or Perique—
A puff of incense and a streak
Of smoke that almost seems to speak
In sweet aroma!
And may the good Tobacco last
So long as we to life hold fast,
Till Death, the old iconoclast,
Brings his diploma!

—Frank Dempster Sherman, in Life.

Holland Heads Tobacco List.

Statistics show that Holland consumes more smoking tobacco relatively than any other country in the world. Her quota per head approximates nine pounds. The United States comes second with about four pounds. Belgium and Germany are next, then Austria, with about two pounds and a half. Norway and Denmark come before Canada, and France is tenth, with about two pounds per head. Sweden and Russia are almost abreast, and England, Italy and Spain are lowest. Italy and Spain, however, are the greatest consumers of cigarettes.

A Startling Device.

There is an ingenious cigarist in Philadelphia who has recently adopted a novel way of exhibiting his goods. A number of cigar boxes stand on top of his show case, close together, and end to end. When a customer asks for a five cent cigar all the covers of these boxes fly up simultaneously, offering him his choice. As the clerk does not touch any of the boxes, and as all of them open at precisely the same instant, the effect of this jack-in-the-box arrangement on a customer may be imagined. The secret of the trick is in fastening the covers of the boxes together by means of a strip of wood about an eighth of an inch thick and about an inch wide, the fastening being effected by means of small screw-eyes.

Security
A
High-Grade Cigar.
THE W. H. STEELE CO, LIMITED
40 SCOTT ST., TORONTO.

The World's Tobacco Bill.

The year's consumption of tobacco in the United States alone includes seven billions of cigars, ten billions of cigarettes, and two hundred and eighty millions of pounds of manufactured tobacco. The one item of smoking and chewing tobacco, exclusive of cigars, cigarettes, and snuff, registers an annual over-all value of more than $500,000,000. In addition, England smokes six billions, Japan three billions, and China one and one-half billions of cigarettes every twelvemonth. This outside cigarette-puffing burns up forty-five millions of pounds of tobacco and puts about $1,000,000 into the bank account of the American grower, giving the giant balance to the trust.—Everybody's Magazine.

Tobacco Notes.

The W. H. Steele Co., Ltd., Toronto, report a very busy season in their cigar department.

One thousand hogsheads of Kentucky tobacco were totally destroyed last week by the fire in the warehouse of Jarvis & Co., Jersey City.

Ronto is a good cigar and the Ronto smoking mixture recently placed on the market by T. J. Horrocks is rivalling its cigar namesake in popularity.

Mr. Hyman, formerly of Montreal but for some years proprietor of the cigar store at 339 Broadway, New York, shot himself last week on account of business troubles.

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce. For quotations address

Montreal Agents: **S. H. EWING & SONS,**

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL.

TRADE-WINNERS

Golden Eagle Blend Coffee

Ask the grocers who are handling it.

Lees & Langley's Worcestershire Sauce

The most perfect relish ever placed on the Canadian market.

Sole Proprietors

AMERICAN COFFEE & SPICE COMPANY.

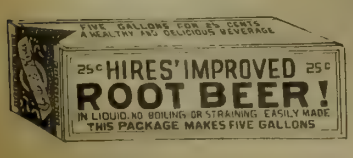
LEES & LANGLEY, TORONTO.

Arrived this week in store

Dandicolle & Gaudin's Truffles, brushed and peeled,
Capote Capers, Pate de fois gras,
Boneless Sardines, Asparagus Tips,
Brussels Sprouts, Peas, Mushrooms, in glass.

The F. J. CASTLE CO., Limited,

Wholesale Grocers, OTTAWA, CANADA.


FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink

Hires'

Root Beer

the who'e day long,
And you will feel "all right."

Stock with **HIRES' Root Beer.** See that your travellers have it on their price list. It pays a GOOD PROFIT.

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds, as follows:

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"

Finest Cream Salad in Gal. Tins.

Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.

W. P. DOWNEY, SOLE AGENT FOR CANADA.

26 St. Peter St., —Prices on Application— MONTREAL.

Flett's

Pickle Competition

is keen — numbers of inferior brands are on the market to-day. The wise dealer doesn't waste time pushing poor articles, or articles which, owing to their quality, must have a short life. He sells **FLETT'S PICKLES.** Once sold to a customer the repeat order follows easily.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

FOR PICNICS

"Good coffee is half the breakfast,"

says the old camper—
that's why the choice is

PATERSON'S CAMP COFFEE ESSENCE

For Picnics and for Camps.

ROSE & LAFLAMME, Agents,
MONTREAL.

Brand's Al Sauce

is the climax of perfection

—a fine tonic
—and digestive

and

a rapid and profitable seller. **Try it.**

FOR SAMPLE AND QUOTATION WRITE

Mr. I. S. WOTHERSPOON, (Sole Agent)
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Everybody WANTS

VINEGAR NOW

Everybody

should use the BEST Malt Vinegar—that is

Grimble's

PURE MALT

BRAND.

Vinegar.

Brewery: LONDON, England.

Agent—Mr. I. S. WOTHERSPOON,
204 Board of Trade Bldgs. MONTREAL.

HANDY LAW BOOK FOR BUSINESS MEN.

THROUGH the courtesy of Mr. R. R. Cromarty, of The Canada Law Book Co., THE GROCER has received a copy of an important new work on "Frauds on Creditors and Assignments in Benefit of Creditors," by W. R. P. Parker, B.A., LL.B., of Osgoode Hall, barrister-at-law, a well-known writer on "Company Law."

The work is a treatise on the Canadian law of fraudulent transfers, fraudulent preferences, assignments for the benefit of creditors, composition and extension deeds, and contains as well a complete list of forms and a compilation of the statutes in force in the various provinces bearing on these matters. Mr. Parker has made a special study of this branch of law for some years. The effect of the enactments of the different provinces is considered and the decisions in all the provinces, other than Quebec, as well as English cases, are cited, and, where of service in throwing light on unsettled points, American cases are also referred to. A distinct gain to legal literature, the work treats of matters commonly arising in connection with all large mercantile concerns, and is written in such a way as to be of practical use to the mercantile community and should prove a handy work of reference for a merchant or manufacturer to have in his office. The book is handsomely and serviceably bound in half calf, and is sold at $5.50 by The Canada Law Book Co., law publishers and binders, 32-34 Toronto street, Toronto, Canada.

A CRAB FEAST.

Over 10,000 people assembled at Tolchester Beach, Md., on Thursday to enjoy the feast of crabs given by the Society of Elks, says The Fishing Gazette.

The first course served was crab soup. This was followed by hard crabs, deviled crabs, fried soft crabs, crab salad, and, in fact, crabs in every style known to the most expert in the culinary art, were served to the hungry Elks, piping hot or deliciously cold, as the nature of the dish demanded, and any Elk who went home without being able to boast that he knows the flavor of a Chesapeake crab will have something to regret all the days of his life.

An idea of the amount of provisions disposed of will be obtained from the following order list : 50,000 crabs, 400 pounds of crab meat, 30,000 rolls, 100 pounds of butter, 200 pounds of coffee, 200 pounds of sugar, 400 pounds of ham, 150 pounds of spiced beef, 100 pounds of beef tongue, 8 tubs of potato salad, 10 barrels of potatoes, 50 gallons of milk, 10 gallons of mustard, 10 tons of ice, 2,500 bottles of ginger ale, 2,500 bottles of sarsaparilla.

Should many feasts of this kind be given, we doubt if the Chesapeake crabs would ever reach the northern markets.

POMELO, OR GRAPE FRUIT.

THE pomelo, or grape fruit, belongs botanically to the citrus family along with the lemon and orange. The fruit most common in market is about the size of an orange and of a lighter yellow color. It is valued chiefly as a breakfast fruit, and is eaten with or without sugar, in the same manner as oranges. Marmalade is also made from it. The fruit has a bitter acid pulp and juice that to some tastes is very palatable and refreshing. According to analysis reported by the California Station, the juice contains 2 to 2.7 per cent. of citric acid and 6.7 to 9.5 per cent. of sugar. Lemons contain 6 to 10 per cent. of citric acid and 2.5 to 3.6 per cent. of sugar. It is thus seen that the pomelo more nearly approaches oranges in the amount of sugar and acid it contains than lemons.

The pomelo has lately been made the subject of a bulletin by H. H. Hume, of the Florida Station. According to Professor Hume, the oldest name for the fruit and one commonly used by horticulturists is pomelo. Commercially, however, the fruit is more generally known as grape fruit. This name is thought to have originated from the fact that the fruit grows in clusters like grapes. Another name sometimes used for the fruit is shaddock. This term, however, is more properly applied to very large pyriform or necked varieties; they are seldom seen in market. These large varieties often weigh 15 lb. or more, and to American tastes are of inferior quality.

The pomelo has become commercially important only during the last 15 or 20 years. The supply in this country comes chiefly from Florida, though California and Jamaica furnish some. The fruit grows like the orange, but is slightly less hardy than the sweet orange. As a stock for oranges and lemons the California Station states that it is rapidly becoming a favorite in Southern California. The tree grows upward of 30 feet high and is slightly thorny. The mature leaves are medium sized, ovate, and of a dark-green color. The flowers are large, white, sweet scented, and borne in clusters. From 3 to 18 fruits mature in each cluster. These have a rounded form 3 to 4 inches in diameter. The seeds are usually very numerous, except in a few varieties. Marsh Seedless is a good variety, containing few or no seeds. Analysis by the Florida Station show the percentage of pulp of six varieties to vary from 65.16 to 74.72, and of seed from 3 to 3.45.

SALMON IN LAKE ST. JOHN.

It will be news to many of our readers to hear that there are now sea salmon in Lake St. John, as well as the so-called fresh water salmon, or ouananiche, says The Quebec Chronicle. In the spring of the year several of the fish taken by the bait fishermen at Roberval were declared to be small salmon, and recently a smolt of 1½ lb. was caught by an angler in the Grand Discharge. Another angler reports a broken casting line from a fish which he declares from its repeated leaps and bright silvery appearance to have been a grilse. These facts would tend to show that the experiment of introducing young salmon into the Lake St. John waters proved successful.

PEANUTS AS A DIET.

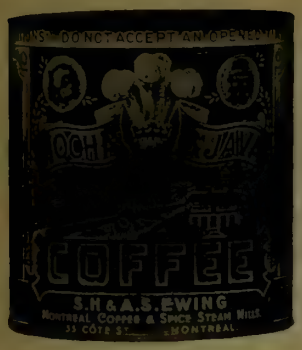
A journal devoted to physical culture strongly advises parents to provide their children daily with a supply of peanuts which they might eat with their school lunch, as they are asserted to be a most wholesome food for growing boys and girls, being given the preference over all other nuts. The belief that nuts are indigestible is attributed to the fact that the usual method of eating them is at the end of the heartiest meal of the day, when the stomach is already overloaded. For all nuts to do any good must be masticated properly, there being little or no chance of their assimilation should they go to the stomach in solid lumps.

THE HONEY SEASON.

R. F. Holtermann, Brantford, Ont., prominently connected with the bee industry, speaking to a representative of The Toronto Globe this week, stated that the light honey flow is now over. The Spring was unfavorable to bees building up. The early clover has not yielded well owing to cool and dry weather. In Quebec and Eastern Ontario, where the drouth prevailed, only a light crop of honey will be secured. In western Ontario, in spite of the early failure, there will be a full crop. Mr. Holtermann will demonstrate and give lectures in bee-keeping at the Toronto Industrial Exhibition.

THE GROCER has at hand a copy of "Der Buchhandler," a neat little periodical published by Karl Fr. Pfau, Leipzig.

Established 1845



1 and 2-lb. Tins.

COFFEE

S. H. & A. S. E. MOCHA AND JAVA COFFEE, put up in 1 and 2-lb. tins (as cut) possesses a peculiarly rich aromatic flavor. It is something RICHER, BETTER than the others, hard to define, but easily distinguished by a trial. NOT CHEAPER, BUT BETTER. If you have, or want to gain, a good class of customers whom it is difficult to satisfy with coffee, give them **S. H. & A. S. EWING'S,** and watch results. PURITY, QUALITY AND UNIFORMITY GUARANTEED.

SPICES

S. H. & A. S. EWING'S HIGH-GRADE SPICES have stood as a standard of the BEST for over half a century. Why handle inferior goods when you can get **S. H. & A. S. EWING'S** at the same figures. QUALITY FIRST.

S. H. & A. S. EWING,

The Montreal Coffee and Spice Steam Mills, 55 Cote St., MONTREAL, P.Q.

Established 1845

"It pays to handle the **RIGHT** goods."

Send for sample packets for free distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited, Toronto, Canada. **Telephone, 1618 Main.**

BALFOUR & COMPANY

BRANCH CANADA GROCERS LIMITED

Wholesale Grocers, - - HAMILTON, CANADA.

Our travellers are on their holidays. Wire or 'phone at our expense. We are the quick shippers, and **Tartan Brand** is a guarantee to quality. Send for samples of our bulk Teas. It will pay you.

Specials in Ceylon Greens and cheap Ceylon Teas.

PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.
Halifax, N.S —J. Peters & Co., 47 Upper Water St.
St. John, N.B.—Robert Jardine.
Montreal—J. M. Kirk, 18 Hospital St.
Toronto—J. Westren & Co., 630 Ontario St.
Hamilton -Imperial Vinegar Co.
Winnipeg—A. Strang & Co., Portage Ave.
Vancouver, B. C.—C. E. Jarvis & Co., 328 Holland Block.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

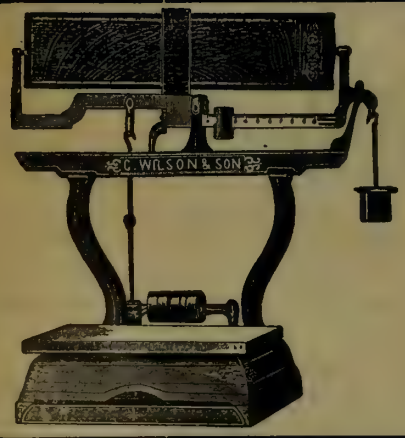
MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, - - TORONTO.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

HOW TO RAISE OYSTERS.

PROFESSOR John A. Ryder, of Johns Hopkins University, and other scientists of renown, have by experiments made it possible for anyone near salt water with ordinary care to produce young oysters, says an exchange. The method is exceedingly simple, and the experiments will no doubt result in correcting the scarcity of mollusks which prevails by reason of overfishing.

Producing oysters by artificial methods consists merely in aiding nature in her work of reproducing the species. An oyster is taken and the shell opened so that the animal lies in the deeper shell. The upper surface of the oyster is then stroked gently away from the hinges with an ordinary glass pipette. If the mollusk is ready to spawn this stroking will cause it to emit a fluid which, if the oyster be a female, will be full of tiny eggs, microscopical in size. A few drops of this liquid is taken up by the pipette and put into a tumbler of sea water, as is also a drop or two of liquid from a male oyster. The eggs and male cells thus come together in the water and are fertilized in the natural way. In a couple of hours the eggs will have hatched, and thousands of young oysters will be floating in the tumbler. For a couple of days the young oysters will swim about, but at the end of that time they will have grown a glassy shell and will be ready to attach themselves to some solid substance. During the swimming stage thousands of them are very likely in their natural state to be devoured by fishes or by adult oysters.

It is after a young oyster attaches itself to a solid object of any kind that it begins to grow a lime shell. The larval shell remains attached to the new shell until it finally wears off. Care must be taken that the oysters have solid objects on which to attach themselves, as many perish for lack of a proper place to settle, or they suffocate in the mud.

The possibilities of producing oysters by artificial means are great, since a single female oyster in a single spawning season will produce 16,000,000 to 40,000,000 eggs. It is estimated that 90 per cent. of the eggs may be impregnated and hatched. A tumbler of sea water will hold 100,000 of the newly hatched oysters.—Fishing Gazette.

The contract has been signed for the erection of a large warehouse for Campbell Bros. & Wilson, wholesale grocers, Calgary, to be ready by the first of November. The building, which will be of solid stone, three storeys and a basement, 37½ by 118, will be on Atlantic avenue.

COWAN'S

Perfection Cocoa (Maple Leaf Label) **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

BROCK'S BIRD SEED

A treat for the bird.

A boon to the seller.

SAMPLES FREE.

NICHOLSON & BROCK, TORONTO.

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL

We challenge the grocery trade to show a better selling article or one more generally satisfactory than

COW

BRAND

There is nothing "just as good," and nothing to take its place. We're doing more business to-day than ever before.

JOHN DWIGHT & CO., MANUFACTURERS.

Current Market Quotations for Proprietary Articles

August 6, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend— Per doz.
Size 1, in 2 and 4 doz. boxes $4 40
" 10, in 4 doz. boxes 2 10
" 2, in 6 " 0 80
" 12, in 6 " 0 70
" 3, in 4 " 0 45
Pound tins, 3 doz. in case 3 00
12-oz. tins, " " 2 40
5-lb. " ½ " " 14 00

W. H. GILLARD & CO.

Diamond—
-lb. tins, 2 doz. in case $2 00
-lb. tins, 3 " " 1 25
-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case $0 40
" 4 " " 0 75
" 3 " " 1 25
" 2 " " 2 25
Ocean Baking Powder, ¼ lb., 4 doz. .. $ 45
Ocean Baking Powder, ½ lb., 5 doz. .. 90
Ocean Baking Powder, 1 lb., 3 doz. .. 1 25

OCEAN MILLS. Per doz.
Ocean Borax, ¼-lb. packages, 4 doz. 40
Ocean Cornstarch, 40 pks. in a case.. 78
Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50
Sizes.	**Per Doz.**
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO..

Jonas' ..... Per gross $9 00
Froments ..... " 7 50
Military dressing ..... " 24 00

Blue.

Keen's Oxford, per lb. $0 17
In 10-box lots or case 0 16
Reckitt's Square Blue, 12-lb. box 0 17
Reckitt's Square Blue, 5 box lots 0 16
Gillett's Mammoth, boxes, 1 gross.... 9 00
Nixey's "Cervus," in squares, per lb. 0 16
" " in bags, per gross 1 25
" " in pepper boxes, according to size 0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes 1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block 1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size.
Full price list on application.

Brooms.

UNITED FACTORIES, LIMITED. doz. net.
Boeckh's Bamboo Handles, A, 4 strings $4 35
" " " B, 4 " 3 95
Boeckh's Bamboo Handles C, 3 strings 3 70
" " " D, 3 " 3 50
" " " F, 3 " 3 20
" " " G, 3 " 2 95
" " " I. 3 " 2 60

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Biscuits.

CARR & CO., LIMITED
Frank Magor & Co., Agents.

Cafe Noir $0 15
Ensign 0 12½
Metropolitan, mixed 0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel $15 50
" 1st choice Dutheil 18 50
" " Lenoir 19 50
" extra Lenoir 22 00
Per case, 100 tins.
French Peas, Delory's—
Moyen's No. 2 ..... $9 00
" No. 1 ..... 10 50
½ Fins 12 50
Fins 14 00
Tres fins 15 00
Extra fins 16 50
Sur extra fins 18 00
French Sardines—
½ Rolland 9 50 10 00
½ Delory 10 50
¼ Club Alpins 2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" 7-lb. cotton bags, per bag. 0 18½
Quaker Oats, 2-lb. pkgs., per case.... 3 00
Tillson's Oats, 2-lb. pkgs., per case.... 3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—
Hygienic, 1-lb. tins ..... per doz. $6 75
" ½-lb. tins ..... " 3 50
" ¼-lb. tins ..... " 2 00
" fancy tins ..... " 0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb. 0 50
Perfection, ½-lb. tins, per doz..... 2 40
Cocoa Essence, sweet, ½-lb. tins, per doz. 1 80

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes..	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes...	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.
Frank Magor & Co., Agents.

	Per
Cocoa essence, 3-oz. packages	$1 65
Mexican Chocolate, ¼ and ½-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb tins	0 35½

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

—a wise saying

"Never change horses while crossing a stream."

EDWARDSBURGH OR BENSON'S STARCH

has pleased your customers for nearly **50** years.

WHY CHANGE?

(Quality better than ever to-day.)

The EDWARDSBURGH STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St James St., MONTREAL, QUE

Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Cocoanut.

L. SCHEPP & CO.	Per lb
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.	Per lb.
In bulk—	
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents: The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO.	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS.	Per doz
Frank Magor & Co., Agents.	
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 55
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.	
Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

Licorice.

NATIONAL LICORICE CO.	
5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
"Old Crow," 12-lb. boxes—		
½-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.		0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	0 09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

cement stoppers (pints)	per doz.	$ 2 30
Corked " "	"	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

		Per case.
No. , cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb.	"	2 75
No. 3, " { 30 1-lb. / 60 ½-lb.	"	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartor	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel—per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH.

Cases, 64 packages, 48's	5 00
½-Cases, 32 packages, 24's	2 50

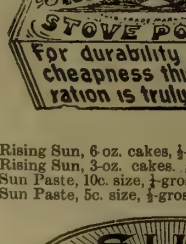
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06¾

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05¾
" 100-lb. kegs	0 05¾
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06¼
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

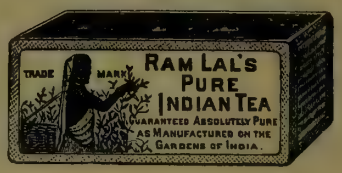
Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 28	
Red Label. " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	



Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	}	
" " 30 1-lb.	}	0 35
" " 120 ½-lb		0 36

LUDELLA CEYLON, 1'S AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montrea.,

Japan Teas—

"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
" IV 80-lb. "	0 34
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 26
" XXXX 30-lb. "	0 27½
" XXX 80-lb. "	0 23½
" XXX 30-lb. "	0 24½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets—

Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.		0 32½
" " —Blue, 1-lb.		0 42½
" " —Maroon, 1-lb		0 50
" " —Maroon, 1-lb.		1 50

"Condor" Ceylon black tea in lead packets—

Green Label, ¼s, ½s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases	retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 60 at 0 40

Black Teas "Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.		$0 39
" Amber, 8s. and 3s.		0 60
Chewing—Stag, bars, ½ oz.		0 38
" Bobs, 5s. and 10s.		0 39
" " 11½ oz. bars, 5½s.		0 39
" Currency, 13½ oz. bars, 11s.		0 42
" " 6s. and 11's		0 42
" Old Fox, narrow, 11s.		0 42
" Snowshoe, 1 lb. bars, sp'c'd 6s		0 46
" Pay Roll, 6s.		0 47
" Fair Play, 7s. and 12s.		0 48

Vinegars.

	Per gal.
E. D. MARCEAU, Montreal.	
EMD, pure distilled, highest quality.	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities.

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

		Per doz.
Washboards, Victor		$1 25
" Crown		1 30
" Improved Globe		1 45
" Standard Globe		1 55
" Original Solid Globe		1 70
" Superior Sld. Bk. Globe.		1 85
" Jubilee		1 85
" Pony		1 05
Tubs, No. 0		10 00
" " 1		8 00
" " 2		7 00
" " 3		6 00
Pails, No. 1, 2 hoops		1 65
" " 3		1 80

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

Instant Powdered

This is put up in packets, making one quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

The Standard Gelatine of the World

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and Toronto.

Has stood the test of every climate.

Purest and best for all purposes.

The **ST. CHARLES CONDENSING CO.**, producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

St. CHARLES, ILL., U.S.A.

Correspondence and trade orders solicited.

FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.

RECEPTION WAFERS

In one pound tins. A very attractive package.
Something nice for Teas, etc.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

ARE YOU USING OUR

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited

THE MOP THAT THE SUN NEVER SETS ON.

TO THE RETAIL TRADE

We desire to announce that we are filling many delayed orders on our "TARBOX SELF WRINGING MOP," to the jobbers at all points from St. John, N.B., to Vancouver, B.C.

And we especially desire to intimate that every Mop is fully equal to any we have ever put out. When you find our name, which appears plainly stamped on all of our make, it is a guarantee that the Mop is fitted with a full weight Cloth, one that is sufficiently "stockey" to be of practical use. We can supply an inferior Mop Cloth at $1.50 less per gross than our regular standard Cloth; but we do not AND WILL NOT fit our Mops with them. When you get an inferior Mop look for the maker's name.

TARBOX BROS., Toronto, Canada.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & CO
HALIFAX, N.S.
ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

MERCHANTS

Do you use Scales? Why do you use them? Do you not **depend upon your Scales for the profit** you make between buying and selling price?

The **Toledo Automatic Springless** Computing **Scales** will **increase** your **profits**, as they **absolutely** stop the necessity of giving down or **over weight**, and are absolutely the only fully legalized Scale that will make your **bulk** packages **hold out weight.**

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

System or Guess Work?

The grocer shown above is guessing, and the scale he has will keep him guessing, too.

He's an honest fellow, so he sees that his scale goes down on the customer's side every time, and he always gives full weight.

People buy so queerly nowadays; 10c. worth of 60c. tea; 25c. worth of 11c. dry fruit; 50c. worth of sugar at 5½c. per lb.

They know they can get more for their money this way Can't blame them either.

You've noticed this, haven't you? Then you need our Dayton Money-weight Scale as badly as he does.

Send for our 1903 catalogue. It tells how to stop this and how to

Do it to-day.
Ask Dept. "M" for catalogue

Save three Pennies

THE COMPUTING SCALE CO. OF CANADA, LIMITED.
164 King St West, Toronto, Canada.

An extremely pleasant drink is a most acceptable thing in the hot weather. Our

Lime Fruit Juice
Lime Juice Cordial
Raspberry Vinegar

give the grocer a chance to please his customers. Pleased customers are a store's best asset—so be well stocked with these drinks.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

The beautiful golden green color of

Sovereign Lime Juice

A Shipment of "Sovereign Lime Juice" waiting to be carried by boat from shore to steamer.

suggests a tropical richness and flavour which a drink of it confirms. It is the pure juice of the ripe, sound Lime Fruit The Dominion Government Analyst reports it to be absolutely pure, and without coloring matter, and this we guarantee, as we control the juice from the tree to the bottle. Only two teaspoonfuls of "Sovereign Lime Juice" are required to make a glass of the most delicious, refreshing and economical summer drink.

All Grocers.

Refined and bottled by

Simson Bros. Co. Limited

Wholesale Druggists, - - HALIFAX, NOVA SCOTIA.

GROCERS

—to build up, and to hold
—your Tea trade there is
—nothing like supplying
—your customers with the

Pure,
Wholesome
and
Unadulterated

JAPAN TEA

—it has always
—pleased and
always will.

Japan Teas
are
flavory,
healthful,
and
invigorating.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

A PURE CANE-SUGAR SYRUP

of unsurpassed excellence, which sells well and gives uniform satisfaction—enough said.

ROSE & LAFLAMME, Agents,
MONTREAL.

Nonpareil Jellies.

There's a best in everything

and the grocer who wants to sell the best Jellies must sell "Nonpareil." It is a thoroughly standard brand that never varies in quality.

ROSE & LAFLAMME, Agents,
MONTREAL.

CANADA'S FAVORITE BEVERAGE

Refreshing.
Invigorating.

"It pleases the most fastidious palate."
A sure revenue for the grocer.

CEYLON TEA

BLACK and GREEN

Stands absolutely **Top**

"Do not waste time pushing other growths,
"**Ceylon Tea** sells without pushing."

There's no doubt about it

Our packs this season will be the very "pick of condition."

If you want to lead your trade,
secure your stock at once.

British Columbia Salmon

Four Ready Sellers—"Maple Leaf," "Lowe Inlet," "Golden Net," "Empress."

The British Columbia Packers' Association,

VANCOUVER, B. C.

You would consider any business man who lets an opportunity pass him to increase his profits

"A HAS BEEN"

therefore,
if you have any canning or packing to do and have not written us regarding the "Perfection Canister" You have another guess coming.

THE DOMINION CANISTER CO.
LIMITED
DUNDAS, CANADA.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

GROCER'S NOVELTY.

THE

Ingersoll

American Watches.

RETAIL PRICES, $1.25 to $2.50

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelery trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any General Merchant who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

EVERY GROCER WHO ADVERTISES

MacLEAN PUBLISHING COMPANY, TORONTO

ought to have **"100 GOOD ADS. FOR A GROCERY STORE,"** recently compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion and Criticism in THE CANADIAN GROCER.

The hundred ads. illustrate a number of ways of talking interestingly about a grocer's stock, and are full of suggestions as to what to advertise and how to advertise it.

An introductory talk tells how, when and where to advertise, and included in the book are nearly 100 short, catchy sayings for ad. headlines, show-cards, etc.

A copy of the book will be sent, postpaid, to any address on receipt of ONE DOLLAR.

Pure, **Delicious,** **Best.**

are the THREE TERMS that correctly describe

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

HIGHEST AWARD, LONDON, 1893.

Our Special Cheap Line, the **"PURE"** Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

You Know

that it does not pay to force inferior goods on to your customers. If they are good-natured, they may stand it for awhile, but they are sure to notice it, and you will be the loser in the end.

ST. LAWRENCE

Granulated and Yellows are the best going, and the public are appreciating this more every day.

The St. Lawrence Sugar Refining Co., Limited,

MONTREAL.

IT'S A FACT.

PROVE IT.

AURORA CEYLON JAPAN

You make a good profit retailing this Tea at **25 cents.**
You can please your customers just as well and sell it at **40 cents.**
The liquoring quality is that of a **50-cent Tea.**

ASK OUR TRAVELLERS ABOUT IT. ORDER A SAMPLE PACKAGE.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

Wood's Primrose Ceylon Tea

THE CORRECT THING FOR ICED TEA.

THE SECRET OF IT

is in the intrinsic value received by the consumer. There lies the final test.

Careful, unvarying deliveries of accurately tested products bring sure results, as in the case of our famous PRIMROSE TEAS.

The knowledge and skill in selection, the excellence of preparation, the beauty and convenience of the package, all conspire, too, to make these Teas easy, agreeable and profitable to sell.

Both consumer and dealer are abundantly satisfied.

THOMAS WOOD & CO., 428 St. Paul St., MONTREAL.

GROCERS' WHOLESALE CO. Limited
UNITY AND QUALITY
HAMILTON.

REGISTERED.
Trade Mark.

Salmon to arrive,

"Unity and Quality."

None better packed.

GROCERS' WHOLESALE COMPANY, Limited

HAMILTON.

Correspondence Solicited.

CANADA BROKERAGE CO., Limited

F. W. HUDSON, President.
W. F. MORLEY, Vice-President.
H. T. WILSON, Sec.-Treas.

'Phone Main 2282.
" Main 870.

48 WELLINGTON ST. EAST,

TORONTO.

General Agents and Wholesale Dealers in Fancy and Staple Groceries.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

WHILE great interest is undoubtedly felt in such large projects as the new transcontinental line, and in tariff changes which, of course, invariably affect the pockets of large classes in the community, there is, after all, nothing to equal, in intensity, the feeling aroused by a personal charge against some member of the House. At once the parties seem to harden, and two camps appear, the one imputing the worst of motives to the accused, the other absolutely unable to see anything, even suspicious, in his conduct. History, parliamentary history, proves that charges against members for breach of the independence of Parliament are, like other proceedings, sometimes well, frequently very ill, founded. While, as we have said, feeling runs high during the "prosecution," where this is successful, it is wonderful how quickly hostility turns to sympathy. Herbert Spencer has noted this tendency in ordinary criminal cases, and has summed it up by saying that a rascal till caught is called "bad fellow," and thereafter "poor fellow." We presume that Mr. Spencer made this generalization on the facts of the time at which he wrote it, and, unprovided with that prophetic vision which might have shown to him the "bad fellow" after catching, in the hands of an American mob, treated with anything rather than the kindly feeling which "poor fellow" suggests—but this is a digression.

* * *

To return to our tale, Thomas McGreevy was run down through a parliamentary investigation. True, it was at the hands of a civil court that he received the sentence which placed him behind prison bars, which met with the approval of all honest citizens whatever their politics, and which broke his heart, and quickly sent him to his grave. And yet, to this day, one can hear in Ottawa words of regret at his fate. His great geniality and good heartedness are remembered, and his sins, atoned, are forgiven him. When this is the case with a great offender, how much more must it be so with one of the minor class, and how much greater still when the accused is honorably acquitted. In an earlier issue we described the case of Mr. Schell, who was "on the carpet" because his partner sold three dollars and a half worth of scantling to a Government agent. This case naturally excited mirth rather than intensity of feeling, and his Conservative opponents were the first to rise in the Privileges and Elections Committee and exonerate him, and dismiss the petty charge.

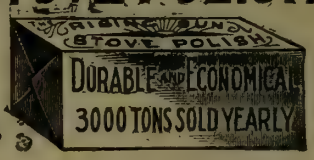
* * *

Quite different has been the trial of George M. Loy, member for Beauharnois, accused of selling a lot, at his home in Valleyfield, with the knowledge that it was intended for the ultimate use of the Government. Mr. Loy's political experiences have been varied, to say the least. Commencing in 1900 by scoring a sensational victory over the clever and popular J. G. H. Bergeron, he was not long allowed to enjoy his triumph, for a protest soon forced the resignation of his seat. At the election which followed, he once more "vanquished and overcame all his enemies," and for some months he enjoyed peace. Then came this charge upon him, like a bolt from the blue, and it has been probed to the very bottom. To show our readers how careful a member of Parliament has to be, we emphasize the fact that the sale of the lot for $10,000 was proved at the enquiry (all the evidence is, of course, taken under oath, as in any court of justice) to have been at a reasonable price, and the Conservative members did not press this aspect of the case. Mr. Loy sold to a vendee, who afterwards sold to the Government for a post-office site, but on proof that he knew the ultimate destination of the property he would be obliged to forfeit his seat. It finally came down to this fine contention, that even if Mr. Loy did not know for what purpose the land was to be used at the time he entered into an agreement to sell it, he did know before he actually signed the deed, the knowledge having come to him between the two events, and that even this slight approach to evil was sufficient to deprive him of his seat. Truly, a member, if he wishes to enjoy his position, must at least try to be like Caesar's wife, beyond suspicion. The committee met several times, and held long sittings and the result of it all was a report by the Liberals exonerating Mr. Loy (we neglected to say that he swore he had no knowledge whatever as to the destination of the ownership of the property up to the time when he signed the deed), and a minority report by the Conservative members of the committee fixing him with guilt. Then, of course, followed a lengthy debate in the House on the presentation of the reports, and this was succeeded by a vote in which Mr. Loy was "acquitted" by sixty-five majority. Mr. Monk, arguing in support of the minority report, disclaimed all personal animus, and we can readily credit this, for Mr. Loy is a man of gentle manners, well liked by all who meet him. Leaving aside altogether the credibility of the evidence, it really does not seem likely that any man would take the great risk involved in even a well-shaded dealing with the Government to dispose of a property worth ten thousand dollars, at a price not in excess of its value. Knowing something of human nature, we can understand a man taking some pretty long risks for big rewards, but to take a chance on losing a seat that he had had to win twice in two years with the added penalty of a fine of one hundred dollars a day for every day he sat in the House after the transaction, merely to sell a property at its real value is not a very likely act for a shrewd man, let alone one not entirely bereft of his reason. Some of the Conservative members refrained from voting when it came to the test, and the whole Independent party (that is, Mr. Jabel Robinson) voted solidly for acquittal. After the vote was announced, Mr. Loy was sent for to resume his seat, which he did amidst thunders of applause from his own side, and many a kindly smile from his political opponents.

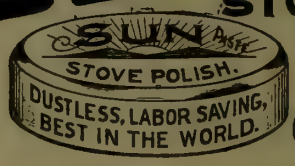
* * *

In our last issue we purposely refrained from any comment upon the transcontinental railway scheme, which was last week laid, by the Premier, before Parliament. We did so because every daily in the land was making special effort adequately to report the speeches of the rival leaders, and giving strenuous efforts to the production of editorials suitable to the great occasion. Now that matters have again somewhat quieted down, we

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

may be excused for saying a few words, not by way of criticism of the scheme, that would be entirely beyond the scope of these news items, but about anything that may be of interest directly or indirectly connected therewith.

* * *

In the first place it is an acknowledged fact that the Liberals were fully as much pleased with the vigor displayed by Sir Wilfrid in his speech of two and a half hours duration, as they were with the speech itself. The fact cannot be denied that "the Chief," as he is popularly called by his followers, has their affection in a way recalling the love of the Conservatives for Sir John A. Macdonald when at the height of his success. Very naturally then, the sight of a man who has been pronounced in bad health standing up for so long a period, and delivering a great speech, was an inspiring one to his many friends, and the cheers which again and again broke forth like a tempest were evoked not altogether by eloquence and glowing promises of a great future, but in part, by the feeling long pent up which found relief in this popular demonstration.

The vigor of the Government supporters aroused a counter-blast in the Opposition, and when Mr. Borden arose to criticise the policy of the party in power, his little band showed no lack of either loyalty or enthusiasm. Of Mr. Borden's speech much has been said by the party press. The Liberals have striven to belittle it, the Conservatives to magnify it. The truth seems to be that it was a very praiseworthy effort, all things considered. We say "all things considered." It came immediately after one of the greatest speeches ever delivered by one of the greatest Canadian speakers. If there was ever a time when careful preparation was necessary, surely this was the time. And yet for preparation Mr. Borden had scarcely time at all. True, the Globe had, with fair accuracy, outlined the terms of the agreement with the G.T.R. several weeks ago, but these terms had after all been largely modified, and so the opportunity to meet some of Sir Wilfrid's most telling argument after careful thought was entirely lacking. The opinion has been expressed by many that Mr. Borden would have been quite justified, nay, more wise, to have deferred his criticism until next day, thus giving to himself an opportunity to study out the terms of the contract as laid on the table of the House. It is argued that when so great an undertaking was under discussion, he would have been acting quite within his rights in refusing to join battle immediately. His reason for doing so, however, was plainly stated by Mr. Borden himself. He took the ground that if he said nothing at once, the press of his opponents would take an unfair use of his silence, by saying that he said nothing because the presentation of Sir Wilfrid was unanswerable. From this standpoint, and there is certainly some reason in his contention, he found himself on the horns of the dilemma, and choosing what he evidently considered the less sharp of the two he preferred to make an impromptu speech in answer to a carefully prepared one, and to let the two go out together to the country and stand comparison. It was a bold choice, but Mr. Borden is something of a fighter, and it was after all the course which might have been expected of him. He will, it is true, have plenty of opportunity to make a more careful speech later on when the second reading of the bill comes up, but first impressions often stick with those, and they are many, who take but a moderate interest in politics, and who cannot "be bothered" to read everything that is said even by the leaders on any particular subject, let it be never so important.

* * *

Great is the difference of opinion expressed by those who profess to know something of the country through which the new road is to pass, as to its capabilities and resources. Many, it is true, see all through the rouge spectacles of the Liberals, or the blue spectacles of the Conservatives. To the former the new land is one of promise, one which will develop into a source of wealth for millions of Canadians yet to be; for the other it is a barren waste, unfit for human habitation, over which a railroad can never be operated without constant and heavy loss. What a difference it makes after all whose ox is gored! In the days of the C.P.R. building we found the Liberals, the opposition of that time, pessimistic, freely prophesying that the road throughout many of its parts would never make enough to pay for its axle grease, while the Conservatives, the then Government, were full of optimism, prophesying great things and that the wilderness would be made to blossom like the rose. They were right, these Conservatives, and to-day, as good Canadians, let us hope that once more the optimists will prove their correctness.

* * *

I have talked recently with a lumberman of the Ottawa valley who has had exploring parties out through the region south and east of James Bay in search of timber and spruce limits, who assures me that the country is valueless, one great muskeg. I have had a conversation recently with a surveyor of repute from Toronto who has travelled a little further west and who told me with enthusiasm of the magnificent resources of that north land in spruce forests and water powers. As to the forests, and his travels extended through Lake Abbittibi and the Moose River, with all its tributaries, he asserted that its area is immense, and its quality superb. How can we reconcile these apparently contradictory statements? It is not hard; the country is immense, there is room for both muskeg and spruce; the surveyor was fortunate enough to strike the latter, the exploring party unfortunate enough to encounter the former.

They've Been Mighty Scarce

but you will see them all next week---

"OUR TRAVELLERS."

Lucas, Steele & Bristol, - Hamilton

Machine-Packed Tomatoes.

Our famous Brands—**Jersey, Standard, Old Church**—Tomatoes will be packed this season by machinery. The hand will not touch the flesh of the tomato. You will be able to make better profits on these goods, as your customers who like their goods nicely and cleanly put up will pay you 10 cents a tin, in preference to three for 25 cents put up in the old way. Our goods will cost you very little more.

Insist upon your wholesale grocer supplying you with

OLD CHURCH MACHINE-PACKED TOMATOES.

Standard Canning Co., - - - Hamilton.

To Our Friends In

New Ontario, Manitoba and Saskatoon.

We beg to advise that Mr. H. E. Toms will be leaving here in our interests about first of September for your country, calling on you as early as possible in that month and for him we bespeak your kind attention.

Mr. Toms will have some grand values to offer and samples of latest novelties in groceries.

JAMES TURNER & CO., Wholesale Grocers, **Hamilton.**

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt Shippers

49 Front Street E.,

TORONTO

NOTHING BETTER

THE SUPERIORITY OF AN ARTICLE IS PROVEN BY ITS IMITATORS.

IMITATORS OF OUR JARS AND LABELS WRITE **OUR** CUSTOMERS AS FOLLOWS:

"WE THINK IT A SUPERIOR ARTICLE TO **MacLaren's Imperial.**"

THANK YOU, MR. IMITATOR, THANK YOU.

WHAT BETTER RECOMMENDATION DO YOU WANT FOR **MacLaren's Imperial Cheese ?**

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED, MANUFACTURERS AND AGENTS, TORONTO.

JULY FRUIT CROP REPORT.

The July fruit crop report of the Dominion Department of Agriculture, just issued, says :

Weather conditions on the whole have been favorable for July, and hence there is no marked change since the June report.

Winter apples will be a full crop in Nova Scotia, medium to full crop in Southern Ontario, Georgian Bay and Lake Ontario Districts. In Eastern Ontario and Quebec the crop is light.

Early apples are a medium to full crop everywhere except in Quebec.

Pears will be a light crop, except in parts of Southern Ontario and Nova Scotia.

Plums are a medium to full crop in all plum-growing sections, with not more than the usual amount of rot.

Peaches promise well in Essex and the Niagara peninsula.

Grapes are a medium crop, except in Essex and Kent, where they are almost a complete failure.

UBERO FOR THE EXHIBITION.

H. G. Brown, who has charge of the Canadian business of The Ubero Coffee Co., Ltd., of Boston, and whose headquarters are Montreal, was at the King Edward hotel, Toronto, over Saturday and Monday, arranging for an exhibit of Ubero coffee at the Dominion Exhibition. Mr. Brown is enthusiastic over the prospects afforded by Canada and reports that Ubero coffee is meeting with a gratifying reception at the hands of the Canadian people. Ubero is one of the Mexican states, a level plateau in the midst of the mountains, and is particularly adapted for the raising of a high grade of coffee. The Ubero Coffee Co. have recently acquired a concession of 300,000 acres, giving them now an estate of 600,000 acres of the most suitable land for this industry. Mr. Brown expects to inaugurate an extensive advertising campaign in connection with the display at the exhibition.

REPLY TO WATCH DOG.

Editor CANADIAN GROCER :—

SIR, — Your correspondent, "Watch Dog," having uttered a warning growl to those travellers who are not bound by a vacation agreement and are exercising their undoubted right to continue working while others rest, appears to have overlooked the fact that the grocery travellers do not represent the whole vinegar, tea and spice interest of Canada, and his attempt to call down the wrath of the retail trade upon those who perhaps wish to observe a more convenient time for holiday making, breathes a spirit of narrow self-interest quite unworthy of those whose cause he champions. "Watch Dog" would, no doubt, growl more vigorously should those vinegar, tea and spice men agree upon a certain holiday season and attempt to "boycott" all the grocery travellers who did not find it convenient to fall into line.

In order that he may become a more useful "Watch Dog," let him avoid becoming a "dog in the manger."

Yours,

FAIR PLAY.

Toronto, Aug. 8, 1903.

MONTREAL RETAIL GROCERS' ASSOCIATION.

The monthly meeting of the Retail Grocers' Association was held at Monument National last Thursday, 6th inst. A very large attendance was present. President Ald. Turner was in the chair, ably assisted by Secretary Dixon and Treasurer Felix Bigaouette. The principal occupation of the committee was the presentation of the prizes competed for at the association's recent picnic at St. Hyacinthe, and the winners of the different events were highly pleased with the valuable prizes presented. The next meeting of the association will be held Thursday, September 3.

UPTON'S

JAM IS THE FINEST PRODUCT OF ITS CLASS ON THE MARKET; USED IN EVERY HOUSEHOLD AND SOLD BY EVERY UP-TO-DATE GROCER.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. A London firm doing a brokerage and merchant's business in grain, chiefly wheat, is anxious to obtain the ageney for a reliable firm of grain merchants in Canada.

2. Inquiry is made for names of shippers of Gaspe dried codfish from Canada.

3. A South African firm inquire through their English agents respecting Canadian-made disc ploughs, mealie planters and manna sowing machines.

4. A Belfast firm offering good references is desirous of representing reliable Canadian milling firms exporting flake and oat meal, etc.

5. A Sheffield firm of tool steel manufacturers is desirous of falling in with a reliable wholesale hardware dealer in Canada who can hold a stock of best quality tool steel, as used by engineers, ship-builders, etc.

6. An English firm of cider manufacturers and bottlers are desirous of hearing from Canadian exporters who will be in a position to ship large quantities of next season's production.

Among the inquiries received by the Canadian Section of the Imperial Institute were the following :

1. A company manufacturing edge tools wishes to hear from Canadian manufacturers who can supply hickory handles for same in quantity.

2. The manufacturers of sauces ask to be placed in touch with a Canadian firm prepared to take up sale of their goods.

3. A Liverpool house conducting an export trade in grocers' sundries and specialties invites correspondence from Canadian importers of these lines.

4. An inquiry has been received for the addresses of Canadian producers of spruce and hemlock oils.

5. A Swiss manufacturer of pates alimentaires is prepared to appoint a suitable Canadian resident agent.

[The names of the firms making the above inquiries can be obtained on application to the Editor of THE CANADIAN GROCER.]

WE SELL

Vinegar

It will pay you to handle the best—

"IMPERIAL"

THE

DAVIDSON & HAY,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Normandy Butter.

A WRITER in The Rural World, England, is not enamoured with Normandy butter, the process under which it goes having been observed by him in a recent trip to France, along with a party of English dairy farmers, and described as follows :

"The Normandy blender who was visited was asked how he obtained his butter, and he replied that he collected it from different districts around his factory, from the farm houses, but mainly from the market towns. This butter comes to the factory in large conical baskets, some two feet six inches wide at the top, and some fifteen inches wide at the bottom. Each basket is lined with more or less white linen, the butter being then enveloped by it. On arrival at the factory it is taken out in lumps, and placed immediately upon a butter-worker of some two yards in diameter, worked by power. As the butter-worker revolves, water trickles upon the roller of the butter from a horizontal cylinder placed some eighteen inches above. This is the first process that somewhat surprised the British dairy farmers, as in the revolving process the butter was pounded very vigorously by two or three individuals in turns, whose hands were the opposite of clean, and who, when they had worked the butter sufficiently, stopped the machine, took the butter up, and carried it away some few yards to a blending machine. This blending machine is much like a 36 gallon cask on end. It is worked by power. A perpendicular spindle runs from the centre of the bottom to the top, and this, with the help of a number of arms, catches the butter and pounds it to a consistency which is very little above, apparently, thick cream by the time the operation is finished (about five to ten minutes). The butter is not lifted from this mixing or blending machine, but is run off like treacle from a grocer's tin, a door or handle at the bottom of the mixer being provided for the purpose of raising and closing. The butter as thus cut off is again returned to the butter-worker ; but, on this occasion, no water is allowed to trickle on it, as the object is to express all possible moisture. It is on the worker pounded once more vigorously by hand, as the worker revolves, and eventually carried off to an adjoining table, where it is measured and packed for market."

Dr. Wiley and Food Preservatives.

The experiments of Dr. Wiley on his "Borax Squad," with a view of determining the effect of chemical food preservatives upon consumers, are of very vital interest. It is impossible at this early date to state definitely what the experiment will finally demonstrate. Two facts at least have been proven. The first of these is that the use of borax preservatives in food diminishes the natural weight of the human body, and that persons who consume such food will not return at once to their former weight when the experiments are stopped. The second fact is that the use of borax tends to reduce the amount of nitrogen in the human body, and that the volume of nitrogen will not again return to that existing before the experiments.

In an address before The National Association of Food Commissioners, Dr. Wiley, in summing up the results of his work, said : "Foods can be preserved for a reasonable length of time in most circumstances without resorting to any chemical preservative or added preservative of any kind. Simple sterilization, which can be applied to most foods, is most effective and the least objectionable of all forms of food preservation. There may be occasions of emergency or exigency in which the use of a chemical preservative is rendered imperative.

"It may be a wise policy not to inaugurate absolute prohibition against all preservatives, but it certainly is true that wherever for any reason a preservative must be used, the package of food containing it should be clearly marked."

Argentina's Meat Supply.

Extraordinary progress has been made in recent years in Argentina in the production and export of beef and mutton. Herbert Gibson, who makes a report on the subject in The North British Agriculturist, states that whereas in 18.5 it was difficult to get 40,000 steers in Argentina that were fit for the British market, the output since then has increased by 40,000 head per annum, and last year it totalled 250,000 head. Mr. Gibson asserts that Argentina's export of beef and mutton will continue to go up by leaps and bounds. Indeed, he considers it not unreasonable to believe that by the end of the present decade Argentina will be able to export to the European market — which practically means the British market—no less than 10,000,000 hundredweight of beef and 5,000,000 hundredweight of mutton, or about double the total quantity of beef and mutton which the British market at present requires to import annually in order to meet the wants of its teeming population.

German Meat Inspection Law.

The new German meat inspection law which went into effect on April 1 of this year has paralyzed the export of American meat to Germany, as may be gathered from the following figures culled from United States Consular reports.

Imported from U. S. during month of May.	1902. lbs.	1903. lbs.
Prepared beef	466,600	99,600
Prepared Pork	800,400	29,200
Hams	272,600	200

From the fact that of 768 pieces of bacon, sides and hams inspected at Stettin since the law went into effect not one piece was rejected and as a sharp advance is anticipated, so soon as the immense stocks which were "laid in" before the law went into effect are exhausted, the consul is of the opinion that the law will undergo a modification in the near future.

Stones for Butter.

THE Copenhagen correspondent of The London Daily Telegraph writes : "According to information which has reached here, the Russian police are on the track of a gang of thieves who are responsible for the despatch of large consignments of 'Siberian butter' to England and other countries, which must have caused no little surprise to those receiving them. Their method has been an ingenious one. A member of the gang obtained employment as carman by a butter exporter, and it became his duty to take down the casks from the stores to the railway and steamship wharves. This man was intercepted en route, the casks of butter rolled out of his van, and others substituted of the same weight, but filled with stones and earth, which were duly forwarded to the consignees.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We are now prepared to supply to the trade, carefully packed, Beef and Pork products.

Canned Goods,
Barreled Pork,
Barreled Beef,
Smoked Meats,
Hams, Bacon,
Lard, etc., etc.

We also handle Butter, Eggs, Cheese and all kinds of farm produce.

Our "Beech-Nut" Hams and Bacon are delicious.

SEND FOR PRICE LISTS.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

FEARMAN'S

ENGLISH BREAKFAST BACON . . .

has the highest reputation for quality. This is what one of our customers says about it :

"After trying many brands of Smoked Bacon, experience overwhelmingly demonstrates the fact that Fearman's English Cure is superior to any brand cured in Canada."

That is a good testimonial from a good customer. If you have not had our Bacon in your provision store let us have your order, and you will agree that the above endorsement is not undeserved.

F. W. FEARMAN CO., Limited
HAMILTON, ONTARIO.

Mess Pork,
Short Cut Pork,
Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED
PORK PACKERS,
TORONTO, ONT.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St. Montreal, Can.

Write for Illustrated Catalogue.

Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

Headquarters for everything in our line.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

The change was effected in a store which the gang had rented in a deserted street."

Exports of Cheese from Montreal.

Exports of cheese from port of Montreal for Europe, for the week ending Aug. 10, 1903:

CHEESE.

	Local.	Thro'.	Total.
To Liverpool—			
Parisian, Aug. 8.....	20,700	2,378	23,078
Mount Temple, Aug. 7.	8,529	2,544	11,073
To Manchester—			
Man. Trader, Aug. 7...	4,488	....	4,488
To Glasgow—			
Salacia, Aug. 6.....	3,326	579	3,905
Sardinian, Aug. 5.....	2,973	1,086	4,059
To London—			
Devona, Aug. 8.....	25,195	4,085	29,280
To Bristol—			
Monteagle, Aug. 8.....	22,615	1,007	23,622
Turcoman, Aug. 4.....	5,685	547	6,232
Total.....	93,511	12,226	105,737
Corr. week last year....	32,337	7,031	39,368
Corr. week, 1901.....	33,425	7,550	40,975
Total Shipments since			
May 1st, 1903.....943,295		213,168	1,156,463
Corr. period, 1902.....741,226		168,168	909,394
Corr. period, 1901.....575,952		95,221	671,173

Ingersoll Cheese Board.

Offerings on the Ingersoll Cheese Board Tuesday were 400 boxes. No sales; 9⅜c. was bid. Salesmen were asking 9⅞c. There were several salesmen in town who did not board.

Visible Stocks of Lard.

The N. K. Fairbanks Co., Chicago, Ill., under date of August 3, write "The Canadian Grocer" as follows:

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on August 1, to which we add estimates of former years, and stocks in cities named:

	1903. Aug. 1.	1903. July 1.	1902. Aug. 1.	1901. Aug. 1.	1900. Aug. 1.	1899. Aug. 1.
Liverpool and Manchester	26,000	22,000	16,500	18,000	24,000	54,000
Other British ports	8,500	9,000	2,500	6,500	6 000	7,500
Hamburg	14,000	15,000	14,000	13,500	12,500	22,500
Bremen	1,500	2,000	1,000	1,000	3,000	3,000
Berlin	1,500	2,500	1,000	2,000	2,000	2 500
Baltic ports	12,000	13 500	6,500	11,000	6,500	8,500
Amsterdam, Rotterdam, Mannheim	1,000	500	3,500	2,000	3,000	2,500
Antwerp	1,000	2,000	1,500	6,000	6,000	7,000
French ports	900	1,000	1,100	2,000	4,000	4,500
Italian and Spanish ports	500	500	1,000	1,000	1,000	1,000
Total in Europe	66,900	68,000	48,600	63,000	68,000	113,000
Afloat for Europe	40,000	50,000	42,000	54,000	42,000	65,000
Total in Europe and afloat	108,900	118,000	90,600	117,000	110,000	178,000
Chicago prime steam	75,554	45,618	46,529	51,116	117,718	220,983
Chicago other kinds	9,593	11,643	11,488	11,076	20,936	9,430
East St. Louis	1,760	844	900	8,011	10,200	15,000
Kansas City	7,891	10,044	4,315	14,037	11,933	25,721
Omaha	5,569	5,742	4,171	6,908	5,492	4,190
New York	7,182	7,834	6,555	11,467	8,074	17,069
Milwaukee	2,542	2,473	908	3,365	8,583	11,762
Cedar Rapids	....	....	3,403	1,579	2,210	1,369
South St. Joseph	4,497	3,246	2,476	4,420	1,263	10,269
Total tierces	223,488	207,444	171,345	229,029	296,409	493,793

Victoria Cheese Board.

The Victoria Cheese Board met in Lindsay on Monday. Buyers present: Fitzgerald, Gillespie, Cook, Bailey and Flavelle. Highest price paid was 9⅞c. Mr. Fitzgerald secured 797 boxes, Mr. Flavelle 480, and Mr. Cook 182. Five factories refused to sell and were allowed to sell off board.

Export Eggs.

The following information concerning the requirements of the British egg market is from the report of the Dominion Commissioner of Agriculture:

"The grade of egg which is in good demand in Great Britain is one weighing 15 pounds per great hundred, that is 15 pounds per 10 dozens, which is equal to two ounces per egg or 1½ pounds per dozen. A small quantity imported into Great Britain from France go as high as 17 pounds per great hundred. For every half pound which eggs weigh less than 15 pounds per great hundred, the value is lessened by about one cent per dozen.

"Eggs should be graded as to size. A higher value will be obtained for a given quantity of eggs graded into three sizes—large, medium and small—than if they are sent with the sizes mixed promiscuously. Eggs of a brown shade of color are preferred.

"The preferred size of egg case for export is a wooden case, holding thirty dozen eggs, paper-filled—that it, having pasteboard frames with a separate space for each egg. These cases, holding 30 dozen each, measure about 28 inches long, 12¾ inches wide, and 13 inches high, outside dimensions.

"For the safe carriage of the eggs, it is important that they should not be stored in a warehouse, on the cars, or on board the steamship, in proximity to any cargo from which they would acquire a

When it comes to looking after the grocer's interests there is no one ahead of us

Blue Ribbon *Ceylon* Tea

was the first tea advertised to be sold at 40c. per pound. Every grocer is our agent.

GILLETT'S GOODS ARE STANDARD ARTICLES

IT IS TO THE ADVANTAGE OF EVERY HOUSEKEEPER IN CANADA TO USE THEM . . . . . .

Magic Baking Powder.
Gillett's Perfumed Lye.
Imperial Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Mammoth Blue.
Magic Baking Soda.
Gillett's Washing Crystal.

MADE FOR OVER 50 YEARS.
(ESTABLISHED 1852)

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

When you have any

BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited
75-77 Colborne Street
Telephone Main 2491. Toronto.

flavor. The carrying of eggs with a cargo of apples has been known to impart to them a flavor which impaired their value.

"They should be carried on the cars and on the steamship at a temperature of from 38 to 42 degrees F. When cases containing eggs are removed from the cold storage chambers they should not be opened at once in an atmosphere where the temperature is warm. They should be left for two days unopened, so that the eggs may become gradually warmed to the temperature of the room where they have been deposited. Otherwise a condensation of moisture from the atmosphere will appear on the shell, and give them the appearance of sweating This so-called 'sweating' is not an exudation through the shell of the egg, and can be entirely prevented in the manner indicated."

Cold storage eggs are sold in Great Britain as "Canadian fresh eggs," and the prices last year ranged from 7s 6d to 8s 6d per long hundred (120 eggs) during September and October, and from 7s 9d to 8s 6d per long hundred during November and December.

Provision Notes.

G. W. Piett, butcher, Hagersville, has sold out.

James Bolger, butcher, Belmont, has been succeeded by George Wanless.

A. A. Davis & Co., cheese and produce, Brockville, Ont., have dissolved partnership.

Live hogs sold in London market last Monday at $6.25 cwt. ; dressed hogs were $8.00, but few were offering.

The capital of The National Creamery and Produce Co., Ltd., Winnipeg, has been increased from $15,000 to $50,000.

The Sultan has issued a decree opening the Turkish Empire to American pork. Turkey has been closed against the great American hog since 1881.

The Lakeside Cheese Factory, about three miles from Harrington, near Stratford, was totally destroyed by fire last week. The buildings, equipment and half the July make of cheese were entirely consumed. The loss is about $2,000. The buildings and contents were insured.

THE PROVISION MARKETS.

TORONTO.

The demand for cured meats continues firm, the leaders being hams and lard. No change is reported since last writing. We quote :

Long clear bacon, per lb	$0 10	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11½	0 12
Medium hams, per lb	0 13½	0 14
Large hams, per lb	0 12½	0 13
Shoulder hams, per lb	0 10½	0 11
Backs, per lb	0 14½	0 15
Heavy mess pork, per bbl	21 00	21 25
Short cut, per bbl	22 00	22 50
Shoulder mess pork, per bbl	18 00	19 00
Lard, tierces, per lb	0 9½	0 09¾
" tubs "	0 09¾	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 08½	0 09½
Dressed hogs, light weights, per 100 lb	7 50	7 75
" heavy "	7 25	7 50
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcases	6 00	7 20
" medium	5 50	6 50
" common	5 00	5 55
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

Market is steady with a moderately good trade in smoked meats and lard. Quotations as follows :

Heavy Canadian short cut mess pork	$20 50	$21 00
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 13	0 14
Hams, per lb	0 12½	0 13½

Canada short cut mess pork is in little more demand.

LARD.—A fair inquiry is noticed this week, though prices are unchanged. Quotations as follows :

"Boar's Head" brand	0 08¾
Carloads, less	0 00½
60-lb. tubs, over tierce	0 00½
20-lb. tin pails, "	0 00½
20-lb. wood " "	0 00½
10-lb. tins, "	0 00½
5-lb. tins, "	0 00⅝
3-lb. tins, "	0 01
Pure lard, in pails, 20 lb	1 95
" in tubs, 50 lb., per lb	0 09½
" in tins, per lb	0 10⅜ 0 10⅝

ST. JOHN, N.B.

The price of pork, while firm, is low. There is a wide range in quality, and there is very little of really best stock. Buyers will not pay for it. There is not the demand of a few years ago for the estreme fat pork. Beef is unchanged. Pure lard continues unchanged at the lower prices. Refined lard moves very slowly. In fresh meats, beef and lamb are the sellers. Prices show little change. Domestic beef is low. Lamb is now splendid quality. Some little veal is still offered. There is very little pork or mutton seen. We quote :

Mess pork, per bbl	$19 50	$22 00
Clear pork "	17 50	18 00
Plate beef "	13 00	15 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 07	0 09
Lamb "	0 08	0 09
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 10½	0 11
" " pails "	0 11	0 11½
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 09¾
" " " pails "	0 09¾	0 10

DAIRY PRODUCE.

TORONTO.

BUTTER.—The market still continues featureless. Little creamery and no dairy is being exported. The quality is not particularly good just at present. Much is being offered, but dealers are not disposed to be anxious to buy. Prices are unchanged. We quote :

	Per lb.	
Creamery prints	0 18	0 19
" solids, fresh	0 17	0 18
Dairy rolls, large	....	....
" prints	0 15	0 16
" in tubs, best	0 14	0 15
Under qualities	0 12	0 13

CHEESE.—A firmer tone has characterized the cheese market this week and quotations are advanced ¼c. The 9⅝c. paid at the Lindsay Cheese Board was regarded as a hopeful sign. We quote :

	Per lb.	
Cheese, large, new	0 10	0 10½
" twins, new	0 10½	0 10½

MONTREAL.

CHEESE.—Though the market is quiet, a fair amount of business was done, confined, however, principally to Quebec and Easterns at lower range of prices. Western boards are considered too high. The recent spurt is undoubtedly due to shorts covering, though some dealers are bullish, and look to 10c being made before end of August. Shipments at this port from May 1st to date are over 1,000,000 boxes. Contrary to expectations, an advance of ½ to ⅝c was noted here this week, due, no doubt, to short dealers covering. It is not anticipated by the trade that this advance can be maintained, as there is a good deal under process throughout the country, both in Ontario and Quebec.

BUTTER.—Market dull, cable sales being small, and very little export business doing. Local prices range :

Eastern Townships, fine	0 18½	0 19½
" fancy prints	0 19	0 19½
Western creamery, finest	0 17½	0 18½
" good	0 16	0 17½
Dairy	0 14	0 15

EGGS.—Prices are steady at about 14c. for fresh straight gathered stock. The local feeling is not very strong. June local exporters are making shipments of fresh stock, well selected and heavy. The market on the other side, however, it is feared, will give poor returns for cost here, owing to the enormous quantity of Russian awaiting release from pickle.

ST. JOHN, N.B.

BUTTER.—Prices are rather firmer, but really unchanged. While receipts are not quite as free, demand is not sharp. For really first-class stock full figures obtained.

EGGS.—Prices are rather firmer. There is a good average sale ; receipts are not large. Quality is generally good.

CHEESE.—The market is rather easier. For twin cheese there is a good demand at a price. The local market will not take large cheese. These are being bought at market prices, and shipped to England. Factories are not holding stock. We quote :

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 16	0 18
Eggs, new laid, per doz	0 18	0 20
" case stock, per doz	0 15	0 16
Cheese, per lb	0 10	0 10½

LONDON CHEESE MARKET.

Twelve factories boarded at the London cheese market on Saturday afternoon. The offerings were as follows :

	Boxes.
Campden	60
Chatham Gore	80
Ballymote	110
Kintore	150
Dorchester Union	100
Proof Line	103
Watford Union	245
Northwood	150
West Nissouri	175
Gladstone	300
Belmont and Westminster	400
Napier	[illegible]
Total	2,028

The bids were : 9¼c., 9⅜c., 9½c., 9⅝c., 9 11-16c. and 9¾c. Campden sold at 9½c. Chatham Gore at 9½c. and Napier at 9¾c.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar

MADAM HUOT'S COFFEE.

"Nectar" Black Tea, in lead packets and fancy tins only.

New Teas

Just in stock

54 Half-chests, 60-lbs. net, fancy finished leaf, Colored Ceylon Green, Young Hyson Tea, extra liquor, at - - - 20c.

Ex Steamer "Empress of Japan," now at Vancouver, from Shanghai, China.

35	Boxes	Superior, Choicest, fancy 1st Crop "Pin-head" Gunpowder Tea, at - - -	37½c.
37	"	Extra Choice, fancy 1st Crop "Pin-head" Gunpowder Tea, at - - -	35c.
15	"	Very Choice, 1st Crop "Pin-head" Gunpowder Tea, at - - - -	32½c.
20	"	" " " " " " - - - - -	30c.
78	"	Extra Curio, Choice, fancy "Pea-leaf" Gunpowder, at - - - -	26½c.
73	"	Curio, Choice "Pea-leaf" Gunpowder, at - - - - - - -	24½c
150	"	Extra Choice 1st Crop Ping Suey Young Hyson, at - - - - -	17½c.
408	packages.		

From Yokohama, Japan.

16	Half chests	Condor X, fine pan-fired, early pickings, Japan Tea, at - - -	30c.
93	"	Condor XXXX—*The old reliable.* Finer than ever, at - - -	25c.
21	"	Light of Gold—2nd lot of May Pickings. A choice bit of tea, at - -	28½c.
25	"	Condor V. The finest and best, at - - - - - - -	30c.
21	Boxes, 40-lbs. each, early Japan, fancy leaf, EMD AA, at - - - - -		32½c.
25	Half-chests	"Tenoza" Japan Tea, a splendid value in leaf and liquor, at - - -	23½c.
201	packages.		

If high liquoring qualities, combined with style in leaf, are what you want, then I have what will suit you. **Ask for samples, it pays.**

Specialty of high-grade goods in Teas, Coffees, Spices and Vinegars.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

"EMD" Baking Powder, Vinegar, Spices, Coffee.

WEST INDIAN OPENINGS FOR CANADIAN TRADE.

IN these days, when such a statesman as Hon. Joseph Chamberlain proposes to change radically the fiscal policy of "free-loaf" England, that trade between the various colonies may gravitate towards the natural centre, the markets of the Mother Country, and that the Empire may be bound together in community of interests, as well as by the present sentimental bonds of blood and loyalty, any information that will tend to increase the trade between one colony and another is of paramount interest.

Of late years the trade of Canada, for export, has largely increased, and new markets have to be sought for in which the surplus products can be disposed of to advantage. There is a large market in the British and other West India Islands, which has been supplied largely by the United States, and which the Government of Canada, the Manufacturers' Association, and many private parties have done much to attain. Canada wants sugar and other products of these islands, and they can consume our flour, butter, cheese, fish, and many other products of the soil or our manufactures, thus producing the basis of international trade—a fair exchange of commodities.

There is much, however, to be done before Canadian trade with these southern islands will be successful. Instead of considering these markets as a dumping ground for surplus products, the conditions and requirements of the markets must be studied carefully, and catered to as particularly as to our own local markets. This fact is emphasized by Mr. E. L. Thorne, manager of the Union Bank of Halifax, who returned last week from a vacation trip, which included the West India Islands. In an interview Mr. Thorne says :

"On the steamer which took me south there was 4500 tons of United States freight. Now, that might have just as well have come from Canada. Trinidad people—and it is the same in the other islands—only buy enough to last one day, and they like to get hold of things done up in convenient packages. The United States shippers seem to understand the knack of doing this, while Canadians do not. In a word, we do not understand the situation as we should up here, and apparently Canadians will not spend the time and money in learning. As soon as they understand what is wanted, and how it is wanted, they will have no trouble in finding a market."

Rev. Dr. Grant, a Nova Scotian, now on a visit to his native land, also has the same story to tell of a large market for Canadian products, if properly catered to. Dr. Grant has labored as a missionary in Trinidad for thirty-two years, and his son, Mr. T. Geddes Grant, is in business in Port-of-Spain, the centre of Trinidad trade, and has done much to extend Canada's trade with that flourishing island. Mr. Grant will attend the coming meeting of the Chambers of Commerce at Montreal, when no doubt his views on intercolonial trade will be of much interest to Canadian business men.

Dr. Grant says : "The relations between Canada and Trinidad have developed very materially during the past year. We can supply just what Canada wants in the way of tropical products, and Canada, in turn, can give us food stuffs, lumber, and some dry goods. Several things have contributed towards this. A number of our business men have commenced to make trade with Canada a specialty, prominent Canadians have been down there, and have succeeded in making Trinidad pretty familiar with Canada. Canadian money is being largely invested there, as in The Trinidad Electric Co. and the Union Bank of Halifax, and the visit of the president and secretary of the Manufacturers' Association did much in this line. The visits of such men have established a friendship between the two countries which is fostered and cherished by the people of the whole Southern Colony."

Dr. Grant corroborates the opinion expressed by Mr. Thorne : "The increase in trade between Canada and Trinidad has been especially marked during the last few months. But complaints are rife as to the way goods have been shipped in the past. I understand, however, that there is a disposition on the part of shippers to adapt themselves to the requirements of the market, and yet there is evidently still room for improvement, for, on leaving Trinidad, I saw several packages of butter rejected, and they were certainly unfit for use. Their condition was wholly due to a want of care in putting them up."

Trinidad, at present, imports largely, and it has a future before it which, in a few years, may double its population and consequently its trade. Dr. Grant expresses the opinion that when the Panama Canal is opened it will have a tremendous influence in advancing the status of that island, the resources of which are only partially developed. It may thus be seen how important it is for Canada to grasp at once this opportunity of increasing her trade with Trinidad, as well as with the other West India Islands. With the trade of Trinidad secured, a large portion of the trade with Venezuela would also be secured.

The latest returns of the trade of Trinidad show that, in round numbers, it is $25,000,000. Of this amount $7,916,000 is with Great Britain ; $7,257,000 with the United States ; $1,809,000 with France ; $4,590,000 with Venezuela ; and only the limited sum of $710,000 with Canada.

The products imported by Trinidad, outside of manufactured goods, which Canada could supply, are as follows : Flour, $820,000 ; oats, $106,000 ; butter, and butter substitutes, $260,000 ; candles, $36,000 ; cement, $85,000 ; cheese, $36,000 ; coal and coke, $125,000 ; fish, $332,000, which trade, if secured, would triple the present amount of Canada's trade with that island.

PREMIER ROBLIN ON THE WEST.

PREMIER ROBLIN, of Manitoba, was chatting in the rotunda of the King Edward Hotel with Col. Sam Hughes and a number of other political friends Wednesday morning last when he was seen by a representative of THE GROCER.

Mr. Roblin in private life is a grain dealer, and, like every respectable western politician, has a wheat farm of his own. The western statesman was in Toronto to attend the Conservative picnic and give expert advice on how to win provincial elections. But that is another story.

THE GROCER wanted to know what Mr. Roblin, as a business man, had to say about the West. Needless to say, he was enthusiastic. This Fall, he thought, would be every bit as good as last. The yield per acre would not be up to last year, but the increased acreage and higher grices would produce as much hard cash. The elevator accommodation would be ample this year, and improved service was anticipated in moving the grain. The Premier denied there was any foundation for the suggestion that the West was being boomed too hard.

"You can say that everything is all right ; that embraces it all."

And with these assuring words ringing in his ears the scribe departed, and the Premier, chewing an unlighted cheroot, rejoined the little crowd of politicians who were in his party.

WHITE BLACKBERRIES.

Fruit growers will be interested to learn that an enterprising Hillsdale, Ore., grower has accomplished the feat of producing white blackberries which are perfectly successful as to appearance and flavor, says The Victoria Colonist. He does not intend to grow them as a novelty, but as a crop, and is planting out many slips from his experimental bush. The berry is of fair size, almost transparent, the seeds very small, and the flavor much milder than that of other berries. They have a most attractive appearance.

Confidence Begets Confidence

THE GROCER WHO BUYS HIS PACKAGE TEA AS HE DOES THE REST OF HIS STOCK—VALUE FOR VALUE—HAS IN

"KOLONA" PURE CEYLON TEA

AN ASSET FULLY WORTH THE SELLING PRICE ON EACH PACKAGE. HE TRANSMITS HIS CONFIDENCE TO THE CONSUMER, HIS TEA TRADE IS THUS WON AND HELD IRRESPECTIVE OF EXTENDED PUBLICITY DESIGNED TO FORCE SALES.

SIX GRADES, BLACK or MIXED, RETAILING AT 25c., 30c., 40c., 50c., 60c., 80c.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS AND TEA IMPORTERS AND BLENDERS.

TORONTO

FOREST CITY GOSSIP.

Office of The Canadian Grocer,
365 Richmand St., London, Ont.
Auguct 10, 1903.

WHILE it is to be expected that wholesale grocers are quiet on account of their travellers all being off the road, there are letter orders being received, sufficient to keep those in the warehouses moving. Of course, these orders are almost entirely for requirements needing quick despatch, and could not be held back till representatives of the houses resumed their trips.

* * *

Much general satisfaction is expressed by the grocery firms here at the manner in which the travellers' vacation agreement is being carried out. The business places, as well as the citizens generally, over the city are taking down their bunting and laying it away. The great picnic, and the Old Boys home-coming are over for this year, and the grocery travellers will be returning by Saturday's trains to resume on Monday morning their regular trips with renewed vigor, and a fresh lot of humorous stories and true fishing yarns.

* * *

In these letters mention has already been made of the great vim and enthusiasm with which the business men and others in this city take hold when an outing is on the tapis; and in this connection we cannot refrain from noting another of the successful picnics, that of The Irish Benevolent Society. Nearly every business man of Irish extraction in London was on hand, helping to make up the immense gathering of fourteen thousand men, women and children. The annual banquet of the society at the Fraser House, Port Stanley, was a function which proved highly successful in every way.

* * *

There is considerable activity just now at the Queen's park. These are the grounds where the London Western Fair is annually held. J. A. Nelles, who has been secretary of the fair for many years, reports a greatly increased number of entries over former years, and that the space is rapidly filling up. Some American machinery firms will make important exhibits. Many novel attractions will be added. The fair continues from September 11 to 19. Entries close on September 10.

* * *

The wheat being threshed in the neighborhood of London is turning out remarkably well, threshing is general and farmers are at their busiest season. Wheat and oats are both being brought to the market here, the former ranging from $1.10 to $1.25 per cwt. and the latter 80c to 85c per cwt., the latter price being most frequently paid. Barley is a very fine crop this year and sells at 44c to 48c per bushel.

* * *

There were large deliveries at Saturday's market of both butter and eggs. Rolls ranged in basket lots from 17 to 18c, and crocks 16 to 17c per lb.; creamery pounds 21 to 23c. Eggs were 14 to 15c. Poultry 45 to 60c. per pair.

* * *

Apples are abundant and very good; 75c. to $1 per bushel is the prevailing price. The peach crop is reported very good with the exception of the yellow flesh varieties; prices ranged from 15c. to 60c., according to the size of the baskets. Plums are not yet arriving in great quantity, but sales are made at 40 to 60c. for 12-qt. baskets. Roots and vegetables are plentiful and of good quality and a large business is done in these daily. Some very fine new potatoes are in the market now at 50c. per bushel. It is feared the cool nights will injure tomatoes.

* * *

Mr. A. McCormick, sr., of A. McCormick & Sons., grocers, is still in a very low condition, and but very slight hopes are entertained for his recovery.

* * *

The committee of the London Board of Trade having in charge the arrangements for the entertainment of the visiting delegates from the Congress of Chambers of Commerce, are meeting with marked success and a creditable reception is assured to the party of over a hundred expected here. President J. R. Minhinnick, of The Empire Mfg. Co., and Vice-President J. A. Carrick, of The Queen City Oil Co., will leave London on Saturday, August 15 to represent the Board of Trade of this city at the congress in Montreal. London's representatives are level-headed men, with a good grasp of the important questions to come under discussion.

NEW YORK STATE GROCERS.

The annual convention of the New York State Association of Retail Grocers is meeting this week at Niagara Falls, N.Y. The convention is a very representative one, judging from the large number of delegates in attendance.

THE DELIVERY WAGON.

The delivery wagon offers a fine opportunity for advertising, says an American exchange. It goes everywhere and is seen by everyone. It is a constant reminder of the store it represents. A spic and span wagon drawn by a well-groomed horse always makes a good impression. It indicates enterprise and suggests a bright, clean store and fresh goods.

A dilapidated, paintless wagon and broken down horse give the opposite impression. They lead the observer to think that the merchant who owns this seedy outfit must be like his horse, a back number.

It pays to keep a good horse and an attractive wagon.

Windsor Salt.

You buy the best butter, why not the best Salt? Do you forget that it is the little things that count? A woman doesn't tell all she knows. Perhaps she has been trading at some other store just because she can't buy Windsor Salt of you. She doesn't say this to you, **but there are a good many chances that she tells her friends.**

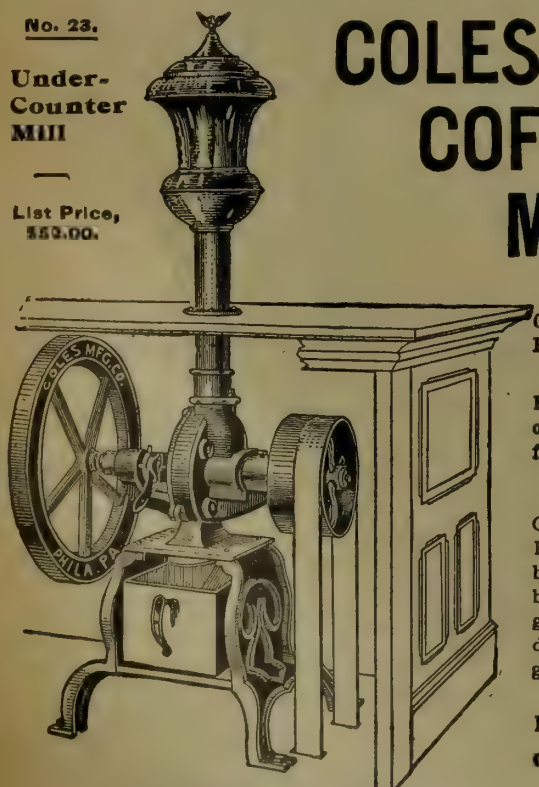
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $50.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

IMPORTANT

We beg to announce to the trade that we are the sole selling Agents for

Myers & Co.

MANUFACTURERS OF

ROYAL SPICE

FOR

CATTLE and POULTRY

In Eastern Ontario and Western Quebec.

This Spice is now being used generally with splendid results. We beg to solicit your correspondence re these goods.

H. N. BATE & SONS,
Wholesale Grocers, Ottawa, Ont.

P.S.—See our Exhibit, Central Canada Fair, Sept. 11 to 19, 1903.

THE CANADIAN GROCER

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JOHN BAYNE MACLEAN,
Montreal.

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THE TURN OF THE SALMON RUN.

THE GROCER learns from its British Columbia correspondent that the salmon fishing has at last taken a decided turn for the better. The run of sockeyes is now most satisfactory, and it is fairly certain that the season will be a pretty good average. For three weeks there was not a single run of fish to encourage the fishermen, and the canners began to look on it as an off season, but this pessimistic view has now vanished. There are in the province 79 salmon canneries, of which 49 are on the Fraser river. Of the latter, some 40 are being operated this season, most of them owned by the British Columbia Packers' Association.

The salmon pack in the northern waters of British Columbia is practically over, as the run of fish there is earlier than on the Fraser. The Skeena and Naas River districts report a very low catch, and the pack will be the smallest in years. Rivers Inlet has had a good catch, and several canneries there have put up nearly a full pack, one or two of them having nearly 20,000 cases already. On Alert Bay the canneries have a small pack, about the same as last year.

If the present run on the Fraser River and Gulf of Georgia is kept up for the month of August there will be a very good pack. The fish have been slow to come into the river, staying out on the salmon banks in the gulf much longer than usual. There, where the waters are on the United States side of the international boundary, purse seiners have been making big catches. The traps which are in the track of the fish as they come in from the gulf to the Fraser have been getting smaller catches than usual, the same as the gill net fishermen in the gulf and river.

THE TOURIST TRADE.

WHAT are you doing to catch the tourist trade? These Summer months Canada is overrun with Americans. Bostonese and New Yorkers fill the hotels and railroad coaches of the Maritime Provinces. Cobourg and other Lake Ontario resorts are the haven of Southerners who have been yearly visitors almost since fo' de wah. The St. Lawrence, Muskoka, The Sault are the shrines of these latter-day pilgrims in search of the health-giving air and sunshine of this heaven-blessed Land of the Maple. There is hardly a town in Canada that has its little stream or lake that has not its share of the American traveller.

These people spend their money freely for anything they want. They are ever on the outlook for souvenirs. They delight in the unique, especially if it has local associations. These people would be the source of a large and lucrative trade if they were properly cultivated, as they have not been heretofore.

The souvenir goods offered to tourists at most resorts is the veriest trash and trumpery; stuff that might do for a child's play-house, but absolutely useless and ridiculous in any home of ordinary good taste. That sort of thing of course appeals to children and a certain class, but the merchant is foolish who caters to this class to the exclusion of the better class.

The matter is worthy of thought. No store in the tourist belt should be without a tourist department. Local conditions should determine its nature. The articles exposed for sale should include some of the very best quality and should if possible be of local manufacture—German truck can be purchased anywhere. In planning such a department a merchant could gain valuable ideas by visiting some of the larger centres and inspecting some of the novelty shops. The goods should be given an advantageous position in the window and possibly advertising matter might be used. A really superior line of tourist goods would be such a novelty that there is a "fortune in it" for the man who undertakes to provide it.

Once again, let not the local association idea be lost sight of. "Made in Canada" is good. For tourist purposes "Made in Minnicoganeschene or Bellchasse" is better.

CEYLON AND INDIAN GREEN TEAS.

A CHICAGO man, in conversation with THE CANADIAN GROCER recently, reported that since the Ceylon tea producers had commenced to imitate Japan greens their sales in the United States had increased very much. This statement is verified by Gow, Wilson & Stanton's tea report of July 31. From January 1 to July 1, 1903, Ceylon exported to America direct 2,829,487 lb. of black tea and 2,717,501 lb. of green tea, a remarkable showing, considering that for the same period a year ago the respective amounts were 2,182,048 lb. of black and 372,595 lb. of green, and in 1900 no green at all was exported. It must be remembered, however, that the greatest part of Ceylon black comes through London, and is thus not accounted for in the above figures. The same report also announces that, now the Tea Associations Act has been passed in India, the North American market will be further exploited with Indian green.

Customers do not lie awake at night thinking about the goods of the merchant who does not advertise.

THE CONGRESS OF CHAMBERS OF COMMERCE.

ALL Canada joins in welcoming to Montreal the delegates to the fifth Congress of Chambers of Commerce of the Empire which begins its sessions on Monday. Previous meetings of this Congress have attracted much attention in Canada because of the importance of the subjects discussed and the reputation and ability of those taking part in its deliberations, but particular interest attaches to this meeting, not only because of the unusual importance of the subjects to be discussed but also because this is the first occasion on which the Congress has assembled outside the British Isles. Previous meetings have all been held in London, but this year, in recognition of the growing importance of colonial interests, the Congress meets in a colonial city. Fitting it is that the first colony so to be honored is the Dominion of Canada, and that the metropolitan city of Montreal should have been selected as the scene of this historical gathering.

Historical, for the meeting of this Congress may well be expected to mark an epoch in the history of the Empire. These are days in which history is rapidly being made. Very soon must be decided whether the Empire is to be drawn together by the ties of commerce, or whether the tendency is to be towards disintegration. The counsel of this parliament of business men must have considerable influence on the shaping of public opinion. Ours is an immense Empire composed of various units whose interests may seem diverse. The Canadian business man may think he has very little in common with the business man in New Zealand. In this Congress will meet representative business men from all the important commercial centres of the Empire. The Australian and New Zealander meet their brothers from Canada and South Africa. Meeting face to face, they can discover and discuss their mutual interests and adjust any little differences. In this meeting they will discover opportunities for developing inter-imperial trade, and more may be accomplished from the intimacy resulting from this Congress than from any system of preferential tariffs. The business horizon of every delegate must surely be widened by being brought in touch with business men from all the British possessions.

The importance of this gathering can scarcely be over-estimated. Its debates, and the conclusions at which it may arrive, will be watched with the greatest interest by the whole Empire. Subjects of mighty import are to be discussed in the four short days which the Congress has at its disposal. Its decisions are not legislative, but who can doubt the great influence which they are bound to have upon the trend of thought throughout the Empire and ultimately, perhaps, on the course of legislation? Who can doubt that the resolutions regarding the fiscal policy of the Empire, adopted by a representative body of business men from all parts of the British possessions, are bound to wield a mighty influence upon the course of the fiscal battle now in progress in the very heart of the Empire?

And indeed the trade question looms very large in the programme of resolutions to be submitted to the Congress. No less than eleven resolutions regarding inter-imperial trade are to be submitted. A resolution from the London Chamber of Commerce is to the effect "That this Congress urges upon His Majesty's Government the appointment by them of a Royal Commission composed of representatives of Great Britain and her colonies and India, to consider the possibilities of increasing and strengthening the trade relations between the different parts of the Empire." This resolution is in harmony with the general policy of "inquiry" of the Balfour-Chamberlain Government, and perhaps may be interpreted as not unfavorable to preferential trade. A counter resolution from the Manchester Chamber of Commerce is clearly opposed to the encouragement of trade by tariffs.

These two opposing resolutions will no doubt be debated at considerable length. While British opinion is divided, there is no uncertain sound in the resolutions submitted by Canadian bodies of which that of the Montreal Board of Trade may be taken as typical. It is to the effect "that this Congress is of the opinion that Great Britain can best serve the interests of the Empire by giving a preference in her markets to the products of the colonies as against the products of foreign countries, it being believed that such preference would (1) benefit Great Britain by largely freeing her from dependence upon foreign countries for her food supplies; (2) stimulate reciprocal trade within the Empire; (3) develop colonial enterprises, and, moreover, serve to make the colonies attractive, not only to the large number of British subjects emigrating annually from the British Isles, but also to the surplus population of other countries.

But while the trade question is very prominent, other subjects of perhaps equal importance are to be discussed. Among these is the question of emigration to the colonies. The crying need of Canada and the other colonies at the present day is a volume of suitable immigration, and to the British Isles we must look for our better class of immigrants. Resolutions submitted to the Congress by the Canadian Manufacturers' Association and the Toronto Board of Trade advocate measures to direct British capital and immigration to the colonies rather than to foreign countries, primarily with the view of making the colonies Britain's chief source of food in time of war.

Resolutions are to be submitted with reference to the co-operation of the colonies in the defence of the empire. Three different resolutions from Canadian bodies declare in favor of colonial co-operation in the maintenance of both army and navy. La Chambre du Commerce of Montreal offers a counter resolution declaring that it is the first and most pressing duty of the colonies to develop their own resources. There is room here for a most interesting discussion.

The Imperial postal system is the subject of five resolutions. The Birmingham Chamber, alluding to the reduction by Canada of the postage on periodicals bound for Britain, urges that this action should be reciprocated. Various resolutions are submitted regarding fast steam-

ship services. Eight resolutions deal with the metric system. The Canadian manufacturers' Association moves "that the Congress strongly recommends the adoption of a decimal currency and of the metric system of weights and measures, together with a universal gauge for defining the thickness of metals."

These are but a few of the topics which will occupy the attention of the Congress, and we can only regret that the time for their discussion is so short. Ordinarily, the Congress meets but once in four years, and it would seem advisable either that more frequent meetings should be held, or that longer time should be allowed for deliberation and discussion.

THE EDUCATION FOR A MERCHANT'S SON.

COMPLAINTS are general that boys and girls from our public schools cannot write legibly. In fact, it would almost appear that writing is becoming a lost art. This fact is borne home upon the merchant who takes his boy or girl from the school and puts him or her in the office with a view of learning the business. The result is very often disappointing. A set of books is one thing that cannot be run off on a typewriter.

The only place nowadays where a young person is reasonably certain of acquiring a good business hand is at one of our business colleges. Business colleges have vindicated their right to existence. They fill an important place and render important service to the sons and daughters of merchants.

The boy who, before entering, should have had a year or two in the store under the parental eye will be in a position to grasp new ideas and become familiar with new business methods which may have been overlooked by the parent. He will gain an insight into the methods in use in the wider mercantile field, banking, wholesale jobbing and commercial law. At the same time he should acquire a systematic exactness, which is of the greatest value in business. A course in a good business college for the son who is to be taken into the firm is a first-class investment for the average merchant.

WAYS OF WESTERN WHEAT.

(From our own Correspondent.)

WINNIPEG, Aug. 12.

THE condition of the crops in the Canadian Northwest is a subject full of interest at the present time to all Canada, and in fact to the whole American continent.

There has perhaps never been a season in the history of the country when the crop was so difficult to estimate. The seed went in under almost ideal conditions; in fact it was stated by many farmers long resident in the country that more perfect seeding conditions never prevailed.

Everything went well for two weeks after the seed was in; then an uneasy feeling began to pervade the country; the rain had not come and some sections were very dry. Hardly had this uneasiness developed when a good general shower relieved the tension and everything was considered all right, and for a couple of weeks all went well. Then again it grew dry and warm, with very little rain in many parts of Manitoba, although the rainfall of the Northwest Territories was fairly abundant. The dry, hot weather continued for three weeks, and the alarm as to the condition of a great part of the crop in some sections of Manitoba became very general. The crop failed during this three weeks of hot, dry weather very materially, and during the Winnipeg Exhibition week farmers from all over the province complained of want of rain, short straw and the danger of ripening without the heads filling as they should do. But following the 25th of July the weather turned cool, there have been a number of heavy showers, and though it is not possible for all the damage caused by the drouth to be overtaken, it is a surprise even to experienced westerners the amount of recovery that has been made in the past 10 days.

Travellers and inspectors for the larger milling concerns are perhaps the best and most reliable authority we have outside of Government returns, and several of these men say that the crop which they visited 10 days ago and thought would not be worth cutting has made so much recovery that it will now go above 12 bushels to the acre.

A feature in the crop situation that makes it especially difficult to estimate is the variety of the crop on the same farm. There are fields of wheat sown on land that has been crop for some years, on Spring ploughing, that will not go over 12 bushels to the acre, and on the same farm there are fields of wheat on well Summer-fallowed land that will go 23 to 25 bushels to the acre.

This has been pre-eminently a year to distinguish between good and bad farming. Almost without variation wheat is good on well-fallowed land and poor on land that has received less care and attention. If the superintendent of the Experimental Farm at Brandon, Mr. S. A. Bedford, were inclined to repeat that aggravating formula, "I told you so," he could do it with emphasis this season. At institute meetings for the last five years he has been earnestly condemning the folly of continuous cropping of land without making any return to the soil in either manure or cultivation and without proper rotation of crops. The seasons have been so good that this warning has fallen on many deaf ears, but this season of 1903 has pressed the lesson home in a manner that will not soon be forgotten.

It must not be supposed that the conditions mentioned prevail all over Manitoba. They do not. The dry districts are mainly along the south-western branches of the C. P. R. down to the boundary. A portion of the celebrated Portage Plains is affected and on towards Brandon. West and north-west the crops are very nearly as heavy as they were last year.

During the past week a number of members of the Winnipeg Grain Exchange have made special trips through the country, and a consensus of opinion seems to be that the West will have about 50,000,000 bushels of wheat this year, as against 60,000,000 bushels last year, the increase in the acreage being counterbalanced by the dry sections. The present conditions are all that could be desired for making the berry of fine quality, and harvesting will be fairly generally about the 17th of the month. The quality and quantity of the Western Canadian crop at the moment is, like the celebrated Scottish verdict, "not proven."

E. C. H.

"Mark Twain"

once said:

To "Fetch" the people, you must serve them well.

Our faith in this doctrine is manifested in the great success we have met with in the sale of "Salada." We have served the public well; not well to-day, passably so to-morrow, and well enough the next day—but always "good alike,"—That we have "fetched" the people, there is no gain-saying.

Trade is won and held by the sale of meritorious goods. Evidence of this fact is not far to seek.

Our often-expressed conviction that "Salada" Natural Ceylon Greens would displace Japans is coming true rapidly — you can pin your faith to our dogged devotion to these teas. "They are all right."

CORRESPONDENCE SOLICITED
SAMPLES FURNISHED

Address **"SALADA,"** Toronto or Montreal.

WHOLESALERS ARE NOW OFFERING FOR FORWARD DELIVERY.

New Pack "Horse Shoe" Salmon.

For quarter century "Horse Shoe" Brand Salmon has led the Canadian market.

All leading grocers throughout the Dominion sell it.

The trade of the people who buy CELLULOID STARCH is trade worth while. It means the trade of the best people in your district, and you won't get it unless you can supply them with

Celluloid Starch

Never Sticks Requires no Cooking.

It is good starch, easy to use, perfect in results. Everyone who has tried it knows this and won't be satisfied with any other kind. You do not only satisfiy your customers when you supply them with CELLULOID STARCH—you make a fair profit, too.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, Aug. 13, 1903.

THE state of trade, since our last issue, has been in every way satisfactory, orders have been coming in freely and denote a distinctly healthy outlook. General conditions throughout have been steady and without any indication of marked change. Canned goods continue to have a good run and prices are keeping firm. New season peas are now to hand in limited quantity. Reports of apricots, peaches and plums point to crops being below last year s averages and prices are expected to rule firm. New season's salmon is also considered short with distinctly firm prices. Coffee is slow and uninteresting on the home market, with indications of firmness on other markets. Spices are also slow with prices ruling high, the recent enforcing of the pure food acts in the United States having had the effect of stimulating demand for the pure articles. Rice continues in active demand and prices continue firm. Tapioca is holding only small interest. Syrups and molasses are promising to stiffen up in price; the demand remains slow. Tea on the street is attracting but scant attention, although the reports from all foreign markets point to an increasingly strong position and on the common grades there are already indications of an advance. Foreign dried fruits are continuing well to front and prices continue firm, with favorable reports of crops from primal points. Sugar has had somewhat of a check in demand, but an increase in consumption is expected shortly with the advent of new crop of large fruits. We have to note an advance of 5c. per 100 lb. on Wallaceburg granulated, bringing that line up to 4.13, otherwise quotations remain as last week and at the time of going to press there are no indications of immediate changes.

CANNED GOODS.

Trade continues good in all well-known lines of canned goods, the available stocks are very low and prices are well maintained. New season's peas are now to hand. Canners' prices are coming to hand for apricots and peaches. The crops are not expected to reach the extent of last season's and there is every indication of prices being well maintained. Salmon is showing signs of short packs with prices firming up. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2 s	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 87½	1 00
" sifted	1 10	1 25
" extra sifted	1 30	1 50
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 35	1 55
" 3's	2 25	2 50
Plums, green gages, 2's	1 15	1 25
" Lombard	0 95	1 00
" Damson, blue	0 95	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 45	1 50
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼'s	....	0 14
" " ½'s	0 19	0 20
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
6-lb. "	....	4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

The home coffee trade continues uninteresting, little movement being manifest beyond usual steady demand, and previous quotations remain. The New York markets denote stronger tone ruling, with prices firming up, consequent upon unfavorable reports of crops from primal points for the marketable grades, both buyers and sellers, however, are reported as very slow to give information. It was therefore found difficult to arrive at a clear view of the situation. We quote:

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR

With refiners overtaking their deliveries and with little new business doing, an easier feeling has developed in the New York sugar market, resulting in decline in official quotations on morning of August 12 of 10c. per 100 lb. all round. This simply confirms officially what has in fact been going on for some time in the form of shadings by all American refiners with only a slight cessation at time of issuing our previous report. The tone of the raw market has been reported to be generally firm and an improvement in prices was expected, but this has not materialized and sales to date have been made at prices last quoted, viz.: 2c. c and f New York, on basis 95 test, equal to 3.72, duty paid, for 96 test. Only a small business has been transacted for the week and while refiners are unwilling to continue on current basis, holders in Cuba continue firm in their ideas and refuse all bids at less than current prices. There has been considerable improvement in European situation since our last, with 88 per cent. advanced 2¼d. per cwt., quotations now being 8s. 3d. for August and 8s. 4½d. for September shipment basis f.o.b. Hamburg. Basis 8s. 3d. for 88 per cent. f.o.b. Hamburg is equivalent to a parity of 4c. duty paid New York for 96 test centrifugals, thus maintaining the differential in favor of cane sugar over ¼c. per lb. Receipts at United States four ports for week ending August 5 were 26,960 tons, with meltings maintained at previous figure, 41,000 tons. It will thus be seen that stocks for week are reduced 15,000 tons and these were 292,992 tons. Combined stocks of Europe and America at latest uneven dates were 2,294,492 tons, against 2,349,646 tons at same period last year, the decrease being 55,154 tons. The only change to notice in domestic refined situation is an advance of 5c. per 100 lb. in list for Wallaceburg C. granulated and we make the alteration below. With travellers on their holidays, business for second hand has been rather restricted and little new business has developed for first hands. It is not yet known whether refiners will follow the decline in New York, but for reasons given above it seems unlikely that prices here will be affected. This usually being regarded as between seasons for preserving, with the advent of larger fruit such as peaches, pears and plums, consumption of sugar locally should be greatly stimulated. We quote;

Paris lumps, in 50-lb. boxes	....	4 83
" in 100-lb. "	....	4 73
" "Domino" brand, 50-lb. boxes	....	4 78
" " " 100 "	....	4 68
St. Lawrence granulated	....	4 23
Redpath's granulated	....	4 23
Acadia granulated	....	4 13
Maple Leaf granulated (Berlin)	....	4 08
Crystal granulated (Wallaceburg)	....	4 13
Imperial " (Dresden)	....	4 08
Beaver " (Wiarton)	....	4 08
Phoenix	....	4 13
Cream	....	3 98
Bright coffee	....	3 98
Bright yellow	....	3 98
No. 3 yellow	....	3 88
No. 2 "	....	3 68
No. 1 "	....	3 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

The home trade continues quiet, there being only steady demand in these goods at this season of the year. Prices continue to rule high, attributed in a measure to the recent enforcing of the pure food laws in the United States, the demand being thereby greatly increased for the pure spice. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

RICE AND TAPIOCA.

Demand for rice has been good and prices well maintained. Outside markets do not denote great activity, only fair

demand being reported, with prices continuing steady. Tapioca is slow and uninteresting. We quote :

	Per lb.			Per lb.	
Rice, stand. B...	....	0 03½	Sago.....	0 03¾	0 04
Patna.....	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

SYRUPS AND MOLASSES.

Local demand continues slow, as is usual at this season. Prices are, however, ruling firm, especially so in molasses, on account of the statistical position referred to in our last issue. We quote :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02¾
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 22	0 30
" open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

The home market in tea has been moving somewhat slowly for some time, the tendency of buyers still being to purchase for immediate requirements only, notwithstanding the steadily firming up on other markets, in face of strong statistical outlook. The latest reports to hand from London markets confirm firm prices, In Indian teas bidding for all grades was particularly strong, a few choice invoices with good flavor bringing high averages, viz.: from 1s. 0½d. to 1s. 3½d., while some 6,000 packages of ordinary grades on estate account realized an average of 7¾d. against 6⅝d. for similar grades same season last year. Advices from Calcutta speak of prices ruling firm and a slight advance on common grades, the average prices being 6a. 2p. per lb.

Advices of Ceylon tea sales also point to continued firmness, invoices showing any degree of quality passing off particularly well, the reports from estates of high elevation pointing to quality being disappointing regarding flavor. The average of price, however, stood at 7d. per lb., while the corresponding week last year it stood at 6¼d. per lb. China teas attracted but small attention on the London market. Java teas were in small show and prices ruled steady at full valuations.

There is a distinctly favorable outlook for green teas from India and Ceylon, most of which will find its way direct to the Canadian and American markets. We quote :

Congou—half-chests, Kaisow, Moning, Paking....	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

FOREIGN DRIED FRUITS.

Trade has been well maintained in these goods since our last issue and previous quotations are ruling firm. The reports to hand from primal markets denote the outlook for walnuts as favorable, with every prospect of good crops, both for quality and quantity. Messrs. Protopazzi, of Smyrna, in their report on sultana raisins say that everything points to better crops than last season, the ruling opening prices this year being about 4s. below that ruling at last season's opening. Advices from Messrs. Schisas of Pyrgus refer to the recent trouble there regarding the current monopoly which very nearly approached a revolt, the war cry being mainly "monopoly or death." The opinion expressed, however, is that the disturbance was more political than directly touching the currant question, and it very quickly quieted down, the minister preferring to resign rather than to resort to extreme measures. We quote :

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras....	0 05	up	Vostizzas	0 07	0 08
Patras	0 06¼	0 06¾			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 07	0 08
" selected	0 08½	0 09
" selected layers	0 09	0 10
Sultana	0 09	0 13
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown	....	0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04	0 05	Fards.....	0 07½	0 08
Sairs	0 03½	0 04½			

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 07	0 07½
90-100s.....	0 04¾	0 05½	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08½	0 10
70-80s	0 06½	0 07			

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon.....	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets.....	....	0 04	Elemes.....	0 10	0 15
Naturals.....	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated..	0 08	0 12

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12
Old stock, on track, Toronto, per bag	1 25	1 35
New American, on track, Toronto, per bbl	....	5 00
Ol stock, on track, Toronto, per bag	1 25	1 35

COUNTRY PRODUCE.

EGGS.—Receipts remain about the same as at last week and demand is about steady. But severe candling to secure good stock has strengthened values. We quote :

Fresh laid eggs, per doz	0 14	0 15

HONEY.—Indications point to a satisfactory year in honey. The crop appears to be a fair quantity and good quality and producers are anticipating a good market in the Northwest. We quote :

Extracted clover, per lb	0 06½	0 07½
Sections, per doz	1 00	1 50

WHITE BEANS.—The market is quiet and little stir is expected before the arrival of the new crop on the market. We quote :

New Lemons
Fancy Oranges
Bananas

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Watermelons
Peaches
Pears
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	Per bush.		Per bush.	
Mixed	1 50	Prime	1 80	1 90
Handpicked	2 00			

DRIED APPLES.—A little life is being infused in the market owing to the reported failure of the fruit crops in England. We quote :

Apples, dried, per lb	0 03	0 03½

POULTRY.—The demand is good, but farmers are too busy to market fowls at present, so supply is slack. We quote :

Spring chickens, per lb	0 12	0 14
Old hens, per lb	0 08	0 09

(For Butter and Cheese see Dairy Produce.)

GREEN FRUITS.

The fruit market has assumed very large proportions this last week. The supplies have been very heavy and generally the demand has been equal to the occasion. Prices generally are considerably lower than last week. New this season's lemons have appeared on the market at $4.50 to $5. Pineapples are almost out. Canadian tomatoes now have the market to themselves at 40 to 50c. per basket. Apples bring 12½ to 20c. per basket. California fruits have eased off very considerably, while Canadian peaches and plums range from 20 to 40c. We quote :

Mediterranean sweet oranges	3 75	4 70
Sorrento oranges	3 00	3 00
Late Valencias	4 50	4 55
Pineapples, per crate	3 50	3 75
Bananas, per bunch for ordinary	1 00	1 50
" large bunches	1 75	2 00
Messina lemons, old, per box	3 50	4 50
Verdilla lemons, new, per box	4 50	5 00
Limes, per crate (8 doz.)		1 25
Raspberries, Canadian, per qt	0 06½	0 08
Tomatoes, Canadian, per basket	0 40	0 50
Canadian apples, baskets	0 12½	0 20
Cocoanuts, per sack	3 50	4 00
California peaches, per box	1 25	1 50
" plums, "	0 75	1 25
California pears	3 00	3 25
Watermelons, each	0 15	0 25
Cantelopes (musk melons), per basket	0 60	0 65
Red currants, per basket	0 50	0 75
Black " "	0 90	1 00
Blueberries, per basket	1 00	1 25
Canadian peaches, per basket	0 20	0 40
Lawton berries, per qt	0 05	0 06
Canadian plums, small basket	0 20	0 25
" " large "	0 30	0 40

VEGETABLES.

The market has been brisk this week with no very great change in quotations. Cabbage has eased off 5 to 10c. Green corn is a little easier, while white turnips have appeared at 15 to 25c. and oyster plant at 20 to 30c. Potatoes remain unchanged. We quote :

Cabbage, per doz	0 35	0 40
Green peas, per peck	0 20	0 25
Green peas, per bag	0 75	1 50
New potatoes, Canadian, per bush	0 45	0 55
Cucumbers, Canadian, per basket		0 25
Egyptian onions, per 100-lb. sacks	2 75	3 00
Cabbage lettuce, per doz. bunches		0 20
Butter beans, per bush		0 75
Fresh onions, per doz. bunches	0 13	0 15
Rhubarb "		0 20
Radishes, per doz. bunches		0 20
Mushrooms, per lb.		0 75
Mint, per doz bunches	0 10	0 15
Parsley, " "	0 15	0 20
Spinach, per bush		0 25
New beets, per doz		0 15
Cauliflowers, per doz	0 25	1 25
Carrots, per doz	0 10	0 15
Parsnips, per doz		0 25
Vegetable marrows, per doz	0 50	0 75
Green corn, per doz	0 12½	0 15
Celery, per doz	0 40	0 60
Green peppers, per basket	0 40	0 75
Egg plant, per basket	0 75	1 25
Butter squash	1 00	1 50
Pumpkins	0 75	1 25
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30

FISH.

Stocks have been light this last week on account of the stormy weather, but are picking up now. Demand is fair. Quotations are unchanged. We quote :

Whitefish, fresh, per lb		0 09
Trout, fresh, per lb	0 08	0 09
Herrings, fresh, per lb	0 06	0 08
British Columbian salmon, per lb	0 20	0 25

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Halibut, per lb	0 12	0 15
Perch, per lb	....	0 05
Mackerel, each	....	0 25
Eastern salmon, per lb	....	0 18

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Manitoba wheat is said, by dealers, to have reached its firmest point. The prices still hold at last week's quotations, but they are not firm. The price of red and white wheat has dropped 1 cent per bushel. Other prices remain at the quotations of last issue. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	....	0 94½
" " Northern " "	....	0 93½
Red, per bushel, on track Toronto	0 77	0 78
White " " "	0 77	0 78
Barley " " "	0 45	0 46
Oats " " "	0 34½	0 35
Peas " " "	....	0 68
Buckwheat " " "	....	0 41
Rye, per bushel, " " "	....	0 54

FLOUR.—There has been no change on this market since last week. The market is still firm. The quotations are unchanged. We quote :

Ontario patents, per bbl	3 50	3 75
Hungarian patents "	4 20	4 30
Manitoba bakers' "	3 90	4 00
Straight roller, "	3 40	3 50

BREAKFAST FOODS.—The Fall trade in breakfast foods promises to be good ; and also at the present time there is a good demand on the market. Prices remain unchanged. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	....	4 25
Rolled oats, standard, carlots, per bbl., in bags	....	3 75
" " " " " in wood	....	3 90
" " " " for broken lots	4 00	4 15
Rolled wheat, per 100-lb. bbl	....	2 25
Cornmeal	....	4 00
Split peas	....	4 75
Pot barley in bags	....	4 00
" in wood	....	4 15
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

HIDES, SKINS AND WOOL.

The situation on this market is much the same as last week. A fair demand for hides is reported, but the calf-skin market is weak. The wool market keeps quiet, on account of the high prices ruling. Prices remain the same as quoted in last issue. We quote :

HIDES.

No. 1 green, per lb	....	0 08
" 2 " "	....	0 07
" 1 " steers, per lb	....	0 08½
" 2 " "	....	0 07½
Cured, per lb	....	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	....	0 09
" " " 2 " "	....	0 07
" " " 1 15 to 20 lb "	....	0 08
" " " 2 " "	....	0 06
Deacons (dairies), each	0 60	0 70
Lambskins, each	....	0 40
Pelts, each	....	0 40

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 16	0 17
" " extra "	0 19	0 20½
Tallow, per lb	0 04¾	0 05¼

QUEBEC MARKETS.

Montreal, Aug. 13, 1903.

GROCERIES.

THE past week shows trade among the jobbers only moderately good, the holiday season seeming to have placed affairs into a comatose condition. Reports from travellers point to quiet trade till towards end of the month. Country trade is stated to be on the restful side, merchants feeling the loss of the farming element, which is too busy with harvesting to run to town. Tea trade is quiet, a slight advance in Japans being noted, from ½ to 1c. over last week's offerings ; a few round lots of Ceylon greens have been turned over at 16½ to 17c ; China blacks are dull, and local demands few. Ceylon greens, of which a few lines reached this market, were taken readily, and market is actually bare at the moment. In molasses, a firm tone prevails in New Barbados. One house received a cargo of new New Orleans and is offering at 22 to 25c. Syrups show unchanged prices, running from 2½ to 3c. In sugar, the sales stimulated by last week's lower prices, have been fairly large. The New York market is reported firm for both raw and refined coffees, and spices continue quiet, and though pepper seems to be the interesting line, in the latter nothing further than the late advance is to be noted. Rice business is dull, and tapioca is featureless, very little doing in either lines. In canned goods, quotations for corn and tomatoes are still held back, and though inquiries are made on all sides, no one seems willing to prognosticate figures for future, or accept firm offers. Salmon quotations are also hard to get on some lines. In dried fruits, currants are in good demand. Sultanas, despite the lower prices, are dull. The fish trade is dull, fresh fish being scarce and much called for ; the late cool weather has helped this trade somewhat. In dairy products, the only feature noticeable is the slight unexpected advance in cheese, due to shorts running to cover. Butter is dull and receipts small. Egg prices are steady, the English market, stocked as it is with Russian eggs, being unattainable. California green fruits are coming in freely now, 13 carloads being sold by one jobber this week, principally peaches, pears and plums. Canadian peaches are also being looked to now for business, clingstones selling at 35 to 40c, Canadian plums at 40 to 50c., and pears 40 to 50c. Lard is unchanged, and the provision market generally is dull, new potatoes coming in for as much attention as any line. The onion crop is reported bad, and higher prices are looked for.

SUGAR.

The lower prices of last week have stimulated the demand, and some good orders have been turned over. New York market continues firm for both raw and refined sugar, reports from that market to hand quoting raw as firm, with centrifugal 96 test quoted at 3 11-16, Muscovado 89 test at 3 3-16, and molasses sugar 89 test at 2 15-16. Refined sugar in New York is fairly active, and all refiners, with exception of Arbuckle Bros., selling only at the full list basis, less the regular discounts. We quote :

Granulated, bags and bbls	$4 10	4 15
" ½-bbls	....	4 30
Paris lump, boxes and bbls	....	4 70
" " ½-boxes and 1½-bbls	....	4 80
Extra ground, bbls	....	4 55
" 50-lb. boxes	....	4 75
" " 25-lb. boxes	....	4 85
Powdered, bbls	....	4 35
" 50 lb. boxes	....	4 55
Domino lumps, boxes and bbls	....	4 60
" " ½-boxes and ½-bbls	....	4 70
Phoenix	....	4 10
Cream	....	3 90
Bright coffee	....	3 90
" yellow	....	3 90
No. 3 yellow	....	3 80
No. 2 "	....	3 60
No. 1 " bags and bbls	3 45	3 50
Raw Trinidad	....	3 20
Trinidad crystals	3 30	3 35

SYRUPS AND MOLASSES.

The feature in molasses this week is the firm tone prevailing, the shortage in Barbados crop is making holders of same reluctant to sell freely. Old Barbados is strong at 38 to 39c., a lot of 25 puncheons being placed at 38c. New is held at 40c., though it is claimed small lots have been turned over at 38½c. New Orleans ranges from 22 to 25c., according to quality. Syrups are easy at 2½ to 3c. per lb. We quote :

Barbados, in puncheons	0 38	0 39
" in barrels	0 40	0 40½
" in half-barrels	0 41½	0 42½
New Orleans	0 22	0 25
Antigua	....	0 37
Porto Rico	0 45	0 48
Corn syrups, bbls	....	0 02½
" ½-bbls	0 02½	0 03
" ¼-bbls	....	0 03
" 38½-lb. pails	....	1 30
" 25-lb. pails	....	0 90

Glucose shows advance of 10c. per 100 lb. We quote :

Bbls., per 100 lb	....	2 50
½-bbls. "	....	2 65
Kegs "	....	2 80

TEAS.

The market is quiet, with Japans firm at an advance of ½ to 1c. since last week's report. The firm price, and inability to obtain freely, is throwing the demand into green Ceylons. Some good sales of green Ceylons are noted, one lot of 100 pkgs. at 17c., another at 16½c., both with good drawing qualities. Latest China mail advices report crop of blacks very short, particularly in Paklums and Paklings, which they are making into Souchongs for other markets where, no doubt, better prices are obtained. Lower prices are not looked for. China greens unchanged. Ceylon blacks, selling easier, and greens still scarce on this market. A few greens are arriving now on orders taken some time ago, and the demand is in excess of the supply. We quote :

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

There is nothing of any decided importance to report this week in coffees. The market is steady and quiet. Captain Coffin, of the Brazilian mail steamer British Prince, plying between New York and Brazil, was in the city during the week. He reports that the coffee output of Brazil was enormous this year, and thousands of bags were awaiting shipment. During his last voyage his vessel brought 2,500 bags for Montreal alone. New York coffee futures opened steady, but advanced 5 points on steady European cables. Smaller primary receipts and moderate demand for both accounts. We quote :

Good cucutas	0 09¼	0 09¾
Choice "	0 11	0 12
Jamaica coffee	0 07½	0 10½

SPICES.

Nothing new to report. Pepper continues strong, and New York reports an unusual firmness. Trade, locally, is quiet, with firm tone. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 15	0 18
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 15	0 18
" " African	0 12	0 13
" ground Japan	....	0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14

ASHES.

A steady market is reported, no activity or change in prices being anticipated. We quote :

First pots	5 40	5 50
Seconds	5 00	5 10
Pearls, per 100 lb		6 25

HIDES.

The volume of business this week has been very fair owing no doubt to the large receipts of hides from country points. An advance of 10c. in lambskins is noted, bringing price up to 45c. and it is claimed even higher prices have been obtained by some dealers. Prices are ruling irregular, however. We quote:

No. 1 beef hides	0 08½	0 09
No. 2 "	0 07½	0 08
No 3 "	0 06½	0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 40	0 45
No. 1 calfskins	0 11	0 12
No. 2 "	0 09	0 09½

FLOUR AND GRAIN.

FLOUR.

Outside of fair export demand there is nothing moving locally. We quote :

Winter wheat patents	3 80	3 90
Winter patents		4 05
Straight rollers	3 40	3 50
90 per cent. patents	3 45	3 60
Extra	1 60	1 65
Strong bakers'		
90 per cent. bags	1 70	1 75
Straight rollers, bags	1 70	1 75

GRAIN.

Market dull and inactive. We quote :

No. 1 hard Manitoba		0 93½
No. 1 Northern		0 92
Rye	0 58	0 58½
Peas	0 72	0 73
Corn	0 60	0 61
Buckwheat		0 48½
Barley	0 51	0 52
Oats	0 38	0 38½
Malt	0 75	0 80

FEED.

Very little enquiry this week. Bran and shorts are hard to get. We quote :

Ontario bran, in bulk	16 00	16 50
" shorts	19 50	20 00
Manitoba bran, in bags		17 00
" shorts		21 00
Mouillie	24 00	30 00

ROLLED OATS.

Market is steady. No special feature to note. We quote :

Rolled oats, in bbls	3 80	3 85
" " in bags	1 85	1 90

CORNMEAL.

Prices continue steady and demand fair for both yellow and white. We quote :

Gold dust, bags	1 80	1 90
" bbls	3 90	4 00
Ordinary, bags	1 40	1 45

BALED HAY.

The decline noticed last week still continues, though it is expected that prices are bound to recover, the continued heavy rains preventing farmers getting their hay in. We quote :

No. 1	10 50	11 50
No. 2	9 00	10 00
Clover mixed	8 00	8 50
Clover	7 50	8 00

RAW FURS.

Nothing of interest or change to note, and will not be until the trade opens in October. Trade is generally expected to be quiet at this season of the year. We quote :

	Large	Medi'm	Small	Kitts	Fall Beave $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50			
" Territory Rocky Mountains and Western							
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
Unprime, or, No. 3	3.00	2.00	.75	.40			
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25			
	Large	Medi'm	Small	2	3	4	Cubs. Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to $8.00
" Brown "	12.00	7.00	5.00	.....	.....	.....	1.00 to 5.00
	1	2	3	4			
BADGER—Of all sections	.50	.25	.10	.05	.....	.....	.....
	Dark	Brown	Pale	2	3	4	
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50	
	Large	Small	2	3	4		
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20		
" Territory and Western	4.00	2.75	1.40	.50	.20		
	Dark	Fair	Pale	2	3	4	
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50	
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50	
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
	Large	Medi'm	Small	2	3		
LYNX—Far North-Eastern	4.00-8.00	6.00 4 to 5.00		2 to 4.00	1.00	.25	
" Territory and Western	4.00-8.00	6.00 4 to 5.00		2.00	.60	.20	
	Dark	Brown	Pale	2	3	4	
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25	
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20	
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
	Large	Medi'm	Small	2 Large	2 Small	3	
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25
	Spring	Winter	Fall	Kitts			
MUSKRAT—Eastern, best large	25-28c.	.10 to .13	8 to 10	2 to 5			
Territory and Western	20c.	5 to .10	.07	2 to 4			
	Large	Small	2	3	4		Cubs
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00		$1.00 to $2.00
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50		.25 to .50
	Large	Small	2	3	4		
RACOON—	.75-1.25	.60-75	.33-50	.25	.15		
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25		
	Black	Sh'rt St	Long St	White			
SKUNK	.75-1.25	.75	.40-.50	.05-15	.....	.....	.....
	Dark	Brown	Pale	2	3	4	
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	
CASTORIUM—	$5.00 to $6.00 per pound.						

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"
St. John, N.B., August, 1903.

THERE is the regular Summer business doing, and this, at best, is not large. Continued interest is taken in Fall goods. Buyers place orders rather slowly. In spot goods, sugar has considerable attention. The market is very firm and dealers are buying quite freely. Cream of tartar shows quite a range in price, but seems rather lower. Stocks held are not large. In hops, owing to some American being offered, prices are rather lower. Sale of late years' has been very small. Winter port business is being anticipated. Improved warehouse facilities are being provided. The handling of the rapidly increasing immigrant business done here commands attention and very much improved conditions will rule this year.

OIL.—In burning oil, the lower prices quoted last week still rule. The market is easy. It is said dealers will not see

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the profits of last year. Orders for future, that is for shipment to December 1, are about all in. City dealers do not buy ahead but as they need supply take it from the tank waggon. In lubricating oil, values remain unchanged. Paint oils continue low. Turpentine is unchanged. Cod oil is being received. The quantity to hand yet is light. Prices are very firm. Wax in all forms is higher. We quote :

American Water White	....	0 20
Best Canadian	....	0 19½
Prime	....	0 19
Linseed oil, raw	....	0 60
" boiled	....	0 65
Turpentine	0 80	0 81
Cod Oil	0 32	0 35

SALT.—The market is well stocked with Liverpool coarse and prices continue unchanged. Fine salt is also more freely offered. Some cheese salt, the first for several months, has been received. This is Canadian salt. We quote :

Liverpool coarse, per lb	0 55	0 60
English factory-filled, per lb	0 95	1 00
Canadian, per bag	....	1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl	....	3 10
" " 10-lb " "	....	2 50
" " 20-lb. wood boxes, each	....	0 25
" " 10 " " "	....	0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.—The feeling toward the association is a very mixed one. But it does not appear that any look upon it as improving matters. Buyers find they are restricted without an improved profit. It will take the season to tell if the venture is to be a success. In spot goods, new peas are here, so low prices rule. Salmon futures have attention. Everything points to a short pack. The situation is a firm one. In gallon apples, the past season has shown a light sale. Meats have been very disappointing for the same reason. We quote :

Tomatoes, 2's	$1 25	1 40
" 3's	1 50	1 60
Corn	0 90	1 00
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3's	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" spring	1 25	1 35
" Rivers Inlet, red sockeye	1 35	1 40
" Fraser River "	....	1 50
Domestic sardines, oils, ¼	3 00	3 25
" mustards, ¼	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.—Dealers are very busy. Bananas are very plentiful and the price continues low. New American apples are arriving in fine condition and sell freely at full figures. Oranges have little sale. Lemons sell freely. Prices are rather higher. In California fruits, direct cars are now being received. Quite full prices rule. The quality is good. Pears are large sellers but the price is too high for best results. Melons are not a successful line. Berries are about out of the market. We quote :

Mediterranean oranges	4 00	4 50
Valencias, "	7 00	7 50
Messina lemons "	4 00	4 50
California pears	3 00	3 50
" plums	1 75	2 00
" peaches	1 75	2 00
Melons	0 30	0 50
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Apples	3 00	5 00

DRIED FRUIT.—Spot business is light. Quite a few of all kinds of raisins are still on hand. Also in prunes some are being carried over. This affects sale of Fall stock, prices of which are rather higher than last season ; this is particularly the case with apricots. Prices of Malaga loose raisins have been quoted. Dates will be quite low. New peels and spices about as last year. Citron is a little higher. Nuts will rule at even prices. In evaporated apples rather higher prices rule. Onions have a limited sale. Rather more Valencia stock offered than usual. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	....	0 06

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers "	0 08	0 08½

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ¼-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ⅛	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 08¼	0 09
" " seeded, in 1-lb. packages	0 10	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10½	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

Per lb.			Per lb.	
30-40s	0 08½	70-80s	0 06½	0 07
40-50s	0 08 0 08½	80-90s	0 06	0 06½
50-60s	0 07½ 0 08	90-100s	0 05½	0 06
60-70s	0 07 0 07	Egyptian onions	0 02½	0 02¾

APPLES.

Per lb.			Per lb.	
Dried	0 04 0 04½	Evaporated	0 06	0 06½

ONIONS.

American onions, per bbl	3 50	4 00
Valencia onions, per case	....	2 25

SUGAR.—The rather higher prices of the last few weeks still rule and the market is very firm. Dealers are buying quite freely and higher values are looked for. Stock of foreign sugar here is light. We quote :

Paris lumps, in 50-lb. boxes	....	5 00
Redpath's granulated	....	4 25
St. Lawrence "	....	4 25
Acadia "	....	4 20
" in bags	....	4 05
Bright yellow	....	3 90
No. 2 "	....	3 60

MOLASSES.—A cargo of Porto Rico bound here is reported in trouble ; this has added further strength to the market. Prices are firm at full figures. Stocks are very light for the season. We quote :

Barbadoes	0 36	0 38
Porto Rico	0 40	0 44
New Orleans	0 28	0 35

FISH.—In dry cod, higher prices rule. Stock is light and receipts at this season are small. Pollock is unchanged with little business. Pickled herring holds very firm, the quantity yet received not being large. Smoked are very dull and prices rather lower. In finnan haddies there is but a local business. Shad are very scarce. Pickled will be very high. The salmon season is about over. We quote :

Haddies, per lb	0 04½	0 05
Smoked herring, per l	0 09	0 10
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	1 75	2 00
Pickled herring, per ½-bbl	2 10	2 25
Dry cod	4 10	4 10
Pickled shad, ½-bbl	5 00	6 00
Halibut	0 10	0 12
Fresh salmon	0 15	0 18
" shad	0	10 0 12

FLOUR, FEED AND MEAL. — While Manitoba flour is held firm at the advance, Ontario shows no change. Sales are not large. Oats and oatmeal are firm, but business rather quiet. Cornmeal rather higher. Beans are dull and rather easier. Barley and peas are firm. We quote :

Manitoba flour	$4 90	5 00
Best Ontario	4 20	4 35
Medium "	3 95	4 00
Oatmeal	4 10	4 25
Cornmeal	2 80	2 85
Middlings, in small lots	24 00	26 00
Oats	0 40	0 44
Hand-picked beans	1 90	2 00
Prime "	1 86	1 90
Yellow eye "	2 80	3 00
Split peas	....	5 00
Barley	4 25	4 40
Hay	10 00	12 00

NOVA SCOTIA MARKETS.

Halifax, August 10, 1903.

THERE has been considerable general activity in the wholesale grocery markets during the last week and there is every indication that the market is livening up, and that a good late Summer and Autumn trade will be the result. Payments due in August have, so far, been met well up to the average, and a better and more healthy tone prevails in all parts of the country. The Annapolis Valley, where trade conditions were not good a month or two ago on account of the prevailing scarcity of money, has improved greatly. This is accounted for by the lact that the berries and small fruits have been marketed and brought good prices. Milk for the butter factories is at a premium, and the farmers who sold milk to the cheese factories have received returns.

* * *

The combination of the Ontario canning companies, to which so much objection was taken a month or two ago, when first announced, has been found to work well in one respect at least—that of doing away with the sale of canned goods at a fixed price before they were actually packed or a full estimate of the crop and pack obtained. The opening price is now assured to be the lowest that the supply will warrant, and future changes, which will depend on general consumption or a larger demand by the opening up of some new market, will be no lower, though there may be an advance. The jobber and wholesaler are thus, in a measure, protected from subsequent declines in prices after they have ordered their stock, which have very often entailed on them very material losses. Should they now meet an advance by having ordered short, they will be in a position to recoup themselves.

* * *

The produce market has only been fairly active during the week. Butter holds about the same at recent declines, and some of the country producers seem to be putting their stock away for higher prices. Enough, however, is coming in to liberally supply the local market. Eggs are not as plentiful as they have been and the price is firm at 14 to 15c. wholesale, which is abnormally high for this season of the year. In the city, considerable country butter is being hawked from door to door when a little better price is secured than can be obtained from the wholesalers. As a rule, however, people feel safe in purchasing from their regular dealer, where some redress can be obtained if the article is not up to the standard. Old potatoes are

now almost out of the market and new ones are selling at 75 to 90c. per bushel. It will be another week or two before they are coming in freely, when the price will settle down. Fowls and chickens are scarce but will be coming in well towards the end of this month. Meats of all kinds are plentiful in the local market and prices remain unchanged.

* * *

Fish, especially codfish, will command a higher price this season. The latest reports from Newfoundland and St. Pierre say that the catch is unusually small, and that the weather has been such that it is almost impossible to get a No. 1 cure. Reports from Nova Scotia fishermen now on the banks are not as encouraging as they have been. A report from Newfoundland received last week by a prominent fish dealer says that the French fishery will be 200,000 quintals short.

* * *

The loss by fire of Whitman & Son's big fish establishment at Canso, last week, will be a set-back for the fishing industry in that section until the business is again in operation. The loss sustained was $50,000 with $35,000 insurance. Building operations have already commenced, and this enterprising firm will soon be able to attend to their usual amount of business.

R.C.H.

MANITOBA MARKETS.

Winnipeg, August 10, 1903.

NEWS, by the way, is a scarce commodity in business circles. Beyond the old, old story that business is good and all lines selling well there is little or nothing to talk about.

CANNED GOODS.—The prices for tomatoes, corn and peaches will not be fixed until about August 20. Word has been received that full orders for gooseberries cannot be accepted, in fact the outlook is for a very limited supply of that fruit. It is not one of the staple goods of the canned fruit trade, but is fairly popular and probably sells about equal to peaches. Practically no supplies of gooseberries were received here last season.

EVAPORATED FRUITS.—There is nothing new in California fruits beyond the high price of apricots, which has already been quoted.

DRIED FRUITS.—The general expectation here is for higher prices in currants for the coming season. In the meantime the price of held stock is about the same as it has been all Summer.

GREEN FRUIT.—Owing to shortage of crop the prices of California plums and peaches have advanced. What supplies of fruit of these varieties may be expected from Washington, Oregon and British Columbia is not known, but the feeling is that the supplies may be below requirements and prices high. Here again is Ontario's opportunity if the fruit growers of that province would only send forward good fruit rightly packed. Apricots are over for the season. California plums, $1.75; peaches, $1.75; pears, $3.50; Idaho plums, $1.50; peaches, $1.50; California apples, $2.00 per box; Washington apples, $2.50; oranges, $4.50 to $5.00; lemons, $6.00 per crate; bananas, $2.75 to $3.00.

DAIRY PRODUCTS.

BUTTER.—Creamery butter is rather firmer and the demand is slightly better. The price at present is 17c. factories, or a shade over that for delivery at Winnipeg. The quality of the creamery butter is fair and the quantity will probably be about the same as last year.

DAIRY BUTTER.—Judging from the supplies coming in, country dealers are holding back butter with a view of heavy consumption during harvest. Winnipeg dealers are offering as high as 13c. Winnipeg for round lots of fine fresh dairy; at the same time it must be confessed that only a limited percentage of the butter received comes under that head. Lower grades bring 11 to 12c. Winnipeg.

CHEESE.—The demand has been very good all season and factories are inclined to hold for higher prices. This has put it out of the power of dealers here to do business in Manitoba cheese in the West and British Columbia is drawing her supply from Ontario, as she can lay the Ontario article down for a fraction under Manitoba. It is not likely that Manitoba factories will make more than can be consumed within her own borders. The present price is 9⅞ to 10c. Winnipeg, for large cheese in carlots.

EGGS.—The market has fallen off slightly but is still very firm and dealers offer 15c. Winnipeg for freshly gathered case eggs, subject to candling.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., August 7, 1903.

THERE has been a slight dulness in local retail circles for the past week or so, most of which is to be accounted for by the fact that this is the season of camping, holiday-making and other outings, none of which are conducive to activity in business. There is absolutely nothing in industrial circles to cause any stagnation of trade, unless it might be that people are all too busy to buy.

The building activity in this city has assumed such a permanent aspect that one never thinks of the contingency that it may cease or become slacker. In addition to a large number of business blocks being erected in main business portions of the city, the number of houses under construction is larger than ever. There has been no start made on two of the largest contracts for public buildings. They are the new Vancouver High School and the new General Hospital, each of which will cost in the vicinity of $80,000. The city has under construction two new buildings, a gaol and a fire hall, each costing over $30,000. The labor market is bare of available men for building, and in other lines labor is also scarce. Every mill is working overtime and not one but is hopelessly behind with orders. Local builders cannot get material fast enough, and the demand for lumber in the Canadian Northwest is the heaviest on record. The car supply has been somewhat better than at the same time last year, and yet the mills cannot keep up with orders.

In jobbing circles there is a continuance of very satisfactory trade, orders from up-country being a fair average, and the northern shipments continuing better than might be expected for a few weeks at this season. In a short time there will be much heavier shipments of Winter supplies to go in by the Yukon River to Dawson. The low water in the lower Yukon has made it a serious problem for the big shippers who have for several seasons attempted to take their large Winter stocks of staple food supplies by the all-water route, via St. Michaels and up the Yukon.

Many river boats which have been loaded at St. Michaels for some time are hung up on the Yukon flats between Rampart and Circle City. There are nearly 25,000 tons of freight under contract to be delivered at Dawson and other Yukon points lower down the river, and most of it is for the three big commercial companies operating in that district. It is scarcely likely that half of it will reach the destination. Last year there was a large quantity which met the same fate. This week there were two cargoes of goods for the N.A.T. & T. Co. and the N.C. Co. loaded at this port on the steamers Meteor and Ohio, which are making their second trip to St. Michaels for the season. It takes a fortnight to make the voyage from here, and unless there is an unlooked for change in the state of water, the lower Yukon is likely to be lower than ever when the goods arrive at St. Michaels.

The upper Yukon, from White Horse to Dawson, continues to have plenty of water for navigation, so that it is not to be feared but that plenty of supplies will be placed in the big Dawson warehouses before the open season closes.

* * *

Locally the condition of the fruit market forms the most interesting item this week. The merchants have had several difficulties to contend with. The fruit inspection has been very strict, in the interests of the fruit-growing industry of the province, but the condemnation of fruit by the carload has made shippers in California become very averse to shipping. Pears and even peaches have met with bad luck, and apples are frequently condemned. The former fruit will not stand transportation back and is therefore destroyed. Apples will stand shipment and these are permitted to be sent back, but it is a net loss whichever way it goes.

Peaches have been coming in so ripe and therefore in such bad condition that shippers have lost heavily. Early Crawfords are so ripe that the California dealers will not send many forward now, some refusing to send any. Straight cars have been more frequently received than in former seasons, but it has not been altogether a satisfactory trade. One new departure in shipments is that carloads have been made up in San Francisco and sent by rail. Dealers say that they can buy fruit cheaper in San Francisco than at the very centres of production. From now on it is anticipated that receipts of fruit will be larger by boat than for the past two or three weeks, replacing rail shipments.

In produce there has been but slight alteration in the situation from last writing. The supplies of butter have been very fair, and the market has but very little off grade stock to get rid of. Eggs are possibly the scarcest article in the produce line. All supplies are from Ontario. Cheese is from Manitoba and no change is noted in price or supplies.

AN ADDITION TO THE TRAVELLING STAFF.

Among the business enterprises which have during the last few years shown rapid growth is that of The A. F. Mac Laren Imperial Cheese Co., Ltd., of Toronto and Detroit. The company, besides manufacturing the Imperial potted cheese, are also representatives of a number of domestic and foreign firms.

Mr. Henry Wright, the present head, was the founder of the firm. They began merely as manufacturers' agents. At that time the staff consisted of Mr. Wright and one boy. There are now five in the office while on the road the company is represented by two travellers, a second having just been taken on.

The new addition to their staff is Mr. J. M. Wright, who has been representing The American Cereal Co. from Toronto to Ottawa. His territory for the A. F. MacLaren Co. will cover the same ground and he will also look after the firm's interests in a portion of Toronto. The territory from Toronto to the Detroit River will still be covered by Mr. E. Hustwitt, who will also look after a portion of the trade in Toronto.

Besides adding to their travelling staff they have been compelled to make arrangements for enlarging their premises at 51 Colborne street.

PERSONAL MENTION.

Mr. A. Boehmer, of The A. O. Boehmer Co., Berlin, was in Montreal this week. As usual he was on the go.

Mr. P. C. Larkin, of The Salada Tea Co, arrived home this week from a four months' trip to the Old Country and Europe. Mr. Larkin very much enjoyed his holiday and shows the benefit of it in his appearance.

Mr. Crew, of Messrs. Crew, Widgery & Co., Bristol and London, died suddenly last week, of heart failure. Mr. Crew was head of the well-known biscuit firm.

Mr. C. H. Colson, of C. E. Colson & Sons, Montreal, is away on his vacation. Tadousac and the Saguenay are the objective points for his outing this year.

Mr. Hiram Johnson, the well-known raw fur dealer of St. Paul street, Montreal, is at present in Russia making his annual tour to the markets at Nijni Novgorod. Mr. Johnson will also, before his return, visit the fur centres in London, Leipzig and Paris.

Mr. R. A. McGillis, of The Fowler's Canadian Co., Hamilton, in an interview with "The Grocer" reports that business has been exceedingly good during the month of August, and July was remarkably so considering the season. He reports prospects excellent for Autumn trade and he is decidedly optimistic as regards the Fall trade.

Mr. Arthur Jones, of Jones, Marshall, Rutherford & Co., Ltd.; has located in Manchester, Eng., where another branch of this commission and produce house has been opened. With a principal in Toronto, where Mr. Rutherford looks after the business, Mr. Marshall in the port of Montreal and Mr. Jones on the English market this firm's opportunities for business in creamery and other dairy produce on both sides of the Atlantic are worthy of interest.

Mr. Geo. W. Baynes, representative of The Preston Metallic Roofing Co., is in the city on his return from the Maritime Provinces. Mr. Baynes reports a very successful trip and as it was merely a preliminary tour he feels highly encouraged, in fact the trade more than exceeded his most sanguine expectations. Some very satisfactory orders were placed and he feels satisfied that the quality of his firm's goods must ensure to him a good share of the trade. George is bright and popular and looked to for straight business.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The attention of the trade is called to Messrs. Hudon, Hebert & Co.'s recent large importation of Talbot Freres (Bordeaux) alimentary pastes and olives, prices of which are said to be attractive.

Intending buyers of new New Orleans molasses will do well to write Messrs. Laporte, Martin & Cie., who have received into store this week three carloads, one low grade, one medium and one very fine fancy, which they are offering at attractive prices.

A. F. Randolph & Sons, Fredericton, are now offering Maconochie's and White's pickles.

Laporte, Martin & Cie., also offer special values in raw Porto Rico, Barbadoes and Trinidad sugars in bags.

A consignment of very choice May pickings Japan teas are in store with Hudon, Hebert & Cie., prices ranging from 30 to 35c. and cup quality claimed to be excellent.

"Princess" brand compound lard is meeting with good sales, say Laporte, Martin & Cie.

"Ubero" coffee sales by Lockerby Bros. this week have run into ton quantities, and this line is meeting with good reception.

Hunter White, St. John, has received prices from the well-known Malaga packer, Jose Segalerva, on loose muscatels and seeded raisins.

A. L. Goodwin, St. John, N.B., is now receiving a weekly car of California green fruit.

CROPS IN NEW ONTARIO.

A sample of the crops grown in New Ontario on a farm belonging to Mr. Oliver Lamb near Powassan, in the township of Hamilton, was sent in to the Crown Lands Department this week. It consisted of wisps of hay 5 ft. 10 in. in height, which was not taken as the longest in the large field, but was cut as an average of the crop. Whole acres of hay of this height were cut on Mr. Lamb's place this year. The oats grown on the farm stand 6 feet high and will run 45 pounds to the bushel. The potatoes dug there were enormous in size. This farm of Mr. Lamb's immediately adjoins the military land grants which were deeded so recently and has been worked for five years.

APPLE TREES BLIGHTED.

The Duluth Advance says: A blight has struck the apple trees of the western peninsula, turning the leaves of this year's growth yellow, and in some cases killing the wood. Local fruit men attribute it to the same cause as pear blight. In some instances the tree is likely to die altogether, but it is not thought that the destruction of the whole tree will be general. Hardly an orchard in the three western counties has escaped the blight. Samples have been sent to the Ontario Agricultural College for examination.

DEMAND FOR RASPBERRY PULP.

The Department of Agriculture has received a letter from Harrison Watson, curator of the Imperial Institute, London, Eng., stating that the raspberry crop has been a failure in England, and owing to this jam manufacturers are offering from $165 to $175 per ton for raspberry pulp delivered in London.

WENTWORH TOMATO GROWERS.

The Wentworth tomato growers, says The Hamilton Herald, claim that nature has come to their aid in the fight with the canners, and that they have come out on top. They claim that they have all been able to get the price they demanded—25 cents a bushel, and that there will be very little for sale above the amount contracted for, as the plants have grown largely to tops. There was a meeting Saturday afternoon last, and several offers were made for the surplus.

COD LIVER OIL.

COD LIVER OIL is usually not considered as an article for grocers to handle, and it may be news to the majority of the trade in Western Canada to learn that in the Province of Quebec and the Maritime Provinces cod liver oil is largely distributed by the grocery and the general store trade. The consumption in the provinces is very large, and the news that the production this year will be very short is of interest to the eastern trade.

The cod liver oil industry has been in a remarkable position this year owing to the signal failure of the Norwegian fisheries. Oil has doubled and trebled in price. In the United States it is selling up around $110 and $125 per barrel of 25 gallons, while on the local market it is proportionately dear. Owing to this reason a number of factories in Newfoundland which had been forced to close down on account of the previous low prices have again started operating, though most of them do not employ the Norwegian process. It remains to be seen how long these factories will continue in business, and whether another year of low prices will close them up again. Some fine quality of oil is being received at present from Newfoundland, and the burning of two factories (those of Harvey & Co., St. John's, Newfoundland), when oil is so scarce, may have the effect of still further firming up the market. Instructions have been received by wire from St. John's to agents here not to sell any oil until further notice.

The reason for the extremely light yield of oil in Norway is attributed to the influx of seals from Russian waters, which caused the cod to leave the bank ; stormy weather also interfered seriously with fishing, and the leanness of the fish livers, due to the first-mentioned cause, when the catch did begin to assume respectable proportions. Usually about 400 livers make a hectolitre or a fraction over 22 imperial gallons of oil, whereas this year 1,000 and over were required, and it is easily seen where the fish went to. We give below a statement of the production of Norwegian oil during the past three seasons, and it can readily be seen that the shortage this year is enormous and must tend to increase prices materially. We also append a statement of the principal fishery, Lofoten, during the last 11 years, and it will be interesting to learn of the tremendous number of fish caught each year to supply the apparently small quantity of oil.

The following figures explain themselves, being the production, in hectolitres :

District.	1903.	1902.	1901.
Lofoten	613	9,630	15,890
Outer side Lofoten	12	1,474	2,191
Other Nordland	43	135	148
Trondjhem	206	981	1,419
Tromsoe	35	2,660	5,177
Nordmore	80	589	702
Ramsdalen	330	765	1,113
Sondmore	412	1,996	4,952
Bergenhus	120	125	591
Finmarken	404	4,151	3,128
Totals	2,255	22,506	35,100

Year.	Crop.	Year.	Crop.
1900	33,097	1897	35,609
1899	35,486	1896	24,008
1898	26,580	1895	19,452

At the principal fishery, Lofoten, during the last 11 years the catch yielded as follows :

Year.	Fish.	Oil.
1903	13,750,000	636
1902	14,300,000	9,600
1901	13,000,000	15,900
1900	8,400,000	10,800
1899	24,500,000	18,500
1898	29,800,000	11,200
1897	31,300,000	18,300
1896	32,300,000	8,900
1895	36,600,000	12,300

TRAIN HELD UP BY PLUG OF TOBACCO.

With a plug of tobacco in one hand and a sack of crackers in the other Fred Coleman frightened a Big Four train crew so that it refused to cross a bridge near Milford Center, O. He was an escaped convict from the asylum at Woodville, Penn., and had been at large two weeks. Before commitment to the asylum he was a bridge builder. The train crew saw him on the bridge holding the tobacco and crackers, but in the misty moonlight thought the articles were weapons, and backed the train to Milford Center, where they notified the marshal, Mr. Perkins. When Perkins first called to him to come down Coleman refused, but finally joined the marshal and submitted quietly to arrest. He was returned to the asylum.

HOW BANGS LOST HIS CIGAR.

At a recent fraternity dinner John Kendrick Bangs told this story as one of his political experiences, says The New York Times.

"At the time I was running for Mayor of Yonkers I saw a laborer digging in a trench, and thought I would try to capture his vote. I went up to him, saying :

" 'Hello, Pat.'

"He looked at me without recognizing me, and said : 'Good mornin', sor.'

"I said it was a fine day, and asked him if he had made up his mind how he would vote at the elections.

" 'Oi don' know, sor, but wan thing is sure. Oi'll not vote fur that dahm fule, Bangs.'

" 'Why not ?'

" 'Well,' said he, 'he's a swell, and a roostercrat, and a dood.'

"I explained to him as best I could that Mr. Bangs was none of these things, and, even if he was, it was because he couldn't help it. I invited him to come and have a drink with me ; he accepted, and after having taken two or three drinks he became very friendly. While he was in a seemingly affable mood, I confessed that I was Bangs.

"I had in my pocket a cigar, and as it was the last of a box that Robert Louis Stevenson had sent me from Samoa, I prized it highly. But much as I prized it, I thought it well spent if I could clinch Pat's vote with it.

"I asked Pat if he would smoke, and he said he would. He took the cigar, bit off the end, put it in his mouth, and lit it ; then suddenly he grasped the cigar and threw it violently to the ground.

"In astonishment I asked him, 'Isn't it a good cigar ?'

"Yes, sor,' he said, 'the seegar is good enough, but in me excoitement in meetin' you Oi forgot Oi niver shmoke."

A SELF-FEEDING PIPE.

With some people a little tobacco goes a great way, especially with the boy just learning to smoke ; but with others a constant refilling of the bowl is necessary in order to satisfy the craving or habit which has been formed.

It is safe to say that the aforesaid boy would have no use for the pipe recently invented by a German, Max F. Hahn. It has an enormous storage capacity, with an automatic feeding arrangement, which presents a fresh smoke as long as there is any unconsumed tobacco in the reservoir. The bowl itself may be made of any desired length, holding all the way from a few short smokes to a quarter or even half a pound, as the smoker may desire. To fill the reservoir it is only necessary to open the cover and push the weed into the opening, pressing the spring cap in the bottom of the chamber as the feeding goes on. The spring serves to feed the tobacco upwards again to the top of the pipe, where it is ignited through the perforated cover.

In drawing the smoke through the walls of the combustion chamber a forced draft is maintained, and as the tobacco is consumed the ashes are forced upward by the spring and can be dislodged by jarring the pipe. When laid down the pipe soon goes out of its own accord, but is always ready for re-lighting as long as any tobacco remains.—Louisville Courier-Journal.

TORONTO CITY TRAVELLERS' MOONLIGHT.

A GOLDEN moon, a cloudless night, and a sparkling lake, with twelve hundred merry excursionists on board the Corona, the Highlanders' band, and the Glionna Marcicano orchestra to furnish music, and the city travellers to superintend it all and play the part of hosts is the prescription for a good time

H. C. SCULLY, Chairman.

that worked like a charm Thursday evening, August 6, it being the night of the annual moonlight excursion of The Toronto City Travellers' Association.

The traveller who does not know how to have a good time and make things pleasant for the rest of the crowd is a rare bird. They don't go in for elaborate machinery, but they get results. For instance, the committee who are to blame for the success of this year's outing are: H. C. Scully, of The Canada Biscuit Co., chairman; W. F. Daniel, of Lyman, Knox, Clarkson & Co., secretary; and J. F. Smyth, of The United Factories. None of your world's fair committees for your city drummers! Three trusty knights-of-the-grip could run a moonlight excursion, or an International High Joint Commission! So the excursion was a success financially and otherwise.

The Highlanders' band was stationed on the dock and gave a promenade concert while the crowd were gathering and awaiting the arrival of the steamer. Once on board they were ensconced in the forward cabin where the concert was continued for the benefit of the elderly and sedate, while the young and frivolous found the attractions of Glionna-Marcicano and the dance in the stern much more to their liking.

The night was almost an ideal one for a moonlight sail with perhaps an exception in the case of the wind, which was chilly betimes. This was little thought of, however, and it was a very happy and satisfied crowd that landed at the foot of Yonge street at 11.40 and made a race over the track to catch the last cars for home.

A party of half a dozen travellers and wholesale men formed in impromptu chorus and soon gathered an appreciative crowd to applaud their song and dance stunts on the forward deck.

The Toronto City Travellers' Association is a healthy organization of 150 members and is to be congratulated on the success of their moonlight. The association meets the fourth Friday evening of every month in St. George's Hall, where all city travellers are welcome.

The officers of the association are: President, D. J. Ferguson, of The McLaughlin Milling Co.; 1st vice-president, H. C. Scully, of The Canada Biscuit Co.; 2nd vice-president, J. F. Smyth, of The United Factories; chaplain, W. J. Park, of Todhunter, Mitchell & Co.; treasurer, James Mortimer, of The Christie Brown Co.; secretary, W. F. Daniel, of The Lyman, Knox & Clarkson Co.; marshal, T. Holman, of The Christie Brown Co.; guard, W. A. Mitchell, of F. W. Humphrey; pianist, Jos. Taylor, of The Eby Blain Co.

W. F. DANIEL, Secretary.

F. W. Fearman, head of the Hamilton pork-packing firm which bears his name, was stricken by paralysis at his Summer home near Beaumaris, Muskoka, last week.

Business Changes

ONTARIO.

Joseph Gravelle, grocer, Renfrew, has sold out.

P. O'Neil, grocer, Toronto, has sold out to J. A. Hornsby.

Julien Lalonde, general merchant, Routhier, has compromised.

S. S. Armitage, grocer, London, has assigned to E. Parnell.

Albert Salham, grocer, Cornwall, has assigned to G. A. Stiles.

R. J. Gilfillen, general merchant, Lucan, has sold out to James Park.

J. B. Garceau, grocer, Pembroke, has been succeeded by Wm. Jewell.

James McLeod, grocer, London, has sold out to J. M. A. Copner.

Scott & Co., grocers, Toronto Junction, have sold out to A. C. Hampton.

The assets of the general business of Blair & Son, Berwick, were sold on Aug. 6.

Perkins, Ince & Co., wholesale grocers, Toronto, are opening a branch in Peterboro.

R. A. Irvine, grocer, Ottawa, has assigned to W. A. Cole; and a meeting of the creditors was held on the 11th inst.

Geo. Poulliot, general merchant, Rockland, has assigned to W. A. Cole; and a meeting of the creditors was held on the 14th inst.

A. E. Saunders, grocer, Ottawa, has assigned to W. A. Cole; and a meeting of the creditors was held on the 10th inst.

W. D. Insley, apple exporter, Colborne, has assigned to W. L. Payne; and there will be a meeting of the creditors on the 28th inst.

QUEBEC.

Pierre Meunier, grocer, Montreal, has assigned.

Geo. Hobson, grocer, Montreal, has assigned.

L. A. Clouthier, grocer, Montreal, has compromised.

Sansregret Freres, grocers, Montreal, have been registered.

Stern & Fishman, general merchants, Montreal, have been registered.

A. Lemoine, trader, St. Eugene de Grantham, has been registered.

A demand of assignment has been made on David Pilon, grocer, Montreal.

Elzear Beauchemin, general merchant, Roxton Falls, has compromised.

A. Lemoine & Frere, traders, St. Eugene de Grantham, have dissolved.

The assets of the general business of E. T. Roy, Windsor Mills, have been sold.

The assets of the general business of L. H. Bissonnette, St. Isidore, are to be sold.

J. A. Lacerte, general merchant, St. Severe, has assigned to Gagnon & Caron.

The assets of the general business of Arthur Bros., Knowlton, are to be sold by tender.

W. McColme, general merchant, New Richmond, is offering to compromise at 35½c on dollar.

The assets of the general business of J. M. Laganiere, La Chevrotiere, were sold on the 11th inst.

W. R. Crepault & Cie., general merchants, Kamouraska, have sold stock at 33½c on dollar.

A meeting of the creditors of Calixte Beaudry, general merchant, St. Nazaire, was held on the 7th inst.

H. Lamarre and H. R. Boisseau are joint curators of the general business of Calixte Beaudry, St. Nazaire.

James M. Couillard, general merchant, St. Martine, has assigned; and a meeting of the creditors will be held on the 21st inst.

MANITOBA AND NORTHWEST TERRITORIES.

Mrs. J. B. Smith, general merchant, Millet, has sold out to Grant Bros.

W. L. Roblin & Co., general merchants, Carman, are advertising their business for sale.

NEW BRUNSWICK.

The offer of T. F. Granville, grocer, St. John, to compromise at 30 cents on dollar has been accepted.

D. Gavin & Co., general merchants, Pexton, has assigned to the sheriff; and there will be a meeting of the creditors on the 18th inst.

BRITISH COLUMBIA.

Steele & McDonald, general merchants, Trail, have dissolved partnership.

THE KLONDIKE TRADE.

The Canadian goods consumed in Northern British Columbia and the Yukon last fiscal year amounted to $3,164,592, and the foreign goods to $1,170,050. By this it will be seen that the balance of trade with the gold fields, which a few years ago was largely in favor of the Americans, has now come our way to the extent of $1,994,339. The balance in favor of Canadian goods has grown by $77,699 in the last 12 months.

Fads in Many Lines Come and Go,

but **Clark's Meats**

are steady sellers.

That's why you should stock them.

TRY — TRY — TRY — TRY — TRY — TRY

DELICIOUS ACID FRUITS — FOR SUMMER USE — CORONA FRUIT MEAT — FOR SPRING USE — FOR PIES PUDDINGS ETC.

Delicious, Healthful
The **Ideal** Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT.
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

FINEST ORANGES GROWN

Car **Extra Fancy Late Valencias** arriving this week from the celebrated groves of the **Arlington Heights**, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

DON'T PASS THIS BY.

We require good **BUYING AGENTS** to handle our **COCOA, CHOCOLATE AND CONFECTIONERY.** You can't go wrong in applying for prices and particulars to

RICHARD PERCY & CO., Waterloo Road, Bristol, Eng.

Window and Interior Displays

Timely Hints and Suggestions.

The Value of Display Cards.

THERE has always been much discussion concerning the selling value of cards in the windows or interiors, and there is little chance of an agreement being arrived at between those who speak highly and those who speak disparagingly of their use. If an unprejudiced observer were to visit the localities of these two classes of merchants, he would find that the difference of opinion is caused more by the difference in the demands of the residents of the two localities than by any shortsightedness on the part of the merchants.

It is a state of affairs which every store has to consider and respect thoroughly, that the people in one town have to be treated in a different manner from the people of perhaps a neighboring town. One town may depend upon the surrounding farmers, another upon its workingmen or factory hands, another upon a richer class, and still another upon the nationality chiefly represented. In dealing with each of these classes different systems must be adopted, and thus it is that some merchants find the use of price and other cards not so satisfactory as their greatest admirers claim. General rules in regard to cards must therefore be adhered to, only to the extent that they do not interfere with the particular requirements of the people who do business in the store.

And yet it is safe to say that there is no store that will not very often find many sales result from the use of cards, even in the case of people who in conversation speak against them. When a card is neat in size, shape and printing, and judgment is used in the wording and placing, very little fault can be found in it. Some merchants assert that the displayed price of an article very often deters people from considering its purchase, who would have otherwise enquired the price and either through lack of time to think, or through disinclination to show the smallness of their purse, will pay the money and take the article. On the face of it, this argument lacks evidences of honest dealing, and few self-respecting men will use it. A moment's thought will show that a customer thus caught will be lost, and ever after fear to ask prices in that store if the price he paid was too high. The objection that cards spoil the appearance of a window depends entirely upon the style of the card, and not upon the principle of their use.

As in anything else, there is, of course, a possibility of ruining the effect of a window by the use of cards. The proper kind are fairly small in size, neat in shape and printing. A large, ragged-edged card with conspicuously amateurish printing is an eye-sore. There is a certain store on one of the principal streets of a large city, that upon its commencement, did an enormous business, on account of the name and flashy methods of business adopted. This store continually kept its windows full of a careless array of goods and immense cards both inside and out, cut and printed in the rushy style that was conspicuous in the whole business. These cards were painted with a huge paint brush and a clumsy hand, and contained such items of information as "While they last 13c.," "Half-price today," "Less than cost," "Slaughter price 29c," and so on. For some weeks, being in a large city and on a busy street, a good business was done, but the idea of a continuous sale, the trashy, careless appearance of everything, soon convinced customers that they were paying a little less than high prices for decidedly inferior goods. One month was sufficient experience for that store.

In that way show cards cannot be spoken too much against. The untidiness, the lack of taste and attention and the very conspicuousness of the cards helped ruin the business. Such large cards undoubtedly attracted the eye, but the general appearance of them repelled it again, before it could rest on the goods.

Judgment, too, must be used in the wording as well as in the appearance. Customers, as a rule, have too much common sense to believe that goods will be sold at "Half-price" or "Less than cost," and once a suspicion seizes the mind all future actions will be viewed with suspicious eyes. Slang phrases, as a rule, are repulsive to the passer, or if not, are no advertisement, as they do not catch the right people. Comparisons with a neighbor's or competitor's prices or styles always injure trade. The writer has in mind two bicycle repair shops that stand side by side in a certain city. Both shops show almost identically similar signs and notices; both shops are almost exactly alike in size and plans, and yet one does many times as much business as the other. The question may be asked if it is not partially caused by the sign in the window of the less important store—a large hand pointing toward the competitor and containing the words: "25 miles to the next repair shop. Get your repairs done here, and pump up." The other shop keeps along in its regular business, provides good pumps outside for wheelmen, does good repairing and never notices its neighbor.

There is one very important point to keep ever in mind, in the use of price cards, and that is, avoid using them on a display of high priced goods. By this is not meant only goods that bring an

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize - - -	$10
Second Prize - -	$7
Third Prize - - -	$5

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the $10, $7 or $5 prize, it may be awarded a $2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of $2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

BUY

EASTLAKE STEEL SHINGLES

FOR THE ROOF

BECAUSE:

They are quicker and easier to lay.

Will give most enduring protection.

Are a safeguard against lightning and fire.

Will never rust, and add a wonderfully neat appearance.

They are the favorites everywhere, because of their economical reliability.

EITHER GALVANIZED OR PAINTED.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG

Do you sell it!!!

POP CORN in every style.

Pays nearly 100% profit.

DOMINION POP CORN CO., - TORONTO.

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition	$5.00
A.B.C. Code, 5th Edition	7.00
A1 Code	7.50
Robinson's Code	1.50
Armsby's Code, 1901 Edition	2.50
Economy Code	3.00
Scattergood's Fruit Code	5.00
United States Code	3.00
Arnold's Tobacco Code	2.50
Baker's Potato Code	2.50
Broker's Code	1.00
Citrus Code	2.00
Index Code	2.00
Universal Sugar Code	1.00
National Coffee Code	1.00
Riverside Code 1890 and 1901	3.00

All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, $1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, $1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

exorbitant profit and are thus too high-priced, but consideration must also be paid to the relation of appearance and price. That is, an article may be easily worth $10, figuring upon the cost, or even upon the quality and endurance, but if it does not look to be worth it, or if its value has to be explained to be seen, price tickets should certainly not be used.

The great fault displayed, when the value of cards is believed in, is the over-use of them. Too many defeat their purpose. A few of the principal articles or bargains only should be picked out and ticketed, except, of course, in the case of a window filled with articles of a similar nature, where the relative price is an important thing. The merchant that makes a habit of using cards will even find it a good plan occasionally to arrange a window without cards. People get accustomed to seeing them and may pass them by; but by sometimes omitting them in the display, the window will constantly appear to have something new in its design.

Show cards have at least the one decided advantage that very often a passer will see an article but if no price is shown, he fears it will be too high, and most men dislike inquiring the price, if its extravagance may preclude its purchase. It is very often the combination, or rather the relation, of price and appearance, that sells the thing shown. A man or woman may see something that attracts them, or that they may find great use for; when the price is shown, he can decide whether it is worth it to him, but when the price is not shown, unless it is absolutely needed, he will, in nine cases out of ten, pass it by, for fear its price is prohibitive. If a merchant is the only one in his town, he may with comparative safety neglect to ticket an article of daily necessity, but one of luxury is benefitted by the price-card, if the price is reasonable. In a town with opposition even, articles that every man must have are sold more freely when prices are shown.

Not only in windows is the use of cards found to be of value, but also in interiors. Here price tickets do not obtain so much importance as general cards, such as "A fresh shipment," the particular name or brand of any goods, or the qualities possessed. The number should always be limited and more careful attention is required than in the window. In a large store neat direction cards are of great service—telling the floor on which certain goods are found, and the lines sold at each counter. Price tickets are often well-used where display counters fill part of the floor space. Shelving, however, should never be disfigured with cards, nor should the counters over which the stock is sold.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1 000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

MILLER—Married; good practical miller for custom mill; steady employment to suitable man; duties to commence second week in September. Box 118 CANADIAN GROCER, Toronto. f

WANTED—Scond miller. Must be steady; married man preferred. Box 120 CANADIAN GROCER, Toronto. f

WANTED—Live youth, about 18, with some experience in grocery store; must be a hustler. J. W. MCCULLOUGH, 696 Spadina avenue, Toronto. (33-1)

TRAVELLER WANTED.

CITY TRAVELLER wanted by Winnipeg grocery house. Must be bright and active, and understand his business thoroughly. Box 51 CANADIAN GROCER. (33-3)

COMMERCIAL TRAVELLER to represent a coffee and spice house west of Toronto; must have a good connection and first-class references; liberal remuneration to the right man. Box 47 CANADIAN GROCER. (31—tf)

FOR SALE

FOR SALE—Thriving business; bakery, grocery and restaurant. Proprietors health failed, Apply at once, Box 36 CANADIAN GROCER, Toronto. (25-10)

AGENCIES WANTED.

WANTED by a wholesale coffee and spice house in Toronto, of good standing, sole agency for a good coffee mill. Address Box 46 CANADIAN GROCER. (31 tf)

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

ESTABLISHED 1855
TAYLOR'S
DOUBLE TONGUE & GROOVE
SAFES
145 & 147 FRONT ST. EAST. TORONTO.

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world famous **Cary** Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a **Cary** safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

Ford & Featherstone,
IMPORTERS AND DEALERS,
10 John St., North, - HAMILTON, ONT.

Hallwood Cash Registers
INDICATE
Correctly
AND Exactly
EVERY DETAIL OF
Each Transaction.
No other Registers will do this.
WRITE FOR PARTICULARS.
OFFICE AND WORKS:
78 and 80 King Street East,
Toronto, Ont., = Canada.

Trade With England
Every Canadian who wishes to trade succes fully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)
The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

GUELPH
Business College
The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.
MALCOLM MacCORMICK, B. A., - Principal, - GUELPH, ONT

St. Margaret's College
TORONTO.
A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.
GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

$1.00 IN RUBBER STAMPS.
Spend it for your own sake. Time saved, money saved. Neatness gained, favor gained. Tell us what you would like, and we'll tell you the cost. Send for our catalogue.
C. G. YOUNG CO., - 1 Adelaide St. East, TORONTO.

WHEN YOU STOP TO THINK
how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.
Metallic Circuit Service—efficient, rapid, constant
The Bell Telephone Co. of Canada

SAVE TIME
BY
KEEPING YOUR BILLS ALWAYS MADE OUT.

The Briggs Ledger System Co.,
Limited
75 York St., - - TORONTO, ONT.
Write for Catalogue.

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

CASH PAYMENTS.

By An Old Traveller.

IT is so easy for a merchant to convince himself that the time datings are to his advantage, that one is surprised that the advantages of cash payment are not more fully dwelt upon by the traveller and the supply house. Primarily the wonder is that anything has to be said in favor of it, but, since it is such a general thing to accept the long datings without really reasoning out the results, much might be done by the traveller or by trade journals in drawing the attention of buyers to the fact that both money and credit are gained by accepting the cash discounts.

My experience on the road has taught me that with three out of five buyers, there is a demand for the full time, and very little interest in the cash discounts. And yet it has also been a part of my experience that by reasoning and a careful explanation at least one of those three will see the fallacy of banking their money and taking the time limit. With most travellers the habit is to avoid the mention of payment, leaving all that to headquarters, and relieving themselves of all responsibility by noting that the terms are printed on the copy of the order. This is not sufficient, however, as a "2 per cent. 10 days, net 30 days," conveys no idea to the mind of the three but the "net 30 days."

A simple statement of the fact that by paying cash that merchant is receiving 24 per cent. on his money will put the case in a new light to him. The saving of $2 on $100 seems a mere trifle when compared with the 30 or 60 days which he may have in which to pay; but the realization that he is getting 3 per cent. on his bank account and perhaps 5 per cent. on his mortgages, while he can make 10 to 25 per cent. on his cash payments will be almost sure to change his methods of business.

In the line which I carried there was not so much profit in paying cash, but there was enough to impress every merchant with its size, when it was properly brought before him. Three-quarters per cent. per month, although only 9 per cent. per annum, was an inducement which they could not pass by, and in the case of a 20 per cent. profit, I do not think any merchant would consider for a moment long datings if he realized the money he could make.

The objection might be raised that when there is a lack of funds, the discount cannot be accepted, however great it be. To this it is only necessary to say that any firm which sells to a man who is positively unable to pay cash, is taking a risk which stamps it as a loosely run business. With such interest a merchant should make desparate efforts to borrow elsewhere if he has not the money. He can borrow on reasonable security at 5 or 6 per cent., and in this way make from 4 to 16 or 18 per cent. on the money he has borrowed. In general it is not wise to "borrow from Peter to pay Paul," and some have such an antipathy to it that they would rather not only be in debt, but lose money.

The benefit derived does not proceed only from the actual money made, but also from the reputation which a buyer gets among the supply houses. The man who pays cash is never put off in a rush of orders; he sees the very best samples of the very best houses; he is quoted prices at times that are minus the 3 to 6 per cent. which many firms allow for "risk"; he is visited regularly and treated in the very best way by the supply houses, each of which is anxious about his account. It was often the case that a time buyer was passed by me when I was in a rush, or else he was shown only part of the stock, and the price was necessarily higher than to the cash buyer. In the heavy season we naturally left his order to the last, and thus he was either unable to obtain exactly what he ordered, or any part of his purchase.

I have in mind a merchant who kept a thriving general store in a small village in Eastern Ontario, who was eagerly besieged by the largest and best houses with their best samples and prices. Mr. T—— was the talk of the travellers, and many were the toasts drunk to his health "and more of him." One hot Summer afternoon I was driving to his store from the neighboring town of P——, when I met him on his way to town. Drawing up, I told him I was just going to see him and was in a hurry. Without more ado we drove under a tree, I opened up my samples, and in less than half an hour had sold him a bill of about $250 dollars worth of goods. When the business was over and I had done up my trunks, he coolly put his hand into his pocket, pulled out 25 ten-dollar bills and handed them over to me. And the goods were not to be delivered for over two months. This was not at all an unusual thing with him, if he had the money, and if he had not he often made out a cheque on the spot. You may be sure we used our very best manners in dealing with him. If that man through adverse circumstances should fail to-morrow, I know a score of firms that would fill his orders for any amount and wait until he was able to pay.

But such men seldom fail, for in conjunction with such principles go honesty and care in every other branch of business. It is the man who has not the common sense to realize that 20 per cent. saved is 20 per cent. gained who is weak in other ways and in the end figures in Bradstreet's list of failures in the column headed "Incompetency." It may be only an illusion of his that a month's time is better than $2 on $100, and it may require only a few words from the traveller to dispel the illusion.

A HELPFUL CARD.

The Pullman car shops at Wilmington, Delaware, have in use a workingman's record system which is adaptable elsewhere.

A card is used for each employe; this contains his name, number, department in which employed, daily, weekly and monthly record, reasons for being absent or discharged; in fact, a complete report of a man's business history from beginning to end.

This is of value to the foreman or office manager who can determine at a glance whether a man is prompt for a considerable period, if entitled to promotion or to an increase in salary.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

Raisins in California.

ADVICES from Fresno, Cal., state: "The California Raisin Growers' Association has fifty-two per cent. of the signatures of raisin growers to the one-year contract. There remain as yet six or seven packers to be dealt with. We do not expect prices will be named before the latter part of September, and the price will be determined a good deal by the strength of the outside packers. For instance, if a price of 6c. and 6½c. is named on 2 and 3-crown standard loose muscatels, the quotations that are being made by the outside packers at ¼c. and ⅛c. off association prices would hold good.

"A guarantee connected with the prices of the association would prompt them to reduce the price 1c. per pound and rebate the buyers, and would give the buyer from the association a much cheaper price than the one the outsider would have paid. This little plan of procedure, although not being advertised by the association, has been talked of very favorably, and it would not surprise if they used this method of striking at the outsiders. It is really hard to tell what per cent the association will secure, but a conservative estimate has placed it at 75 per cent. of the crop. Under these conditions and with their control of the seeders here they would be able to make a very pretty fight for business for the inside packer, and none would suffer except the outsider, for with 25 per cent. outside it would not take long to clean up that from the market.

"Business in old stocks is exceedingly dull and trade seems listless. Any goods that could be bought at 7c. f.o.b. fancy seeded, would be an excellent buy at the present time. We feel quite certain that the present price of 7¾c. for fancy and 7½c. for choice will not get any lower before the delivery of the new crop, and it looks very much as if then the price would remain about these figures. Weather is very cool and not favorable to the growing of raisin grapes, but a fair-sized crop will be had even under most unfavorable conditions."

Valencia Raisin Prospects.

Writing from Malaga to C. J. Missir, his New York representative, A. De Fontagud, says of the Valencia raisin prospects: "We have a very large crop, but owing to the short rain during the winter months the greater part of the crop will be of small bean; consequently the larger fruit will be scarce. The prices in the beginning will not be very high, but later it is expected they will go up, more particularly the Imperials and Royals." The same letter says of almonds: "Both of Jordans and Valencias we have what we call a large crop. The price for the Jordans will be high in the beginning, owing to the small stocks of old in the markets abroad, but as soon as the first orders are filled prices will decline greatly. No doubt Valencias will begin low in price, and unless the Italian crop turns out a short one, the prices will not rise, but if the Italian crop is a good one, prices here will go lower still."

California Almonds.

San Francisco mail advices under date of August 4 say: "An almond buyer said this morning: 'The California almond crop is estimated at 300 cars, or about the same as last year. The crop of 1901 amounted to 123 carloads. The foreign almond crop is expected to be the largest in 20 years and with the large California crop the prices paid by the Guggenheims for the Davisville almonds were too high. He also said that in 1901 there was a large foreign crop, with the result that in spite of the short California crop the prices of California almonds dropped to 8c. for Hatch and 6c. for soft shell.' "

Coast Prunes.

In connection with future prunes The San Francisco Trade Journal says: "The market for new crop 1903 prunes has quieted down, with few sales reported for either domestic or foreign. The foreign appears to have taken more freely so far than the domestic buyer. The market acts as if buyers thought that by waiting concession can be had, but the firmness of growers precludes any such possibility of any reduction in Santa Claras and the better grades of outside prunes. We have instituted diligent inquiries regarding prices for Santa Claras, and find that a 3c. four-size basis in bags is strongly maintained. The foreign markets take a 9 point prune, whereas the domestic market wants a 6 point, and the former can be sold at ⅛c. less than the latter. A carload of spot San Joaquin prunes was sold at 2¼c. on the four-size basis."

SPEAKS OF THE COMING CONGRESS.

MR. K. B. MURRAY, the secretary of the London Chamber of Commerce and of the Congress of Chambers, arrived in Montreal on the 8th inst. Mr. Murray has come slightly in advance of the opening of the congress in order to make some preparations for it. He is enthusiastic over the approaching meeting, and spoke of the great interest which is being taken in it by business men in England. This interest is evidenced by the fact that 75 chambers out of the 100 in the United Kingdom are sending representatives. The total number of delegates will be almost 500.

Besides the chambers sending delegates from the British Isles, the British Iron Trade Association, the corn trade, the corn millers and other associations of such character will have representatives on the floor of the congress. These outside bodies have been induced to send representatives at the suggestion of the Montreal Board of Trade. Mr. Murray says that the idea is an excellent one, as the interests represented will thus be all the more varied. There will also be a good delegation from the Imperial Parliament, Lord Brassey, the president of the congress, representing the Lords, and the House of Commons being represented by six or seven prominent members.

"What will be the attitude of the British delegates on the tariff question?" Mr. Murray was asked.

"There will be two camps, one favorable to inquiry and the other strongly adhering to free trade."

Mr. Murray went on to say that he thought British opinion on the whole to be in favor of an inquiry, but there is in England no strong protectionist sentiment such as exists in Canada. The average Englishman still believes in free trade, but wants a tariff weapon which may be useful in gaining for England fairer treatment in foreign markets.

As to Mr. Chamberlain's proposals, Mr. Murray says the real fight has not yet commenced. "The working classes and the trades unions are the people who will have most to say in the matter, and so far they have not expressed any opinion as to the stand they will take in the coming fight. The working classes have not yet realized to what extent their wage-earning capacity will be increased when the English market is reserved to them."

The deliberations of the congress may be expected to have an influence on the course of the tariff battle. "I think there can be little doubt," says Mr. Murray, "as to the influence which the finding of the congress will have upon public opinion throughout the British Empire. In any event the discussions which will take place before the congress on a large number of important questions cannot but be of the highest interest to the Empire at large

The Song of the Laundresses:

We sing of **Chinese Starch** all day
A song of joy and praise;
Our linen white is a delight,
And pleasure rules our days.

The happy laundresses give vent to their joy; thanks to CHINESE STARCH, they are happy and their situations secure.

Ironing day, always a nightmare, was long and fatiguing. Now the ironing board has no terrors for the maid. With CHINESE STARCH to aid her, her work is quickly and easily done, without fatigue, and with incomparable results. Wise housewives imitate the laundresses, who know the value of CHINESE STARCH—the best in the world.

MANUFACTURED ONLY BY **ASK YOUR JOBBERS FOR IT.**

OCEAN MILLS, - MONTREAL, P. Q,

OUR AGENTS:—

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H. P. ECKARDT & CO.,	Toronto, Ont.
LUCAS, STEELE & BRISTOL,	Hamilton, Ont.
THE F. J. CASTLE CO., Limited,	Ottawa, Ont.
JOBIN, MARRIN & CO.,	Winnipeg, Man.
HUDSON'S BAY CO.,	"
CODVILLE & CO.,	"
WILSON BROS.,	Victoria, B.C.

FLOUR AND CEREAL FOODS

Back to the Farm.

ONE sign of the times that is praiseworthy is the new dignity with which we invest farming. There was a time when to say that one was "from the country," or that "my people are farmers" was to court a sneer, or to confess poverty. It may be due in part to the fever of modern business activities that farming is seen by a growing class with a sort of halo about it and that country life is a snyonym for luxury, for a delicious escape from the frettings and exhaustion of city life, but whatever the reasons are it is true that the esteem in which the pursuit of agriculture is held has grown enormously.

Many forces have been at work to produce this result. Not only has the farmer himself come to regard his occupation as invested with a new dignity, but the enlarging spirit of a well developed social order has permeated his environment.

The diffusion of knowledge and education through the medium of schools, newspapers, magazines and books; the spread of culture through travel and study, and improved social conditions, the expanding influence of trade and commerce, have all had their part in the making of the farmer of to-day. Furthermore, governments have created Departments of Agriculture and established colleges for the instruction of the sons and daughters of farmers in the knowledge they require if mother earth is to be tilled to its utmost profit.

That there are ne'er-do-weels among farmers is true, but the sifting processes o the age make this number less and less. Statistics show the unequal struggle the poorer farmers are waging, and foreshadow their doom.

The elimination of the weak, unintelligent, shiftless class is resulting in the strengthening of the class that remain, and farming of a higher order, scientific in its methods, and regulated as to production, is becoming the prevalent condition.

That all this advance in agriculture is destined to have a very direct and controlling influence on the markets concerned must be admitted. It is commonly said that Chicago makes the wheat and beef markets of the world. Chicago's pre-eminence as a maker of markets is not to be forever, not alone because Canada is developing agricultural and stock areas vaster than those across the border but because farmers themselves are acquiring an independence that frees them from the dictations of the giants of the stock pit and of the meat packing industry.

The migrations from Europe and the United States to the wheat fields of Canada will result in economic disturbances that the world will watch with absorbed interest.

Farming is no longer the poor man's refuge. It calls for the brawn that the poor man can supply, but it calls for much more—the strength of mind and purpose that converts labor into force, force into energy, and energy into wealth.

The Wheat Crop of the West.

Although the acreage under wheat in Manitoba is largely in excess of last year, the latest and most reliable reports agree in stating that the output will be smaller owing to the decrease in the average production. The crop report issued by the Government of Manitoba, in June last, places the acreage under wheat at 2,442,873, as against 2,039,940 last year. The prospective crop is likely to be 46,414,587 bushels, as against 53,038,440 bushels which represented the crop of last season. This deficiency shows that the increase in acreage does not offset the shortage in the average yield. The Northwest Territories make a somewhat better showing. The Government report issued a few days ago shows an increased acreage, 727,998 acres being under wheat, as against 625,118 last year. The anticipated yield is 15,042,000 bushels, as against 13,956,850 bushels last season. Although we should have liked to have seen a more favorable all-round report, it is by no means unsatisfactory, and the western farmer has every reason to feel satisfied with the average results of the past few years. It is, at least, a consolation to know that if the quantity is smaller the quality gives every promise of being better, and Manitoba wheat will continue to be recognized as the highest standard in the world.

Macaroni Wheat.

Popular interest in the possibilities of "macaroni wheat" culture in the United States is stimulated by the glowing predictions of William C. Edgar, editor of The Northwestern Miller.

It is estimated that there are now 400,000 square miles of land in the United States on which nothing is grown. Mr. Edgar believes that "macaroni wheat," which flourishes in arid regions with only nine or ten inches of annual rainfall, can be raised with profit upon every acre of this area. If we figure the arid territory at 200,000 square miles, or 128,000,000 acres, and put the average yield at no more than twenty bushels to the acre, we have an almost incomprehensible addition to the world's wheat crop—some 2,500,000,000 bushels. Bringing it down to only 40,000 square miles of new land added to wheat culture by the introduction of macaroni wheat—to say nothing of what might be raised in Canada—the wheat crop in this country would be increased from 700,000,000 bushels to more than 1,200,000,000 bushels.

The wheat from which macaroni is made is hard and glutinous, with a small percentage of flour in it. It is the principal cereal product in Spain, Italy, Russia, and Mediterranean countries. Experiments recently made by our Department of Agriculture, however, disclosed some interesting facts regarding the bread-making possibilities of this favorite wheat of Russia. Bread experts all over the country were asked to pick the better of two loaves of bread sent them by the department—one made from the flour of our Spring wheat, the other from the flour of macaroni wheat. Strange to say, a large majority voted in favor of the bread made from macaroni wheat.

A Question From Jamaica.

The Jamaica Gleaner has the following to say of the relations of that island with Canada :—No reader of The Gleaner requires to be told that we heartily desire to see the Dominion and this Colony drawn closely together. Canada is a part of the British Empire; Jamaica is also proud of owning allegiance to the British throne, and so we think it but right and proper that they both should strive as far as possible to set an example of commercial as well as political solidarity. But the question is: What can Jamaica take from Canada in large quantities? Certainly not manufactures, for Canadian manufactures are still in their infancy, and at the present time Canada herself is obliged to purchase an enormous amount of steel and iron goods from the United States. Can we take flour? We should personally be inclined to think so, but we should like some experienced person to tell us why Canadian flour is not popular here, or why it is not imported in large quantities into this Colony.

HAVE YOU

anticipated the wants of your customers for the warm weather breakfast ? If so, you are ready with

TILLSON'S BREAKFAST FOOD
AND
TILLSON'S WHEATLETS

both wholesome preparations of wheat, whose name is a guarantee of the quality. BREAKFAST FOOD is Wheat Flakes, in which is retained all the Wheat that is good to eat and discarding all the indigestible part. WHEATLETS, the germ of Manitoba Wheat—rich in gluten.

Breakfast Food
24 three-lb. packets,
$2.90 per case.

Wheatlets
36 two-lb. packets,
$3.50 per case.

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

TELEPHONE { MAIN 1257. " 4675.

Wm. McCann Milling Co.

MILLERS
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192 King St. East, - Toronto.

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.
Correspondence solicited.

THE BEST FLOUR.

Calla Lily Choice Manitoba Patent
G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,
PERTH, - ONT.

Pacific Rates on Flour.

The cut rate on flour consigned from the Pacific Coast to the Orient will be maintained throughout August, according to a decision reached at a meeting of the Asiatic Freight Bureau held recently in Seattle. This meeting was attended by representatives of all the steamship companies operating services between Pacific and Oriental ports with the exception of The China Commercial Company, running between Hongkong, Mexican ports and San Francisco, which company precipitated the rate war some months ago. Mr. B. W. Greer, general freight agent of the Canadian Pacific, was in attendance at the meeting. He announces that the bureau had decided to continue the $3 per ton rate on flour shipments to the Orient in force till the end of August. The latter part of this month another meeting of the bureau will take place to review the situation and decide upon future action.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley,
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

A Question of Motion.

OF the many changes that have been chronicled of late, says a writer in The Dixie Miller, there is none I think of more importance than the mode of dressing out the flour from rolled stock. Some of us older millers can very well remember when the old bolting reel was the be-all and end-all of the operation. Silk reels followed and then centrifugals. The latter machines have held office, so to speak, for a long period, but I am of the opinion that their day is almost ended. On strictly practical lines I should like to show why this is or should be inevitable.

It is all a question of motion. Motion we must have in order to overcome the inertia of dead, lifeless matter. Motion is the very essence of all separation, and separation is the keystone of flour making. Motion and friction, coupled with aspiration—air motion in fact—are the means employed to get the wheat away from everything else or everything else from the wheat. Motion and friction enable us to break down the wheat itself, motion and mesh enable us to separate the break stock from the middlings already made, motion and aspiration—and motion again—help us to purify those middlings, centrifugal motion on the part of the smooth rolls enables us to reduce those middlings to the fineness of flour granules and centrifugal motion again causes a final separation of such from their other and larger constituents.

What I should like to just glance at, however, is whether in all our operations we have got the exact kind of motion at every stage, or whether it is possible to improve upon them. In the wheat-cleaning department we are as near perfect as possible with one exception, and that is that I think we could very well dispense with the scourer and employ an extra brush instead. Scourers are absolutely not needed. If the wheat is dirty of itself, I would dampen it and brush it again afterwards. Scouring wheat always loosens some portion of the outer fruit coat. This outer coating is just so much sawdust. In fact, it is of the same composition. If we disturb this very thin coating it is abraded or frayed, and being so very short grained the first touch of the break roll causes it to fall into the flour as powder and it has a capacity for lowering the flour color out of all proportion to the amount so deposited.

The break system to my mind is all right and cannot be improved upon if we use no less than twenty inches of length surface on a run of five for every barrel of flour we make in an hour. Formerly we used reels for scalpers, but that has been proved to be very wrong as the rough, tumbling action so set up mixed the broken stock up innumerable times and degraded the color considerably; so now we use sieves. Purifiers have also got the right motion, whether of the sieve or gravity pattern. The principle involved here is one of gravity and the adjusting of the wind valves does the business.

Smooth rolls are also all right, but the one fault is that too much is nearly always attempted on each individual pair. No mill should have less than thirty inches smooth roll surface per barrel per hour. Middlings should not be treated too harshly, should not be reduced to the fineness of flour particles at one operation. Flour that is hurriedly made is rarely granular enough, and, as we shall certainly have to dress much finer, this last point of mine will have to be closely considered. This brings me to my mutton, so to speak, and I will say at once that centrifugals have not got the right kind of motion for the proper dressing of the highest quality of flour product.

Millers do not generally write about their troubles, but when they do not get good results, it is "remodel the mill" to another system. I would like to hear from the miller who has not had a costly experience. He has either been too slow and not up-to-date, or too fast, and has bought machines before they were thoroughly tested. We have now in use for bolting and separating five methods, or diffcrent kinds of machines: The hexagon reel, round reel, centrifugal reel, vibrating sieve and gyrating sieve, any of which will do good work if properly made, properly clothed and properly managed.

I think it is just as important to have returns and cut-offs to regulate the mill when it is running as it is to have adjustments on the rolls to set them when running; and because so many make such ridiculous blunders, as I have stated, it is no evidence that returns and cut-offs are not important.

There are three essentials in making milling successful and keeping up a good grade of flour: First, good grain ; second, a good mill; third, a good miller.

All-Rail Grain Shipments.

ADVICES from Winnipeg estimate the amount of grain shipped East by the all-rail route during last Winter to exceed 5,000,000 bushels.

Owing to the fact that some grain inspected for Winnipeg, that is, for milling in Manitoba, may afterward be billed through to St. John, and this will not appear in either the Fort William or Winnipeg books, it is impossible to get exact figures. But this amount will not be large.

Official weekly statements of shipments out of Fort William elevators from December 13 to April 18, the all-rail season, show a total of

	Bushels.
Wheat	3,087,772
Oats	59,267
Barley	21,489
	3,168,528

To this must be added the amount of grain inspected in Manitoba for all-rail shipments, which did not go into the Fort William elevators or appear in their books This is:

	Bushels.
Wheat	1,644,000
Oats	391,500
Barley	111,600
Flax	258 000
Spelts	36,000
	2,441,100

Adding the amount shipped from Fort William elevators, 3,168,528 bushels, the grand total is reached of 5,609,628 bushels which was shipped all-rail over the C.P.R.'s Lake Superior section to the sea.

Crops in The Territories.

The cereal crops in the Northwest Territories are estimated to be in good condition, and to be the largest in the history of the country. The Department of Agriculture has issued bulletin No. 8, conditions being brought down to date, July 15. The report covers the sixteen districts into which the agricultural belt is divided by the department. The total wheat crop is estimated at 15,042,000 bushels. Last year's was 13,956,850. The oat crop is estimated at 11,803,000 bushels, the best yet, the next largest, that of 1901, having been 11,113,056. The barley crop is estimated at 1,116,300 bushels. Last year it was 870,417. The flax crop is the best yet, the estimate being 334,000 bushels, against 258,185 bushels last year.

Wheat Crop in India.

A final general memorandum on the wheat crop of India of the season 1902-3, issued on June 2, 1903, by the Government of India and transmitted by Consul William Thomas Fee, of Bombay, estimates the total output at something over 7,800,000 tons (291,120,000 bushels), against 6,063,000 tons (226,352,000 bushels) in 1901-2. The estimates for 1902-3, however, include 587,000 tons (21,915,000 bnshels) grown in the United Provinces in combination with barley and grain.

The memorandum states that the yield for the United Provinces was the highest ever returned and that the season was a favorable one for all the provinces.

A German Boycott.

Recent shipments of wheat arriving at Hamburg have been sold as American, although mixed with Canadian. The German Customs authorities now require that all shipments of cereals and peas from North Atlantic ports, including the lake ports, must have certificates proving that they do not originate in Canada.

Grinding corn for feed is a rapidly increasing business in England, and in the west of England and in Wales there are a number of mills devoted entirely to provender milling—some making more money than when they were roller mills making flour. Rolls, too, and disc mills are taking the place of stones for this kind of work, as stone dressers are getting scarce and apprentices are unknown in this class of mills.

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL **SAUCE**

A most delicious and appetising table sauce. For quotations address

Montreal Agents: **S. H. EWING & SONS,**

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL.

ANALYSIS OF CANNED VEGETABLES.

The Inland Revenue Department at Ottawa have just issued a bulletin giving the results of the analysis of 100 samples of canned vegetables. The samples included peas, corn, tomatoes, beans, carrots, beets, cabbage, asparagus, mushrooms, pumpkins and squash.

No chemical preservatives were found in any of the samples examined, and with two exceptions all samples were found to be in good condition. These were corn.

Additional tests were also made for copper in peas. Copper is said to be normally present to a very slight degree, less than 10 parts to the million. Such traces were found in two samples, but there was no evidence that it had been intentionally used to intensify color.

A sample of French peas gave 60 parts of copper to the million. The question as to the wholesomeness of peas thus treated is still unsettled, but the weight of opinion is against it.

GIVING UP BUSINESS.

It is announced that one of Ottawa's oldest wholesale firms, P. Baskerville & Sons, are about to give up business. The firm's establishment on George street, opposite Musgrove street, has been sold and possession will be given the new tenants on March 1. The Ottawa Drug Company will take possession of the wholesale establishment, while A. Freedman will get possession of the cold storage building at the rear.

EXPORTS OF LOBSTERS.

No less than 224,900 live lobsters from Cape Breton and Nova Scotia have this year been shipped to Portland, Maine. This is 15,000 in excess of last year. This branch of the lobster fishery, which is comparatively new, is becoming a very important one commercially.

LIME JUICE ISLAND.

Nearly all the lime juice used in the world comes from the tiny island of Montserrat, in the British West Indies. The lime grows wild in many West Indian islands, but only in Montserrat is it used commercially. That island is one vast garden of lime trees, and nowhere in the world is there a finer sight than its 30 miles of orchards, laden with the fruit of the lime or fragrant with its blossoms.

The fruit is gathered by negro women, who carry it down the hills to the shipping port in big baskets on their heads. Like all West Indians, they are remarkable for their ability to carry heavy weights in this manner. Once the company which controls the lime juice industry sought to lighten the burden of its laborers by introducing wheelbarrows.

The negroes filled the wheelbarrows readily enough and then carried them on their heads as they had been used to carry the baskets. Many a negro woman will carry a hundredweight of limes on her head for a distance of a mile or more.—Indianapolis News.

A STOUFFVILLE INDUSTRY.

The Stouffville Pilot understands that a well-known firm in that section are negotiating for the buildings lately occupied by The Pakenham Pork Packing Co., with a view to establishing an industry that will employ on the start between 60 and 70 hands weekly, in which case at least 30 families would be at once brought into Stouffville.

NEW BRUNSWICK TRAVELLERS.

The Commercial Travellers' Club of St. John, N.B., have opened in their new quarters in the central part of the city. The rooms are nicely furnished and are a credit to the members of the association.

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink

FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25¢ HIRES' IMPROVED 25¢
ROOT BEER!
IN LIQUID. NO BOILING OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Hires'
Root Beer

the who'e day long,
And you will feel "all right."

Stock with **HIRES' Root Beer.** See that your travellers have it on their price list. It pays a GOOD PROFIT.

Setna & Co., "Chutneys"
Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds, as follows :

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"
Finest Cream Salad in Gal. Tins.

☞ Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.

W. P. DOWNEY, SOLE AGENT FOR CANADA.
26 St. Peter St., —Prices on Application— MONTREAL.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Report of Tobacco Commission.

IN May, 1902, a Royal Commission was appointed by the Dominion Government to enquire into and to report on an alleged exclusive contract system adopted by The American Tobacco Co., of Canada, Ltd., and The Empire Tobacco Co., Ltd. The object of this system was alleged to be to prevent dealers from selling the goods of other manufacturers, thus creating a monopoly.

The commission has investigated the matter and a full report of their findings has been issued by the Government.

The commission was directed to enquire as to the existence of the alleged contracts, and, in case of their existence, as to the effects they had on the tobacco trade of Canada, with reference to the growers of Canadian tobacco and to the manufacture of tobacco from Canadian leaf, or from a combination of Canadian and foreign leaf.

They report that the manufacture of Canadian leaf tobacco has increased rapidly in recent years. Within the past six years factories for the manufacture of tobacco made from Canadian leaf have been started in Ontario and Quebec, capital has been invested in this industry, the culture of leaf tobacco has been developed, and as a consequence of this enterprise, tobacco made from Canadian leaf has been to some extent substituted for the tobacco made from foreign leaf. The tobacco industry in Canada, both from the point of view of the grower of the leaf and the manufacturer of the Canadian leaf, is an industry of increasing importance.

The culture of tobacco leaf in Canada is confined to two districts. In the counties of Essex and Kent a tobacco known as White Burley leaf is grown, and this is used almost exclusively in the manufacture of plug chewing tobacco. The other tobacco-growing district is in the neighborhood of Joliette, Quebec, and there is grown a variety of leaf which is used almost exclusively in the manufacture of smoking tobacco.

In the month of September, 1895, The American Tobacco Co., of Canada, was incorporated, and in November of the same year the agreement which is complained of in regard to the sale of cigarettes was introduced by the company. The terms of this agreement are that the company shall send a consignment of cigarettes to the person with whom the agreement is formed on conditions, the chief of which are :

(a) The selling price is fixed by the manufacturer.

(b) A commission of 2 per cent. is allowed the consignee on the amount realized from the sale of the cigarettes consigned ; these cigarettes under the agreement remaining the property of The American Tobacco Co., of Canada, until sold by the consignees.

(c) If the consignee handles the cigarettes of The American Tobacco Co. exclusively, and complies with the terms and conditions of the agreement, an additional 6 per cent. is allowed in the way of commission to the consignee on the amount realized from the sale of the cigarettes.

This contract has been entered into by the most of the wholesale grocers and jobbers in cigarettes in Ontario, Quebec, Manitoba and the Maritime Provinces. The cigarettes manufactured by The American Tobacco Co. have acquired such a reputation that the wholesale merchants and jobbers found it necessary to carry them in order to supply the retail demand.

It is now established that wholesale merchants and jobbers are unable to purchase goods from The American Tobacco Co. of Canada except under the terms of this contract.

In 1901 The Empire Tobacco Co., manufacturers of tobacco out of Canadian leaf, introduced a form of contract somewhat similar in its effect to the contract employed by The American Tobacco Co. in the cigarette trade. The main features of this contract are :

(a) The selling price is fixed by the manufacturer.

(b) A rebate of 5 cents per pound is allowed to the purchaser if he handles no manufactured tobacco made from Canadian leaf, or made from a combination of Canadian or foreign leaf, other than

All leading Wholesale Grocers handle

SWEET CAPORAL CIGARETTES.

The AMERICAN TOBACCO CO.
OF CANADA, Limited.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

A Winner !

The efforts you are making to win new cigar trade will be helped beyond measure by stocking up with an assortment of my cigars. This is no idle dream. I can prove it by what my cigars have done for other grocers.

My "Pharaoh" 10-cent and my "Pebble" 5-cent cigars are sure "winners." All I ask is the chance to prove it. Let me send you an assortment at my own expense.

J. BRUCE PAYNE, Limited,
Granby, Que.

You're in business to make money.

You handle innumerable lines outside the strictly grocer trade to this end.

Do you sell cigars ?

Have you cigars that sell ?

Kim
Harold H.
La Fama

Are a Trio of the Best Sellers in Canada.

See our travellers or write—

Brener Bros., London, Can.

Manufacturers.

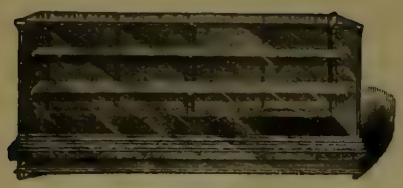
If He Smokes a 10-cent Cigar

You may rest sure that he is not easily satisfied. The hundred and one five-centers do not interest him. You may switch from one 5-cent brand to another, and no great harm done, but with a 10-cent cigar smoker it is different.

Tuckett's "Marguerites"

have remained the favorite 10-cent cigar of thousands of particular smokers year in and year out for a long, long time.

Tuckett Cigar Co., Limited, Hamilton.



OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

RONTO

HIGH-GRADE SMOKING MIXTURE, 10th PACKAGES 80c. PER POUND.

A good profit to the grocer and satisfaction guaranteed to the consumer.

T. J. Horrocks, Wellington St., Toronto.

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO,

Are now in a position to fill orders promptly for the well-known **Queen's Navy** cut plug smoking tobacco in 1-16 lb. foil package, put up in 5 and 10 lb. cases.

The Chamberlain Cigar

is as pre-eminently a leader as the politician whose name it bears. It will establish its own following wherever introduced.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

Cigars from $13 to $125 per 1,000.

The Man on His Holidays

Enjoys his tobacco more than usual. There's a "something" about our tobacco that makes friends, fast friends. That is why you will find in every camp some one or more of our brands.

Chewing

—British Navy
—King's Navy
—Beaver
—Apricot

Smoking

—Tonka
—Solid Comfort
—Pinchin's Hand-Made

THE McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

that manufactured by The Empire Tobacco Co.

This contract differs from the cigarette contract in this, that the tobacco when sold becomes the property of the purchaser and is not forwarded on consignment as in the case of cigarettes. It has been entered into by nearly all the leading wholesale grocers and jobbers in the Province of Ontario, and by many of the merchants engaged in the same business in the Province of Quebec, but the contract is not in force in any other provinces of the Dominion. With few exceptions, the wholesale grocers who are parties in this contract are satisfied with its provisions.

As to the growers of Canadian leaf tobacco, it would appear that they have as yet suffered no inconvenience from the contract system. Their crops of tobacco leaf have secured to them renumerative prices, and so far as they are concerned, tobacco growing is a paying industry. The apprehension does exist, however, among those engaged in the culture of tobacco, that if the present system should result in only one buyer of their product remaining in the field, the price would be regulated by that buyer, there being at present no export market for tobacco.

There is no evidence to show that as a result of this contract the price of tobacco is enhanced to the consumer, nor that the quality of the article is in any way deteriorated. On the contrary, it appeared that as a result of the conditions at present existing in the tobacco trade generally, and possibly owing to the competition existing between The Empire Tobacco Co. and the other manufacturers of Canadian and combination leaf in Canada, the consumer gets fair value for his money.

Nor can it be said that the terms of these agreements are illegal. Doubtless their object is to obtain for the cigarettes and tobacco manufactured by the two companies such an exclusive and extensive sale as to render it unprofitable for others to engage in the same line of manufacturing, but the means employed under these contracts do not transgress any statutory enactment, nor are they contrary to the well-settled rules of the common law in reference to trade competition.

It is apparent that this contract system secures to the two companies certain advantages in their having the exclusive enjoyment of facilities which should be common to all. It restricts the opportunities of other manufacturers of cigarettes and Canadian leaf tobacco in Canada to reach the retail dealers and through them the consumers.

A Foxy Ad.

The five red foxes which for a couple of days have been on exhibition in the window of The Dominion Express Co., Granville street, Montreal, have been looked at by thousands of people. The foxes are three months old, and were obtained by The Empire Tobacco Co. from an Ontario forester who caught them when a week old. They will be on exhibition for a few days at Sarre's store, Barrington street, Montreal. The Empire Tobacco Co. is using the foxes to advertise their Red Fox chewing tobacco, and they are one of the many novel means of advertising that have been adopted by this company to popularize their product.

Manufacture of Havanas in Canada.

FOUR years ago—Aug. 18, 1899, to be exact—there was established in Montreal the first clear Havana cigar factory in Canada. The pioneers in this manufacture were the three Granda brothers, whose portrait appears below.

They are Spaniards from Cuba, and they manufacture pure Havana cigars only. As none but Spaniards are employed in the manufacture, the cigar is exactly the same as if made in Havana.

These brothers have a practical and expert knowledge of their business. Perhaps the most important matter is the selection of the leaf, and for this purpose one of the partners visits Cuba where he selects the best leaf procurable in the Vuelta Abajo district and ships it direct to Montreal.

First the tobacco is "cased" in fresh water; then handed over to the strippers. "Stripping" consists in taking out the centre stem of each leaf. This being done, the leaves are piled one on top of another like the leaves of a book. These raw leaves are placed in barrels with holes in the sides to prevent moulding and this "booking" process continues for two,

PIONEERS OF HAVANA MANUFACTURE.

three, and even four weeks, according to the length of time the quality of the tobacco may require. The next process is the blending and here all depends upon the expert knowledge of the manufacturer. Their long experience ensures that F. and J. Granda make no mistake at this critical stage of the manufacture.

The Spanish workman takes the tobacco leaf by leaf and knows as if by instinct, before he commences to roll it, the size and shape of the cigar that will result. The cigars made by the expert Spanish workmen employed by this firm smoke easy and free, giving the rich taste and fragrant aroma which are associated with the best Havana cigars.

When the Granda brothers commenced business four years ago on St. James street, Montreal, the firm name was F. Granda & Bros. Later the firm became known as Granda, Hermanes y Ca., but about a year ago the three brothers Granda separated from the above firm and are in business now as a separate concern known as F. and J. Granda. Their cigar is known as La Flor de Pancho.

Reaching B. C. Trade.

The McAlpin Consumers Tobacco Co. have recently entered upon a new era of activity in British Columbia, having engaged a representative for all British Columbia Mr. Fred Bayliss, who has been with The American Tobacco Co. for the last ten years. He has had a large experience and states that the business of his new company has greatly increased in British Columbia during the last few months. An office and warehouse have been opened on Water street, Vancouver, in the centre of other great wholesale houses. The British Navy and Pinchin brands are reported to be meeting with great success.

Security

A

High-Grade Cigar.

THE W. H. STEELE CO, LIMITED

40 SCOTT ST., TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

Tobacco Notes.

The stock of Yves Auger, cigar dealer, Montreal, is under seizure.

W. J. O'Brien, tobacco dealer, Peterboro, Ont., has assigned to Daniel O'Connell.

The Erie Tobacco Co., of Windsor, have very largely increased their output during the present season.

T. J. Horrocks says that at present he is unable to supply the demand for "Ronto" smoking mixture.

The travelling men in the employ of the Steele Co., Toronto, are giving the home staff rather more than they can attend to.

The "Queen's Navy" cut plug smoking is meeting with a specially large demand, and the "Queen's Navy" chewing is daily adding to its already well-known popularity. Their new brand, "The Great 5c Cut Plug," is also meeting with very marked success, and of late the company have had difficulty in filling orders for this popular tobacco.

ABOUT BANANAS.

GROCERS particularily, and many general merchants throughout the country, must have been struck during the past few years with the increased demand for bananas that has sprung up, and it may be of interest to the trade to give a little information in regard to this most healthful Southern fruit. Many of the older merchants will recall the time when the banana was deemed a luxury and a rarity, and also the trouble they experienced in getting their customers to cultivate a taste for the fruit. But to-day it is one of the principal articles in the stores, particularly in the cities and larger towns. In fact, we are well within bounds when we say that there is hardly a village or hamlet in Ontario that cannot supply a call for bananas.

The banana, which is indigenous to tropical climates, is, principally, however, imported into Canada from Jamaica, Porto Rico, Cuba and San Domingo, the ports of entry being Boston, New York, and Philadelphia. The tree grows to a height of 10 to 18 feet, and it has a trunk from eighteen inches to two feet in diameter, which is so soft that it can be cut with a pen-knife. It has no limbs, the leaves, which grow to a length of six feet, and are a foot wide, growing direct from the trunk. Each tree bears but one bunch of bananas at a time, and produces a crop every three months. The life of a tree is about three years, and when it ceases to bear profitably, it is cut down. A new tree sprouts up in its place within nine months, and in another three months bears fruit. The fruit grows in the tree, with the bunch upright, but as it increases in size bends over and hangs down, giving the fruit the appearance of growing upward instead of downward, that is exactly in the opposite direction from that in which the bunches of bananas are usually seen hanging in store windows. The trees grow in low land, and the banana is at its best in the wet season.

People who have heard of the delicious flavor of an orange ripened on the tree often express a wish for a banana ripened by natural process. If their desire could be gratified, they would not be pleased with the fruit. If allowed to ripen on the tree, the banana becomes "mushy" and loses its flavor, and it is a fact that even in its native country the banana is cut in its green state, and allowed to ripen. Unlike any other fruit, the banana is fed with sap from the skin to the heart, instead of from the heart to the skin, and when the little dry spots appear, the banana is at its best for eating purposes.

People who choose the long, smooth-skinned, yellow banana, because it looks good, make a mistake. Such a banana is likely not to be ripe enough. The banana to buy is the one that is dotted with little black spots. Buyers are averse to taking these spotted bananas, but they are in reality thoroughly ripe and the proper ones to eat.

The little clusters that form the big bunches are technically known as "hands," and the number of rows of these hands determine the grade of the bananas. There are what are known as 9-hand, 8-hand, 7-hand and 6-hand bananas, but very few six or seven-hand bananas are sold in this country.

The banana season is at present at its height, and it may surprise our readers to learn that in round numbers 3,000,000 bananas are shipped to the port of Montreal every week, and of this immense quantity about 2,500,000 are consumed in that city alone, the balance going to Ottawa, Quebec and Sherbrooke, the distributing points for their respective districts. The consumption in Toronto, Hamilton, London and other large cities and centres in the West must equal, if not surpass, this enormous quantity. The shipments of bananas to Montreal run from 25 to 30 cars a week, and practically all, except what goes to Quebec, Ottawa and Sherbrooke, is consumed locally. Two years ago, according to Mr. H. J. Cassard, manager of the Fruit Despatch Company, which practically controls the banana trade in Eastern Canada, the City of Quebec did not require more than one car of bananas a week. Now the average weekly consumption is three cars. Ottawa uses the same quantity, while Sherbrooke requires two cars every three weeks.

The banana season in Canada runs through the months of May, June, July and August. From the first of October, the demands falls off. It is peculiar that in Duluth, Winnipeg and Calgary, where the temperature in winter is much lower than in the Eastern cities, the consumption is comparatively greater than in the East. The winter consumption of bananas, however, is increasing in Ontario and Quebec centres. This year the Fruit Despatch Company expect to dispose of 550 cars from Montreal, and next year a consumption of 700 carloads is looked for.

The idea held by many people that the banana is hard to digest is said to be erroneous. On the contrary, good, ripe bananas act as a gentle laxative. That it is very nutritious is evidenced by the fact that it is known as the "poor man's food," its cheapness making it attractive. The large manufacturing centres on the American side, where large working populations live, use large quantities of bananas on this account.

The trade, particularly the retailing of bananas, is gradually getting into the hands of our Italian citizens, and even in the wholesale line in the larger cities the sons of "Sunny Italy" are getting to be large distributors. It is almost impossible to dissociate the Italian from the banana cart. Take a walk along any business street of any our larger cities with an Italian population, and you will notice that a fair share of the trade is controlled by the swarthy sons of Italy, and as regards the perambulating street-vending trade, there is no question but that they control that absolutely. Why this is, is a problem too hard to solve. The trade must certainly be profitable, and it may be that the Italian pays closer attention to the care of the banana than does the average grocer.

HUNGARIAN PRUNE CROP.

The United States Consul at Budapest, writes that according to the official horticultural journal of Budapest the prune crop of Hungary will not be more than a low average crop. While in some localities good crops are promised, the excessive cultivation has materially lessened the general prospects. The reports from Bosnia and Servia are no more promising. Bosnia-Herzegovina will have, it is thought, only about one-half the crop of 1902. On the whole, the outlook for the prune crop is anything but encouraging. The Bosnia producers and dealers had each from ten to twenty carloads of prunes left over from 1902. Owing to the unfavorable prospects there is no bargaining yet for the new crop.

CANADA'S APPLE CROP.

A statistical report covering all the apple-growing areas of the United States and Canada was issued at the close of The National Apple Growers' Convention at Niagara Falls last week. The apple crop for 1902 was estimated at 47,625,000 barrels, and the crop for 1903 at 54,614,000 barrels.

The crop in Canada last year was estimated at 16,120,000 barrels, and for 1903 at 13,300,000 barrels.

The estimate for New York is 80 per cent.; fair to choice, Ontario, 80 per cent.; poor to choice, Nova Scotia, 50 per cent.

THE HONEY CROP.

Mr. Morley Pettit, of the Marble Apiaries, Belmont, Ont., called on "The Grocer" this week. Mr. Pettit reports a good crop of first-class quality, but not by any means an extra crop. He anticipates a satisfactory market and looks forward to large demands for honey from the Northwest Territories.

Flett's

Pickle Sales

increase rapidly if you sell **FLETT'S PICKLES.** Your customers eat more pickles when they eat **FLETT'S.**

Thus the delicious quality of **FLETT'S** increases the consumption of pickles.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

To use a common expression, "when you find a good thing push it along."

PATERSON'S WORCESTER SAUCE

is a good thing—as you probably know—**Push it along,** and push hard.

ROSE & LAFLAMME
Agents - - MONTREAL

Brand's Al Sauce

is the climax of perfection

—a fine tonic
—and digestive

and

a rapid and profitable seller. **Try it.**

FOR SAMPLE AND QUOTATION WRITE

Mr. I. S. WOTHERSPOON, (Sole Agent)
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS
BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Everybody WANTS
VINEGAR NOW
Everybody
should use the BEST Malt Vinegar—that is

Grimble's
PURE MALT

BRAND.

Vinegar.

Brewery: LONDON, England.

Agent—Mr. I. S. WOTHERSPOON,
204 Board of Trade Bldgs. MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Stopping a clock is a poor way to save time—and stopping an advertisement a poor way to save money.

THE problem that confronts every retail dealer, enterprising enough to advertise at all, is how to get his money's worth of attention amid a crowding mass of dull monotony. Frequently he tries to settle it by purchasing all the space he can get, and then filling it—with wind.

So much has been said about the worth of getting one's name before the public that it has come to be accepted by advertisers of every class as the acme of advertising art.

The dealer who has bought a larger amount of space than he can furnish with ideas is inclined to think that he has done his full duty if he gets the firm name pretty often into "good black type."

He prefers a double-column space, and on special occasions spreads himself horizontally over three or four columns.

That sort of thing has a value, no doubt. It shows that the house is active and stirring. It attracts, on the whole, a good many readers, and some of these are hit occasionally by a stray shot. But is it worth what it costs?

What advertising is everybody knows, but who knows how to define it? It eludes definition.

We have seen it defined as "the creation of wants" or "to publish with a view to sale or recovery," but among the best definitions are the two: "To make the name and business of the advertiser familiar," and possibly the best of all, "to bring buyer and seller together."

These are lucid phrases, but fall short of the mark. For is not the crowning glory of successful advertising the making of a buyer out of one who did not want the goods until he read about them?

If this idea is correct, won't these attempted "definitions" prove entirely inadequate to completely express the real meaning of advertising?

As for retailers' advertising, I think we can be satisfied with the definition or conclusion that "advertising is the artificial creation and stimulation of wants," and as this idea is kept uppermost in our minds we may prove more adept at preparing the kind of copy which will bear out this conclusion.

From one source and another I have gathered together a few "don'ts and do's", which, while not established rules, have their suggestive value. I do not know that one of them is new, but they will all bear resaying. One thing certain: no retailer but can be benefited by putting most of these precepts into practice. So take what you want and forget the rest.

Don't occupy more space in a newspaper than you can fill. A small advertisement, crisp and fresh, is better than a column or two grown stale. Change often.

Don't be satisfied merely to "catch the eye." 'Tis true, Addison pronounced that to be "the great art in writing advertisements," but as great a one is to hold the eye after it is caught, and thereby get the attention. The dominant line, the catchy first words, must not, of course, be undervalued, only thay are not all-sufficient.

Make your advertisements readable. You can't do it with poster type, set in double measure. Avoid too many display lines. Drop all your superlatives and half your capital letters. Barnum's manner is well enough once a year—for a circus.

Cultivate style—not fine writing, not big words, but plain, direct English speech, shorn of both slang and tinsel; plain enough for the refined, as Shakespeare is, and the Book of Job.

Secure a special place in your newspaper, and run your advertisements in it regularly. Get people in the habit of looking there for them. The value of a special position depends very much upon the make-up of the paper, and also upon the kind of goods you are advertising. Top of column next to reading matter is not the best position for every advertisement, or in the best position for every newspaper. Millinery on the financial page and plug tobacco next to the fashion column are incongruous.

Never exaggerate. Tell your little story in a modest, friendly way, and don't promise more than you can perform. Aim to create an impression of candor and fairness. Describe your goods, but don't overpraise them. Pay no attention to your competitors. Above all, don't be forever asking the public to buy, like an "old clo" man. It is enough that you have goods to sell. That you want buyers goes by inference.

Acquaint yourself with type, as as to use it effectively. Consider the value of plain Roman in broken paragraphs, as compared with ordinary display. Plenty of people will declare that such and such a book looks interesting from merely glancing at it, simply because it is full of conversational matter and broken lines. Take the hint and make your advertisement look interesting by introducing a sufficiency of open space. Ample white space top and bottom of an advertisement is a great help sometimes.

Troll your readers along from one short paragraph to another. There are various ways of doing it. One way is to set the several paragraphs of the same advertisement in different "measures" or lengths of line. A sudden change agreeable and effective. The firm name set extremely small is a useful variation.

Advertise one thing at a time. Make a distinct impression. Don't catalogue your wares. The man who read the Dictionary through complained that he couldn't remember much about it. A good many advertisements are similarly confusing.

Be versatile. Don't run in a rut. Don't try to. True, there are dealers who have adopted and popularized some odd forms of advertising, but for most of us variety is better. Mannerisms soon wear out—even in "experts." The moon would be less interesting were it always at the full.

The merchant who gives to his advertising the study and scrutiny that he does to other branches of his business will plan it broadly, systematize it carefully, and make a definite annual appropriation for its needs.

Then neither carelessness nor personal vanity will be allowed to get in the way.

Established 1845

1 and 2-lb. Tins.

Established 1845

COFFEE

S. H. & A. S. E. MOCHA AND JAVA COFFEE, put up in 1 and 2-lb. tins (as cut) possesses a peculiarly rich aromatic flavor. It is something RICHER, BETTER than the others, hard to define, but easily distinguished by a trial. NOT CHEAPER, BUT BETTER. If you have, or want to gain, a good class of customers whom it is difficult to satisfy with coffee, give them **S. H. & A. S. EWING'S,** and watch results. PURITY, QUALITY AND UNIFORMITY GUARANTEED.

SPICES

S. H. & A. S. EWING'S HIGH-GRADE SPICES have stood as a standard of the BEST for over half a century. Why handle inferior goods when you can get **S. H. & A. S. EWING'S** at the same figures. QUALITY FIRST.

S. H. & A. S. EWING,

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q

TRADE-WINNERS

Golden Eagle Blend Coffee

Ask the grocers who are handling it.

Lees & Langley's Worcestershire Sauce

The most perfect relish ever placed on the Canadian market.

Sole Proprietors

AMERICAN COFFEE & SPICE COMPANY.

LEES & LANGLEY, TORONTO.

"It pays to handle the **RIGHT** goods."

Send for sample packets for free distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited, Toronto, Canada. **Telephone, 1618 Main.**

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form –50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE DOMINION EXHIBITION.

THE Dominion Exhibition, at Toronto, the dates for which are August 27 to September 12, and which will be officially opened August 29, promises to excel anything heretofore attempted. The new buildings will all be in readiness and the aid extended by the Dominion Government, being especially applied to increasing the prize money and helping to pay the freight on exhibits from a distance, paying the whole freight on exhibits west of Port Arthur and east of Montreal, should have the effect of bringing out a very representative exhibition of the products of Canada. The exhibit of horses promises to be decidedly strong, as the Dominion Government have set aside a part of their appropriation particularly to be used as special prizes for the encouragement of horse breeding. Indeed there never were so many special prizes given at an exhibition in Toronto before. One of the most interesting features will be the process section in the new Manufactures and Liberal Arts Building where twenty-seven different processes of manufacture will be shown in active operation. All these manufactures will include the very latest inventions in the different lines and on that account will be of the greatest interest. A few of the processes that will be on view are: Printing vast numbers of tickets by multiple press, bookbinding, and box making, all by the same firm; spectacle making, diamond cutting, glass blowing, die sinking, boot and shoe making, umbrella making, paint mixing, the manufacture of cotton and canvas bags, cotton spinning, elastic stocking making, chain making, electric-light-bulb blowing, button making, binder twine making, electric welding, needle and pin making, flax spinning, soap making, metal spinning, carpet weaving, cloth making, broom making, and a variety of others, including the process of photogravure. These processes will be in constant operation and are expected to lend greatly to the attraction of the building.

Of unique interest will be the exhibit of the presents received by her late Majesty the Queen, on the occasion of the jubilee, which the King has been graciously pleased to place at the disposal of the directors.

The Exhibition days have been apportioned as follows: Thursday, Aug. 27, and Friday, Aug. 28, preparation days; Saturday, Aug. 29, Official Opening Day; Monday, Aug. 31, School Children's Day; Tuesday, Sept. 1, Press Day; Wednesday, Sept. 2, Manufacturers' Day; Thursday, Sept. 3, Canadian Day; Friday, Sept. 4, Empire and Pioneers' Day; Saturday, Sept. 5, Commercial Travellers' Day; Monday, Sept. 7, Labor Day; Tuesday, Sept. 8, Farmers' Day; Wednesday, Sep. 9, Stockbreeders' and Fruit Growers' Day; Thursday, Sept. 10, American Visitors' Day; Friday, Sept. 11, Society Day; Saturday, Sept. 12, Citizens' and Review Day. It will be noticed that the Exhibition will be in full swing from 9 a.m. Saturday, Aug. 29, to 10 p.m. Saturday, Sept. 12, Monday, Sept. 14, being moving day.

MONTREAL BAKERS' AND BREAD DRIVERS' PICNIC.

LIKE their friends the grocers, the master bakers and bread drivers of Montreal took a day off Wednesday, August 5, and celebrated their emancipation from long hours, by excurting to Highgate Springs in the Green Mountain State. Despite the unfavorable weather prevailing, they and their friends turned out in goodly numbers and enjoyed themselves right royally, and, in the words of Byron, "everything went merry as a marriage bell" not one regrettable feature marring the day's pleasure. One of the most active of the Committee of Arrangements was Mr. Fred Stevens and he seemed to be ubiquitous and as busy as the proverbial bee, and despite the rain kept the interest and enthusiasm up to concert pitch. The various games and sports were carried through. The list of winners is as under:

Putting 16-lb. shot, open—1, M. Doo'an, 35 ft. 9 in.; 2, P. Elliott, 33 ft.; 3, T. McBride, 31 ft.

Throwing 56-lb. weight—1, T. McBride, 29 ft. 3 in.; 2, M. Doolan, 26 ft. 11 in.; 3, P. Elliott, 18 ft. 3 in.

Boys' race, under 12 years, 100 yards—1, A. Withell; 2, J. Paradis; 3, J. Parker.

Girls' race, under 12 years, 75 yards—1, I. Tetters; 2, C. Haigh; 3, F. Haye; 4, L Hout.

Young ladies' egg and spoon race, 75 yards—1, Miss Geeves; 2, Miss A. Fletcher; 3, Miss Wilkin; 4, Miss Fletcher.

Boys' race, under 16 years, 100 yards—1, K. Clarke; 2, A. Gervais; 3, C. Daoust; 4, W. Martin.

Bread and cake drivers, over 30 years—1, W. Greigg; 2, T. Thomson; 3, J. Lonergan; 4, R. Fletcher.

Married ladies' race, 100 yards—1, Mrs. Bain; 2, Mrs. Hawkins; 3, Mrs. Gamble; 4, Mrs. Greigg.

100 yards, amateur, open—1, F. Philips; 2, T. McBride; 3, A. G. Tuggey.

Bread and cake drivers, under 30 years—1, E. P. Lalonde; 2, J. McConomy; 3, E. McCoy; 4, M. Laporte.

Bread and cake drivers' wives, 75 yards—1, Mrs. Bain; 2, Mrs. Hawkins; 3, Mrs. Corus; 4, Mrs. Gamble; 5, Mrs. Quinn.

Bakers and confectioners—1, F. Philips; 2, J. Dagenais; 3, A. McConomy.

Master bakers, 100 yards—1, R. G. Auld; 2, L. Brouillet; 3, N. Lalonde; 4, J. Brouillet; 5, M. Lonergan; 6, M. Dagenais; 7, O. Strachan.

Pipe race, 200 yards, open—1, M. Hindson; 2, A. Adams; 3, T. McBride; 4, A. Daniel.

Bread and cake drivers, over 40 years, 100 yards—1, L. Brouillet; 2, M. Hindson; 3. J. Liddell, 4, N. Lalonde.

Hop, step and jump, open—1, F. Philips, 38 ft. 11 in.; 2, J. Damant, 38 ft. 3 in.; 3, M. Doolan 37 ft. 6 in.; 4, T. McBride, 36 ft. 5 in.

Boot race, open, 120 yards—1, W. McConomy; 2, J. Damant; 3, A. Adams; 4, E. P. Lalonde.

Three-legged race, open, 150 yards—1, T. McBride and F. Philips; 2, W. McConomy and Renne; 3, H. G. Tuggey and A. Adams; 4, E. Laniel and E. P. Lalonde.

Special ladies' race, prize given by Eagle Baking Powder Co.—1, Mrs. Bain; 2, Mrs. Adams; 3, Miss Quinn.

Ex-bread drivers—1, W. J. Damant; 2, J. Cassidy; 3, C. Reynolds.

Fishing contest, open—1, J. Furlong, 12 lbs. of fish; 2, A. Adams, 9 lbs; 3, J. Goyer, 8 lbs.

Quoits—1, J. N. A. Rice; 2, W. Halzel.

Prize waltz—Won by Mr. Wright and Miss Ferguson.

Consolidation race—1, C. Damant; 2, V. Damant; 3, W. J. Brown.

Beans in bottle guess—Won by Mrs. Samson after three ties.

Best bouquet—1, Mrs. Quinn; 2, Miss Bromley; 3, Miss Hayes.

PRICES OF A CENTURY AGO.

Mr. Alderman Euerby, of St. Mary's Butts, has in his possession some invoices, dated nearly a century ago, of groceries and provisions which are of exceptional interest at the present time, says London, Eng., Grocery. One set of invoices is for goods supplied by Mr. John Burgis, a wholesale grocer, at that date occupying the premises now belonging to Messrs. Baylis & Co., Broad street and St. Mary's Butts, to a Mr. Shuttle, who occupied a shop now in the possession of Mr. Alderman Euerby. The prices given are wholesale: Tallow candles, 14s. per doz. (at present retailed at from 5d. to 6d. per doz.); currants, 11s. 6d. per doz. lb. (now retailed at from 2½d. to 5d. per lb.); sugar, 112s. per cwt., or 1s. per lb. (retailed at the present time at 1½d. to 2½d. per lb.); bacon at 126s. per cwt. (sold now at from 6d. to 10d. per lb.); tea 7s. 4d. per lb. (to be obtained now at 1s. to 2s. per lb.). Another invoice was for salt, supplied by Mr. Edward Law, the Seven Bridges, Reading, to Mr. Shuttle, charged at 18s. per bushel, wholesale, a commodity which can now be bought retail at 8d. per bushel. The wages of the ordinary laborer at that time amounted to about 7s. per week, and the period was, of course, that of the Napoleonic wars.

A NEW CALIFORNIA PRODUCT.

A new California product is to be placed on the market, that of lemon juice in its pure state. For some time a well-known California packer has been endeavoring to devise a process by which the juice could be preserved in a pure and unadulterated form, and he has succeeded at last. He will now put out the product on a large scale. No preservatives or adulterations of any kind are used in the process. The juice will be put up in bottles of 4, 8, and 16 ounce sizes and packed two dozen bottles to the case for shipment to the East, where it will be sold to retailers in sections where lemons are difficult to secure.

The average annual production of olive oil in Spain during the past decade was 56,839,000 gallons.

It's Durability That Counts

in wrapping paper. Our brown and manilla wrapping papers are deservedly winning approbation from all who use them. They assure the safety of your parcel.

Full Count. **Full Weight.**

MADE IN CANADA

Canada Paper Co., Limited

TORONTO **MONTREAL.**

COWAN'S

Perfection Cocoa (Maple Leaf Label) **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

BERLIN BRUSH CO.

WATERLOO.

Manufacturers of

Fine Whisks, Brooms, and Brushes

We want your trade and if your name is not on our travellers, list, let us know and we will send our quotations or have a man call at earliest opportunity.

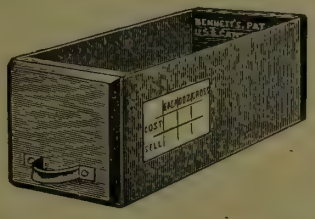
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware, Grocery, Seed and Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS'

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

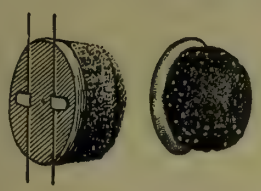
"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

BROCK'S BIRD SEED

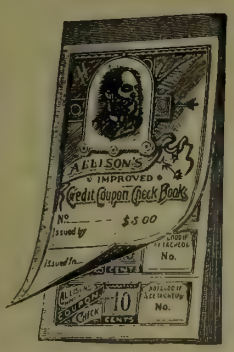


"It's all right."
For You
For
The Bird.

NICHOLSON & BROCK, TORONTO.

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book —errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,

Indianapolis, Indiana.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

For over a Century and a Half.

KEEN'S MUSTARD

has been on the market since **1742.**

Its trade has been increasing ever since this time.

Looks as if it must have stability.

Its stability has been built up on its quality.

Leading grocers all sell it.

Current Market Quotations for Proprietary Articles

August 13, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

	Per doz.
Cook's Friend —	
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond —	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25

OCEAN MILLS.

	Per doz.
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 35
" " " B, 4 "	3 95
" " " C, 3 "	3 70
" " " D, 3 "	3 50
" " " F, 3 "	3 20
" " " G, 3 "	2 95
" " " I, 3 "	2 60

CANADIAN BROOM CO.

	Doz.	Net.
Warehouse, 4 strands		$3 15
Special, 4 "		3 15
Crown, 4 "		2 75
Maple Leaf, 4 "		2 40
Electric, 4 "		2 25
Queen, 3 "		1 90
Crescent, 2 "		1 60

Biscuits.

CARR & CO., LIMITED
Frank Magor & Co., Agents.

Cafe Noir	$0 15
Ensign	0 12½
Metropolitan, mixed	0 09

Canned Goods

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland 9 50	10 00
½ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80
Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 80
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.
Frank Magor & Co., Agents.

	Per
Cocoa essence, 3-oz. packages	$1 65
Mexican Chocolate, ¼ and ½-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb tins	0 35½

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

—from the Atlantic to the Pacific,
—from Sydney to the Klondike,

EDWARDSBURGH
OR
BENSON'S
STARCH

is recognized
as **Canada's** Most Perfect **Starch.**

Always Satisfactory.

The EDWARDSBURGH STARCH CO'Y, Limited
ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Cocoanut.

L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
½ and ¼-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 l b. net) 5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-l'. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS.	Per doz
Frank Magor & Co., Agents.	
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

RECKITT'S BLUE and BLACK LEAD
Always give your Customers Satisfaction

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
"Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	0 09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. , cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH.

Cases, 64 packages, 48's	5 00
½-Cases, 32 packages, 24's	2 50
Packages 10c. each.	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06¾
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

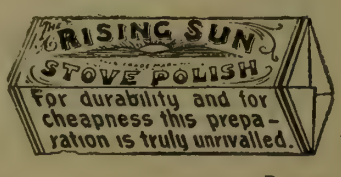
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	
" " 30 1-lb. }	0 35
" " 120 ½-lb	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25
Packed same as blacks.		

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
" IV 80-lb. "	0 34
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 26
" XXXX 30-lb. "	0 27½
" XXX 80-lb. "	0 23½
" XXX 30-lb. "	0 24½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30
Black Teas—"Nectar" in lead packets—	
Green Label, retails	0 26 at 0 20
Chocolate Label, "	0 35 at 0 25
Blue Label, "	0 50 at 0 36
Maroon Label, "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50
"Condor" Ceylon black tea in lead packets—	
Green Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases, retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 60 at 0 40
Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1, per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

	Per lb
No. 1, cases 50 lb., (50 ½-lb. packages. (25 1-lb. "	$0 35 0 34
No. 1, cases 50 lb., in 5-lb. tins	0 35
No. 2, cases 50 lb., (50 ½-lb. packages. (25 1-lb. "	0 29 0 28
No. 1, cases 50 lb., in 5-lb. tins	0 29
No. 3, cases 50 lb., (50 ½-lb. packages. (25 1-lb. "	0 23 0 22
No. 3, cases 50 lb., in 5-lb. tins	0 23
Green Ceylon, No. 1, (50 ½-lb. packages (25 1-lb. "	0 35 0 34
Green Ceylon, No. 2, (50 ½-lb. packages (25 1-lb. "	0 29 0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, ½ oz	0 38
" Bobs, 5s. and 10s	0 39
" " 11½ oz. bars, 5½s	0 39
" Currency, 13½ oz. bars, 11s.	0 42
" " 6s. and 11's	0 42
" Old Fox, narrow, 11s	0 42
" Snowshoe, 1 lb. bars, sp'c'd 6s	0 46
" Pay Roll, 6s	0 47
" Fair Play, 7s. and 12s	0 48

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20
Special prices to buyers of large quantities.	
JOHN HOPE & CO., Montreal.	
Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Sld. Bk. Globe	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 75
" " 1	8 60
" " 2	7 50
" " 3	6 45
Pails, No. 1, 2 hoops	1 77
" " 3	1 93

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

Instant Powdered

This is put up in packets, making one quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

The Standard Gelatine of the World

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and Toronto.

ARE YOU USING OUR

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

MERCHANTS

Do you use Scales? Why do you use them? Do you not **depend upon your Scales for the profit** you make between buying and selling price?

The **Toledo Automatic Springless** Computing **Scales** will **increase** your **profits**, as they **absolutely** stop the necessity of giving down or **over weight**, and are absolutely the only fully legalized Scale that will make your **bulk** packages **hold out weight.**

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The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
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MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co. HALIFAX, N.S. ESTABLISHED 1844.
IS THE BEST.

For Sale Everywhere.

—:o:—

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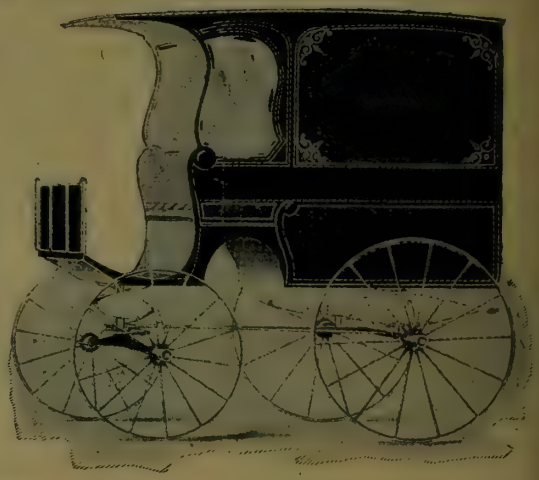
MOTT'S.

James Ewart

MANUFACTURER OF

High-Grade Delivery

WAGONS



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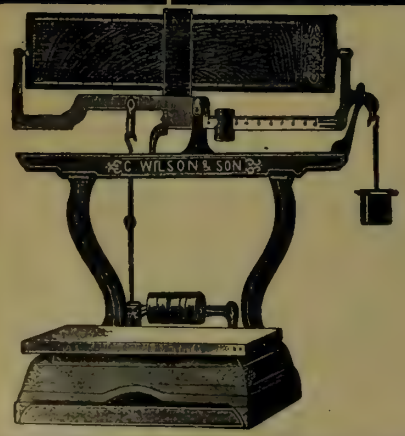

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C. WILSON & SON, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, - - TORONTO.

LIPTON'S TEAS

Have the largest sale in the world.
Direct from our own gardens.

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

WRITE TO THE AGENTS—

Laporte, Martin & Cie., - - - Montreal.

Saving Pennies

This is one of the first things a careful parent teaches a child.

Why not give your clerks a post-graduate course in this same lesson?

KEEP IT EVER BEFORE THEM.

They can make your business blossom like a rose

A DAYTON MONEYWEIGHT SCALE

does all this more effectually than anything else.

Ask Dept. M for catalogue.

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.

It's getting warmer.
There will be much

Lime Fruit Juice
Lime Juice Cordial
and
Raspberry Vinegar

consumed and enjoyed this summer. Stock up with these goods and get the benefit of the increased trade.

The **T. A. LYTLE COMPANY, Limited**

124-128 Richmond St. West, TORONTO.

CATCHY	FETCHY

ADS

One Cent Each

THE grocer who possesses a copy of **"100 Good Ads. for a Grocery Store"** has no trouble preparing good, sensible, result-producing ads.

The ads. therein contained are suitable for use by any grocer anywhere—can be used as they are—and suggest as many more bright thoughts for ads.

A lot of short, crisp sayings for the headings and showcards are included, together with an introductory talk on the how, when and where of grocery advertising.

A dollar bill brings a copy to your address, postage paid.

MacLean Publishing Company, Toronto

Chinaware

Open stock patterns in

Finest Quality German
and
Haviland French

"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, . . . TORONTO.
MONTREAL, 301 St. James St.,

—What is it that makes
—**JAPAN TEAS** so popular ?

The question is easily answered :—

—there is no tea on earth that is
—so **delicious,** so **healthful,**
—so **pure** and so thoroughly
—**invigorating as**

JAPAN TEA

THERE IS

NO PURER SUGAR

THAN

CRYSTAL GRANULATED

MANUFACTURED BY

The Wallaceburg Sugar Co., LIMITED

WALLACEBURG, ONT.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

The Late
Philip D. Armour
said:

"There is nothing else on earth so annoying as procrastination in decisions."

And P. D. knew what he was talking about. Don't procrastinate — stock up with a good assortment of TEA ROSE DRIPS. It sells well.

ROSE & LAFLAMME, Agents,
MONTREAL.

"Nonpareil Jellies."

Old John Graham said, in his "Letters from a Self-Made Merchant to His Son":

"It's the quality of the goods inside the package which tells, when they once get into the kitchen and up to the cook."

And it's the quality of the goods inside every NONPAREIL JELLY Package which convinces the consumer.

ROSE & LAFLAMME, Agents,
MONTREAL.

Ceylon Green Tea

A
Comparison
of
Ceylon GREEN Tea
with
Other Green Teas
will convince you
that they are
Incomparable

Ceylon Black Tea

Ceylon BLACK Tea
is
Second
to
NONE.

There's no doubt about it

Our packs this season will be the very "pick of condition."

If you want to lead your trade,
secure your stock at once.

British Columbia Salmon

Four Ready Sellers—"Maple Leaf," "Lowe Inlet," "Golden Net," "Empress."

The British Columbia Packers' Association,

VANCOUVER, B. C.

MR. GROCER!

Figure: How many ***packages*** do you handle in a year each of Jam, Jellies, Starch, Tea, Coffee, Syrup, etc.? If you could save one cent on each of those packages, how much would you increase your Bank Account?

You can make this saving.

THE

PERFECTION

CANISTER

will help you do it. Look it up!

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

RECEPTION WAFERS

In one pound tins. A very attractive package.
Something nice for Teas, etc.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. *King and Bathurst Streets, TORONTO.*

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

FRICTION

A certain amount of friction is required to put a polish on your stove, but you will avoid friction with your customers if you give them

JAMES' DOME LEAD?

W. G. A. LAMBE & CO., Canadian Agents.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

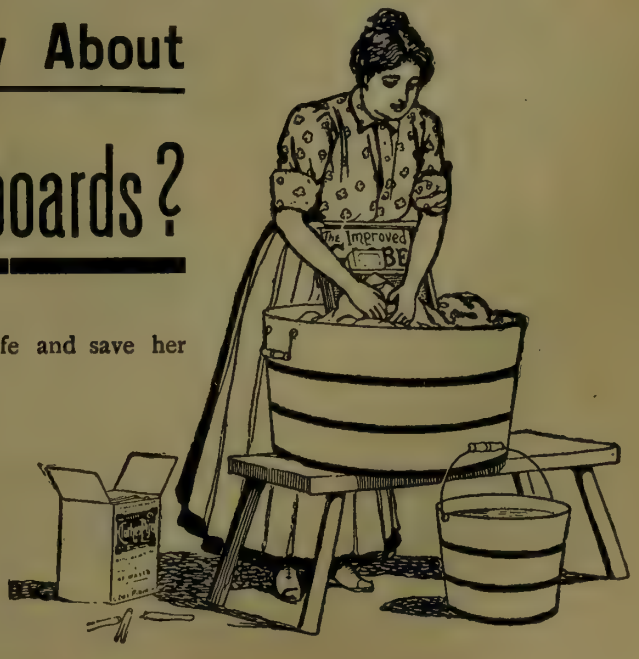
ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

Talk of Good Things, How About

Cane's Newmarket Washboards?



They administer to the help and comfort of the housewife and save her pocketbook—easy sellers because they are worthy all through.

Leader Globe, thin back, light zinc.
Improved Globe, thin back, heavy zinc.
Standard Globe, thick back.
Solid Globe, solid one piece back, heavy zinc.
Jubilee, perforated zinc, oval face.
Diamond King Glass.

—ALL MADE WITH IMPROVED TOPS
—WRITE FOR SPECIAL QUOTATIONS

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: Toronto.

LONDON WAREHOUSE:
71 Dundas St.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

IT'S A FACT.

PROVE IT.

AURORA CEYLON JAPAN

You make a good profit retailing this Tea at **25 cents.**
You can please your customers just as well and sell it at **40 cents.**
The liquoring quality is that of a **50-cent Tea.**

ASK OUR TRAVELLERS ABOUT IT. ORDER A SAMPLE PACKAGE.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

Wood's Primrose Ceylon Tea

THE CORRECT THING FOR ICED TEA.

A RELIABLE FRIEND

is a great boon to a man. Every active grocer has a strong craving for something **reliable** in each department of his business—something he **knows** will satisfy his customers, both in quality and price—something, in short, to be depended upon.

Now, in our line of **WOOD'S PRIMROSE TEAS** you have your ideal of a "reliable friend" in Package Teas. The very thing you crave. They are labor-saving, attractive in style and profitable to handle. Packed in air-tight canisters, half-pound, full weight. Quality and quantity both guaranteed under trade-mark seal.

THOMAS WOOD & CO., 428 St. Paul St., MONTREAL.

GROCERS' WHOLESALE CO. Limited
UNITY AND QUALITY
HAMILTON.

REGISTERED.
Trade Mark.

Salmon to arrive,

"Unity and Quality."

None better packed.

GROCERS' WHOLESALE COMPANY, Limited
HAMILTON.

Correspondence Solicited.

CANADA BROKERAGE CO., Limited

F. W. HUDSON, President.
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'Phone Main 2282.
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48 WELLINGTON ST. EAST,

TORONTO.

General Agents and Wholesale Dealers in Fancy and Staple Groceries.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

MONDAY is usually an easy-going day in Parliament. A large number of members go home for Sunday, and these keep dribbling back by the various trains up to those arriving quite late at night. As a consequence, it is very unusual for committees to sit in the morning, and no man thinks of making what he considers an important speech on that day because of lack of a sufficient audience. Monday of this week was, however, an exception to the rule. Whether or not the fact that this was the hundredth working day of the session had anything to do with it or not, it is impossible to say, but it would not be unreasonable to suppose that if that fact dawned upon the minds of the members it might reasonably occur to them that it was high time to be up and doing if they wished to eat their Thanksgiving turkey at home with the session concluded. At any rate a good deal of work was done, and two very important measures were finally disposed of by the Commons, to wit: the Grand Trunk Pacific Bill and the Railway Commission Bill. As to the last, we fancy no such lengthy piece of legislation has passed through Parliament since Sir John Thompson codified the criminal law, and legal practitioners will heave a sigh of relief when they take down the statutes to advise with regard to railway law and find the same "all in one spot," instead of having to dodge through numerous volumes as heretofore, with the danger of missing the right one.

* * *

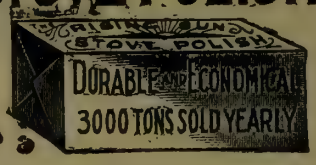
In the last stages of the bill Mr. Maclean introduced an amendment to the effect that all passenger rates should be two cents a mile hereafter. In the course of his speech he brought out two or three things which were decidedly useful pieces of information. He declared that American railways passing through Canadian territory actually charged their American travellers only two cents a mile while passing over our land, while the Canadian sitting in the seat beside them was charged three cents per mile. This, to a Canadian, is very jarring news, just as to an American the reverse would be. In this world what men crave is equality of treatment, and in this respect human nature seems to be just about what it was two thousand years ago. When he who hired his men for a penny a day gave the same wage to him who was hired at the eleventh hour, there was danger of a strike among his old employes. His answer to these men was absolutely logical—did I not hire you for a penny a day? You are getting your wage, and as for this other man, this new comer, who it is true has not borne the labor and heat of the day, what of his pay, cannot I do what I will with mine own? Yes, they were answered, these men of old, answered, but not satisfied. If we were buying guineas at 18 shillings each our enjoyment would at once be clouded by the news that some other man was buying them for fifteen — equality is what we want, never mind the reasoning. Then again, Mr. Maclean proved that in certain well-travelled parts of Canada, more than three cents a mile is being charged, for example from Cobourg to Toronto, and from Ottawa to Gracefield. These are excessive rates which must and will be corrected by the Railway Commission at a later date, we have no doubt.

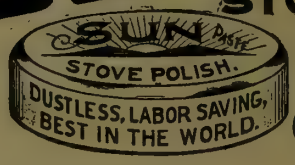
* * *

Mr. Chas. B. Heyd, in replying to Mr. Maclean, found some holes in his armor. He pointed out that the much vaunted two-cent rate in Michigan applied only to roads earning three thousand dollars a mile, and that on this basis the Canada Southern Railroad only would be subject to a lowering of the fares. The Premier agreed with Mr. Maclean in several points made by him, but pointed out that there must be elasticity in matters of this kind. It might be possible to impose a two-cent rate in certain parts of the country where traffic was heavy; it would be impossible to do so in most cases, our distances being great, and our population scattered over wide areas. This being the case, it is impossible for Parliament at this late date, even through the agency of its railway committee, to collect the necessary evidence to formulate a comprehensive scheme, and as the Railway Commission Bill under section 257 gives the commissioners power to deal with all such questions, he thought it best to leave the matter in the hands of that commission. He could not agree, therefore, to accept the amendment of the member for East York, though agreeing with him that there were grievances requiring a remedy, and which would be remedied when the commission began its sittings. In spite of the Premier's explanation Mr. Maclean pressed his amendment to a vote. It then became a question of want of confidence in the Government and not a question as to who favored and who did not favor a two-cent rate, though to those unacquainted with parliamentary procedure this might seem to be the case. As a matter of fact a member of Parliament is, selfishly, almost as much interested in a low rate as is any other person. True, he himself rides on a pass so long as he remains a member, but how long he will so remain is the height of uncertainty. Moreover, his pass does not extend to his family, for whom he has quite properly to pay. No, we would all like low rates, whether members or not members, but when the Leader of the Government takes a stand, and his opponents challenge him to a vote upon it there is only one thing under the party system for his followers to do—support him, for if they do not and his contention be defeated, his Government has been defeated, and the confidence of the majority on which his power constitutionally rests is gone. We take time to explain this fully because nothing is of more interest in the field of smaller affairs than this question of low passenger rates; it is one the people will read about, and it is not fair that those who voted to support the Government should be credited with having voted against cheap fares. The explanation is all the more necessary because The Toronto World of the 11th contains in large type, on the front page, the following legend: "By a vote of 45 to 34 Commons declare against cheap railway fares in Canada." The Commons declared nothing of the kind. The facts, as we have endeavored to show them above, are that the Premier declared that the railway commission was the proper body to deal with the question, and that his view being challenged, his followers chose to continue their confidence in him as a leader. A man so well versed as is Mr. Maclean in parliamentary procedure, must surely know this,

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

and it is a pity that the paper which he owns and controls with ability should be guilty of so false a suggestion. It leaves Mr. Maclean open to the charge made against him in this very debate on the floor of Parliament, that he is more anxious for his own popularity and the prosperity of his party than to remedy the grievances upon which he talks with energy and force.

* * *

Of course the most intense interest has this week centred in the discussion of the Government's transcontinental railway policy, and, while several excellent speeches have been made, the most dramatic was the utterance of Mr. Blair, made on Tuesday last, covering a period of four hours, and given throughout with unfailing vigor, amid the plaudits of his old enemies, and the bitter silence of his old friends.

To discuss his arguments and those of Mr. Charlton, who replied to him with extreme ability, would be impossible in a dozen letters such as this one, besides which, the political press of Canada will thresh the matter out for six months to come, while from every schoolhouse platform and from the dais of every town hall throughout the length and breadth of Canada will come the criticism, yes, and not infrequently, the downright burning eloquence, of the stumper, if what we hear about an approaching election be true.

In his earlier speech, made on the occasion of the Premier's explanation of "ministerial changes," Mr. Blair showed a quiet dignity that gained for him the respect of the House. Not one hard word had he to say of any of his colleagues, while his references to his old leader were full of kindliness and sympathy. His effort of Tuesday, therefore, came as a complete surprise to all, at least to the uninitiated, for it was in parts extremely bitter; in fact, as one member expressed it, had it come from the fighting leader of an aggressive Opposition it could not have been uttered with more intensity

To give the most marked example of what we are trying to express, Mr. Blair, early in his remarks, after quoting from the speech of Sir Wilfrid, in that part of it which urged early construction, said, "What does the right honorable gentleman mean when he says 'We cannot wait because time does not wait?' I think Mr. Speaker, and I say it with all respect to my right honorable friend, that it would have been as correct, if not so poetic, for him to have said: 'We cannot wait because Senator Cox cannot wait.'" Naturally this utterance was met by a storm of cheers and laughter from the Opposition, but the close observer could see black looks on the faces of the Liberals, and friendships formed through long years of hard political fighting in the same political force, melted in a moment under the slur put upon the leader they loved. This is, indeed, the sad part of such scenes as these—the severing of old ties, the creation of new and life-long hatreds.

* * *

Another example of Mr. Blair's straight fighting against his former leader is contained in the biting, though clever, sarcasm with which he treated Sir Wilfrid's reference to the impression made upon him by a visit made in company with Mr. Booth to what is now Depot Harbor, when the Canada Atlantic was in course of construction. Sir Wilfrid described the barren houseless shore to which Mr. Booth pointed as the future terminus of his road.

"But where will you get the traffic with which to feed the line," asked the Premier.

"I must create it," said Mr. Booth, "I must draw it from Chicago and Fort William and Port Arthur; I may even have to buy wheat here to make freight for my road,"

The prospect of the building of elevators, the running of a steamship line, the entry into the grain market, etc., forced Sir Wilfrid to the conclusion that Government ownership was out of the question for years to come.

In dealing with this paragraph, the outline of which we have endeavored to give, Mr. Blair said, "I regret, I am sure, as much as any man can, that unfortunate visit which the right honorable gentleman paid to Depot Harbor, on the occasion which he mentioned in his speech. It left an ineradicable impression upon his mind, fatal to all ideas of Government ownership; fatal to any ideas of progress in that direction. It is enormously regrettable, because that impression cannot be removed. No amount of argument, no amount of reason, no amount of experience could possibly lift from my honorable friend's mind the load of conviction that was brought to him by the visit on the occasion referred to. I know that some former colleagues of mine were not a bit more friendly to Government ownership than he was; whether it was owing to a visit to Depot Harbor I am not at all clear, but I am not yet content to accept that explanation as to their attitude upon the question of Government ownership." Now this is undoubtedly a good example of parliamentary sarcasm,—subtle, ingenious; but, from the politician's standpoint, was it good judgment? Mr. Blair had taken the position that he left the Cabinet because he could not adopt the views of his colleagues on the railway question. He stood before the country as a man who had given up a position of great power and some financial worth for the sake of a conviction. He strengthened this opinion by the extreme moderation of his earlier utterances, and then he weakens it all by a show of temper and bitterness which leads his opponents, men quick to see an opening, to remark, as we have heard them say already, "Is this Blair, the high-minded statesman? Is it not more Blair the angry; Blair the man who unable to impose his will upon his leader and his colleagues has left the Cabinet embittered, and determined to attack not the policy alone, as at first he indicated, but the men who promulgated it to the extent of personal attack? Be this as it may, his speech will rank as a great one, and will undoubtedly furnish the Opposition with great ammunition both for discussion in the House and for speeches on the stump at the next election, be that far or near.

Indian and Ceylon Teas

BLACK or GREEN. We are

HEADQUARTERS.

Sold from warehouse or "to arrive," from actual sample.

Lucas, Steele & Bristol, - Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Ready for the Spice Season.

For this trade you will require the best of Pure Spices. Mail your orders to us and we will see that you get the very best of goods at lowest possible prices.

A SNAP—A GOOD MIXED WHOLE SPICE, 12½C.

Support Canadian Goods by selling

JERSEY PURE MUSTARD, ¼-lb. Tins, 40c. ½-lb. Tins, 38c.

WE GUARANTEE JERSEY MUSTARD TO BE THE FINEST MUSTARD IN THE WORLD.

Standard Spice Co., - Hamilton.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

To Our Friends In

New Ontario, Manitoba and Saskatoon.

We beg to advise that Mr. H. E. Toms will be leaving here in our interests about first of September for your country, calling on you as early as possible in that month and for him we bespeak your kind attention.

Mr. Toms will have some grand values to offer and samples of latest novelties in groceries.

JAMES TURNER & CO., Wholesale Grocers, Hamilton.

Write, Wire or Phone Us at Our Expense.

THOS. KINNEAR & CO.,

Wholesale Grocers,

Prompt Shippers

49 Front Street E.,

TORONTO

OUR JARS AND LABELS ARE BEING IMITATED

WHEN MAN LOOKETH ON THE OUTWARD APPEARANCE ONLY HE IS OFTEN TAKEN IN. OTHER PRODUCTS ARE MADE TO LOOK LIKE **IMPERIAL**, BUT THERE IS ONLY ONE

MacLaren's Imperial Cheese

MacLaren's Roquefort

NO WASTE. NO SHRINKAGE. CONVENIENT AND ECONOMICAL. NEVER BECOMES HARD OR DRY

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,

Manufacturers and Agents,
TORONTO.

NEW YORK GROCERS' CONVENTION.

The annual convention of the retail grocers of New York State was held at Niagara Falls last week and attracted a very large and influential attendance.

In the absence of the president, Mr. Edward Hanson, of Brooklyn, occupied the chair, and Mr. J. Frank Wilkins officiated as secretary.

The trading stamp nuisance was pretty thoroughly ventilated and the subject was referred to a committee empowered to seek legislative action. Several other grievances were discussed by the convention, the recognition of the semi-jobber by the manufacturer to the serious disadvantage of the straight retailer being severely criticised. Papers of great interest to the trade were read and several instructive addresses delivered by leading members of the convention, and the able and interesting report of Mr. Fred Mason, the secretary of the National Association, was received with much approval.

The convention was held in the Association Hall connected with the magnificent factory of the Natural Food Company, and the kindness and courtesy shown by Mr. E. F. Olmsted, a prominent official of that institution, was very much appreciated by the delegates present.

GRADES OF SALMON.

A correspondent writes : Consumers should have some protection in buying canned salmon. Packers should be compelled to name grade on label. At present it is impossible for the consumer to tell within 100 per cent. the value of the salmon he buys.

TRADE NOTES.

One of the handsomest warehouses built in St. John, N.B., for many years is the new home of "Red Rose" tea. Mr. Estabrooks expects to get into his new quarters next month.

BUSINESS PROSPECTS IN WINNIPEG.

L. H. Gordon, of the firm of Cameron, Gordon & Co., wholesale commission agents, Winnipeg, is visiting all the large eastern towns with a view to expanding and benefiting his firm. He expects to visit St. Paul, Chicago, New York, Montreal, Toronto, Ottawa and many other towns in his tour, in all of which places his firm has large business connections, and he will be glad to receive correspondence from houses who wish to be represented in Winnipeg and Western Canada, and any letters addressed to him in care of CANADIAN GROCER, Toronto, will reach him. Mr. Gordon reports business in Winnipeg as being unusually brisk for this period of the year, and his firm are getting into shape quickly in their new extensive warehouse on McDermot avenue, where they expect to hold an unusually heavy stock of all their lines for the approaching Fall trade.

YOU KNOW **WHAT** YOU ARE HANDLING WHEN YOU HAVE A STOCK OF

UPTON'S

JAMS, JELLIES AND MARMALADE.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

CALIFORNIA OLIVES.

Speaking of the olives now being raised in California a grocer says :

"They are perfectly clean and shine as though they had been polished. The ripe olives used for oil are dark in color, some of them running into the deep purple black, while others are more like chocolate in color. The grinding machine is a special machine that crushes the olives into pulp. The crushed olives go directly to the hydraulic presses. The oil and the water of the olives flow out of the press together, but the oil quickly rises and is transferred to settling tanks. All that is left to do is to extract every atom of foreign substances from the oil. During the work the oil is guarded carefully against contamination, either from the vessels with which it comes in contact or from the atmosphere. After the filtering and aging comes the bottling.

"The pure oil is often put on cakes in place of butter, and after being properly peppered and salted is most palatable. The trees live to immense age, some still bearing fruit and are known to be more than a century old."

APPLES HIGH.

Apple buyers are very numerous in Prince Edward County, according to The Picton Times. One buyer told The Times that he knew of cases where orchards have been bought on the basis of $1.50 a barrel. Mr. Hunt, commission merchant at Ottawa, said that buyers would pay $1.50 a barrel before two weeks, and that some buyers were paying on the basis of that now when they bought an orchard. Reports and every indication point to a higher price for apples.

The Salada Tea Co. in their advertisement of this week extend a hearty invitation to all grocers visiting the Dominion Exhibition to visit them. They will be pleased to show all callers through their establishment, which is one of the most modern and up-to-date tea establishments in the world. The warehouse of The Salada Tea Co. is situated at 32 Yonge St.

KETCHUP.

Ketchup takes its name from the Japanese word kit jap, a name generally applied in conjunction with the fruit or vegetable substance forming its base, to a variety of sauces. When an article is merely labelled or described as "ketchup" without a fuller definition, it may ordinarily be considered to be made up artificially, and should be carefully tested. The sorts usually sold by the trade are mushroom, camp, cucumber, oyster, pontac, tomato, walnut, etc., but "mushroom ketchup" appears to be the most popular.

IN STOCK

CHOICEST "MAY PICKINGS"

JAPAN TEAS

Hf-Chests and Cads.

THE DAVIDSON & HAY, LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

About Cheese.

EACH country has its favorite cheese. The Swiss make the Gruyere cheese. It is made of goats' milk, and is full of holes, caused by the gases in fermentation. The typical English cheese is the Cheddar, first made in the English town after which it is named.

Brie is a popular French soft cheese; and Camembert, originating in Normandy, is another. These cheeses are cured in caves, where the temperature never rises above 12 to 14 degrees. They are ready for marketing in May and November. Roquefort, a celebrated French cheese, is made from the mingled milk of goats and sheep that browse on the thyme-clad banks of the Arno. These cheeses are also ripened in caves, but the temperature is kept at 40 degrees.

Akin to the Roquefort cheese is that called Gorgonzola, made in Italy after similar processes. It is milder than Roquefort, and not quite so good, but it is sold much cheaper. Another Italian cheese, the Parmesan, is very hard, and is usually grated.

Limburger cheese, so beloved by the Germans, originated in Belgium. It is extraordinarily rich, being allowed to ripen to putrefaction, hence its horrifying odor to unaccustomed nostrils. Some persons have a saying, "Gorgonzola is a cheese to swear by, Limburger to swear at!" From Holland come the Edam and the pineapple cheese, both made in cleanly manner and very popular.

Cheese too Large for Boxes.

AT a recent meeting of the Kemptville Cheese Board complaint was made that makers in that section were making cheese too large for the boxes. H. Bissell said: A 12-in. box was the largest that it was possible to get and this would not hold a 94-lb. cheese. Lots had been received in Montreal the previous week with the contents protruding two or three inches over the top of the box. This kind of thing had to be stopped. The boxes were supposed to reach Liverpool in good condition, but if the present practice was continued, they would not even stand the trip to Montreal. "An 80-lb. cheese is lots big enough for any box," said Mr. Bissell. He stated that the boxes were piled nine or ten high on the vessels, and if the cheese was above the top, it would be flattened out by the weight of those on top. Cheese had been passed at Montreal in a condition, a repetition of which would lead to a charge of 15c. per box being made for re-cooperage. "To satisfy a little greed," said Mr. Bissell, in concluding, "a practice is being followed that will cost more in the long run than if the boxes had not been overfilled." Mr. Bissell's statements were seconded by the other buyers, who all spoke strongly in regard to the matter and hoped to see it remedied at once. They had no fault to find with the quality and said that, barring this one thing, the Kemptville cheese was as good as any that came into Montreal.

Central Collecting Point for Butter.

The London Times in a recent article alludes to the unsatisfactory state in which Canadian butter arrives on the British market as compared with that from Australia and New Zealand. It is suggested that a great advantage would accrue to Western Canada if Toronto were made a collecting point from which to despatch butter and cheese to the seaboard. Butter on arriving at Toronto should go straight into a freezing store and not into an ice store.

The shipping companies, it continues, should examine the temperature of butter before shipping and should reject any above a fixed standard, say over 35 degrees Fahrenheit.

Paraffin Wax on Cheese.

Considerable discussion has been caused among British grocers by the act of certain American exporters who cover their cheeses with a thin coating of paraffin as a preservative. It is alleged that this custom adds appreciably to the weight of a consignment, and, by increasing the invoice price and cost of carriage, is seriously detrimental to the importer's profits.

Shipments of Green Cheese.

In discussing imports of colonial produce to Britain, The Times says that if Canadian cheese arrived regularly in more mature condition, free from the heated and biting character, which it sometimes has, the wide difference in value between British and Canadian Cheddar would rapidly diminish, and the Canadian would approximate the prices of the English and the demand would be greater. The practice of shipping Canadian cheese in green condition cannot be too strongly condemned as it seriously impairs the reputation of the Canadian product.

How Canned Meat is Manufactured.

THE manufacture of tinned meats, such as canned corned beef or canned boiled beef, is most interesting, says The Cosmopolitan. The work is carried on with the utmost cleanliness, and the process is one that has in view the retaining of all the good properties of the meat within the walls of the can. When the meat has been cured it receives a slight boiling in water. The solid meat is now ready for the can, which has been previously steamed and thoroughly cleaned. The meat is stuffed into the can, a small portion of soup is added, and the can is hermetically sealed. If the product were then to be placed on the market, only a partially cooked meat would be given, and decomposition would set in almost within the same day. The process, however, does not end with this. These sealed tins are placed in steam cookers and exposed to a temperature sufficient, not only to cook the meat thoroughly, but also to kill every germ that could possibly start decomposition of the product. As soon as the steam has continued sufficiently long, the can is taken from the steam cooker, and, by means of a small steel needle, a hole is punched in the top of the can. This permits all the air to escape, and then, while still hot, this hole is again soldered by the use of a small piece of pure tin. The result of this extremely simple process is that the cooked meat is enclosed in a tin almost absolutely free from air. If the process is carried out correctly, and if the can is free from leaks, meat can be kept indefinitely without the least possibility of deterioration or alteration. A can of meat, when thus prepared, should be as wholesome after ten years as on the day following its manufacture.

Going to Illinois.

Prof. J. W. Hart, superintendent of the dairy school at Kingston, Ont., has resigned to accept a more lucrative position in the State University of Illinois, at Urbana.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We are now prepared to supply to the trade, carefully packed, Beef and Pork products.

Canned Goods,
Barreled Pork,
Barreled Beef,
Smoked Meats,
Hams, Bacon,
Lard, etc., etc.

We also handle Butter, Eggs, Cheese and all kinds of farm produce.

Our "Beech-Nut" Hams and Bacon are delicious.

SEND FOR PRICE LISTS.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

FEARMAN'S

ENGLISH BREAKFAST BACON . . .

has the highest reputation for quality. This is what one of our customers says about it :

"After trying many brands of Smoked Bacon, experience overwhelmingly demonstrates the fact that Fearman's English Cure is superior to any brand cured in Canada."

That is a good testimonial from a good customer. If you have not had our Bacon in your provision store let us have your order, and you will agree that the above endorsement is not undeserved.

F. W. FEARMAN CO., Limited
HAMILTON, ONTARIO.

Mess Pork,
Short Cut Pork,
Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED
PORK PACKERS,
TORONTO, ONT.

The Cheese Boards.

Brockville, Ont., August 13.—At the meeting of the Cheese Board here to day 2,303 boxes were registered, of which 878 boxes were white; balance colored; all sold at 10c.

Kingston, Ont., August 13.—To-day 1,025 boxes were registered, 600 colored: balance white; highest bid 10c.; 210 sold at this figure.

Tweed, Ont., August 13.—To-day 790 boxes were offered; all sold at 10⅛c.

Vankleek Hill, Ont., August 13.—There were 977 white, and 82 colored cheese boarded here to-day; all sold on the board except 143 boxes, which sold on kerb; white sold for 10⅛c.; colored for 10 3-16c. McGregor started bidding at 9½c., it was finally raised by Welsh to 10⅛c., who got, at this figure, 600 boxes; McRae got 334; Weegan bid 10 3-16c. for colored, and got them.

Winchester, Ont., August 13.—To-night 1,359 boxes were registered; 698 colored, balance white; 292 colored and white sold at 10⅛c., and 121 colored and white at 10¼c.

Belleville, August 15.—At the meeting of the Cheese Board, held here to-day, there were registered 3,070 boxes of cheese, 2,850 of which were white, the balance colored. Sales were:—Hodgson, 985; Watkins, 535; Magrath, 335, at 10 3-16c., and Alexander, 320 at 10⅛c.; 10⅛c. offered for balance.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.
C. P. FABIEN,
Merchant and Manufacturer,
3167 to 71 N. Dame St. **Montreal, Can.**
Write for Illustrated Catalogue.

Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,
HAMILTON, ONT.
Headquarters for everything in our line.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.
HAMILTON and WINNIPEG.

Meats and Dairy Provisions.

Dun's Review, New York, for last week, has the following to say of meats and dairy products: Of all the farm products these provisions are the weakest in tone, which is natural in view of the liberal receipts, increasing stocks and moderate demand. Exports of live stock have been fully maintained, but the movement of cured meats does not respond to lower quotations as yet, the official returns for July showing a loss even when compared with the restricted outgo in 1902. Buying for the West Indies does not improve as anticipated. While butter and milk are steady there has been a further sharp rise in fresh eggs which command 26c. for best quality.

Western Hog Movements.

There is not much change in the aggregate movement of hogs, says The Cincinnati Price Current. Total western packing, 355,000, compared with 345,000 the preceding week, and 399,000 two weeks ago. For corresponding time last year the total was 290,000, and two years ago 420,000. From March 1 the total is 9,210,000, against 8,560,000 a year ago, an increase of 650,000. The quality is not uniformly good. Prices have been moderately advanced, prominent markets at the close averaging about $5.50 per cwt., compared with $5.10 a week ago, $5.40 two weeks ago, $6.95 a year ago and $5.80 two years ago.

Provisions in Trinidad.

The Commercial Review, compiled by Gordon, Grant & Co., Port of Spain, Trinidad, speaking of provisions, says: Both pork and beef continue to weaken and are difficult of sale. For heads, loins, ribs, etc., which are in moderate supply, there is a fair demand. Lard and oleomargarine are moving slowly, the latter being affected by extremely low rates at which holders are offering their large stocks of old crop butter.

THE PROVISION MARKETS.

TORONTO.

The provision markets show some rather important changes this week. A shortage of medium hams has caused prices to advance a half cent and a decline in American barrel pork has resulted in a drop of one to two dollars per barrel in mess and short cut. Lard remains firm. We quote:

Long clear bacon, per lb	$0 10	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 12½
Medium hams, per lb	0 14	0 14½
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	19 00	20 00
Short cut, per bbl	21 00	22 00
Shoulder mess pork, per bbl	15 00	16 00
Lard, tierces, per lb	0 9½	0 09¾
" tubs "	0 09¾	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 08½	0 09½
Dressed hogs, light weights, per 100 lb	8 00	8 50
" heavy " "	7 25	7 50
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcases	6 00	7 20
" medium	5 50	6 50
" common	5 00	5 55
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

In provisions market is dull, bacon and hams being slightly firmer. Quotations are:

Heavy Canadian short cut mess pork	$20 50	$21 00
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 14	0 15
Hams, per lb	0 13	0 14

The situation in lard is unchanged. Prices of July 17 for Fairbank's Boars' Head still obtaining. Quotations are:

"Boar's Head" brand	....	0 08
Carloads, less	....	0 00½
60-lb. tubs, over tierce	....	0 00½
20-lb. tin pails, "	....	0 00½
20-lb. wood " "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01
Pure lard, in pails, 20 lb	....	1 95
" in tubs, 50 lb., per lb	....	0 09¾
" in tins, per lb	0 10¾	0 10¾

ST. JOHN, N.B.

In pork products business is very light. Barreled pork is low, and the sale seems mostly for the cheaper grades. While there is less change in the price of beef, there is, if possible, less movement. Pure lard shows a steady, though light sale; prices are again lower. The trade have carried rather full stocks. Refined lard, while having light sale, has not gone off as much as pure. In fresh meats, beef and lamb supply the market. Lamb is the chief seller; prices are quite steady. Some little veal is still offered. Very little pork is seen. Quotations are:

Mess pork, per bbl	$19 50	$22 00
Clear pork "	17 50	18 00
Plate beef "	13 00	15 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 06	0 07
Western beef "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 07	0 09
Lamb "	0 08	0 09
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 10	0 11
" " pails "	0 10½	0 11½
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 09¾
" " " pails "	0 09¾	0 10

DAIRY PRODUCE.

TORONTO.

BUTTER.—Creamery prints are strong to firmer this week on account of a scarcity of good first-class dairy. Dairy is still accumulating, with nothing interesting in the export line. We quote:

	Per lb.	
Creamery prints	0 18	0 19
" solids, fresh	0 17	0 18
Dairy rolls, large	....	....
" prints	0 15	0 16
" in tubs, best	0 14	0 15
Under qualities	0 12	0 13

—absolute purity

is guaranteed to your customers in

GILLETT'S Cream Tartar

Every time you make a sale of **Gillett's Cream Tartar** you please your customer and make a friend.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

When you have any

BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

LARD

Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

HOT WEATHER LARD

Retail dealers often have trouble with hog lard melting, and causing loss by becoming liquid and soaking into the package, to say nothing of the inconvenience of handling such oily lard.

Fairbank's Boar's Head brand of **Refined Lard Compound** will keep firm and sweet much better than either hog lard or butter. The fact that **Fairbank's Boar's Head** brand of **Refined Lard Compound** is not subject to getting rancid as quickly as other frying and shortening mediums is evidence that it has less matter in it that is subject to atmospheric action, which is a strong argument in favor of its being purer and more wholesome than any other frying or shortening medium. Throughout the summer months **Fairbank's Boar's Head** brand of **Refined Lard Compound** will be found satisfactory to both merchants and housekeepers on account of its keeping qualities.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs - -	60 lbs.	" " - -	5 lbs.
Pails, wood	20 lbs.	" " -	3 lbs.
" tin -	20 lbs.		

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

When we put a 40c. tea on the market we were looking after the grocer's interests as well as our own.

Blue Ribbon Ceylon Tea

the first tea to be advertised at 40c., assures you a fair profit, and gives your customer BLUE RIBBON TEA for which he will always willingly pay 40c.

The quality tea of Canada. EVERY grocer our agent.

CHEESE.—Continues to firm up, showing an advance of ¼ to ½c. since a week ago. The export outlook is somewhat more encouraging, but the present rise is, to a large degree, speculative. We quote:

	Per lb.	
Cheese, large, new	0 10½	0 10¾
" twins, new	0 10½	0 10¾

MONTREAL.

CHEESE.—There has been quite an advance during the past week, all the markets ruling fully ½c. higher. The cause of the late sharp advance is, of course, attributed to shorts requiring to cover earlier sales. It is not expected that the strong tone will be maintained as the production this year throughout the country will be very large. Present prospects, however, point to steady market. It is well on in August now and all the early cheese, as well as those which have come forward so far this month, have been disposed of. On country boards prices rule at 10 to 10¼c. On the wharf some 10,000 boxes were sold at 10 to 10⅜c. Quebec cheese on the boards were quoted at 9½ to 9⅝c., which is an advance of ½ to ⅝c. per pound over previous week.

BUTTER.—Market has ruled very quiet during the week. There is practically no business doing. Some of the country boards ruled high at end of the week. Buyers expected an advance, but it did not materialize, and to-day they state that it is impossible to secure 19c. over cable. Dairy butter is coming forward freely, but is going into store, there being no orders to take it at present cost, and dealers are not willing to take their loss yet. A carload of western dairy is reported sold for Montreal account at 13½c. f.o.b. West. We quote:

Eastern Townships, fine	0 18½	0 19½
" " fancy prints	0 19	0 19¼
Western creamery, finest	0 17½	0 18¼
" good	0 16	0 17½
Dairy	0 14	0 15

EGGS.—There has not been very much change in the market during the past week. Deliveries have been a little more free. Quality is reported to be improving and this should help to improve the market. We understand that buying prices in the country range from 12½ to 13c. The local market is steady at 14 to 14½c. for straight stock, selects realizing 1c. per dozen advance. It is purely a case of supply and demand as far as the price is concerned, for the English market will not take what is offering at present prices. It is expected that the Fall stock will be large and of good quality, but prices will have to go back if there is to be any export trade. Fresh Canadian eggs are quoted in Liverpool and Glasgow at 7s. 3d. to 7s. 6d., but at these figures there is no money for Canadian shippers.

ST. JOHN, N.B.

BUTTER.—Prices are rather firmer, as receipts have not been large. There is just a steady sale. For really best stock demand and price are good.

EGGS.—Prices are well maintained. A good steady sale is reported. Supply has not been large. Our market depends largely on Prince Edward Island.

CHEESE.—Offerings are quite free. Prices are rather easier, though still quite high. Only twins sell on the local market. For export our makers are not as careful as they should be in either style of box or quality of cheese and so do not get the best prices. Quotations are:

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 16	0 18
Eggs, new laid, per doz	0 18	0 20
" case stock, per doz	0 15	0 16
Cheese, per lb	0 10	0 10¼

LONDON CHEESE MARKET.

At the London Cheese Board on Saturday afternoon 15 factories boarded, the offerings being as follows:

	Boxes.
Dorchester Union	125
Dunboyne	200
Mapleton	200
Blanshard	150
Watford Union	110
Ballymote	115
Burnside	300
Maple Grove	170
Utoxeter and Galabank	195
Kintore	240
Firby	200
Northwood	[illegible]
Strathroy	120
Blanshard and Nissouri	200
Malahide	250
Total	2,800

The bids were 9½, 9¾, 9⅞, 10, 10 1-16 and 10⅛c.

Ballymote, Maple Grove, Mapleton, Blanshard, Firby and Northwood, all sold at 10⅛c.

Provision Notes.

The firm of A. A. Davis & Co., Brockville, dealers in cheese and produce, has been dissolved.

HAMILTON'S GREAT CARNIVAL.

By an Old Boy.

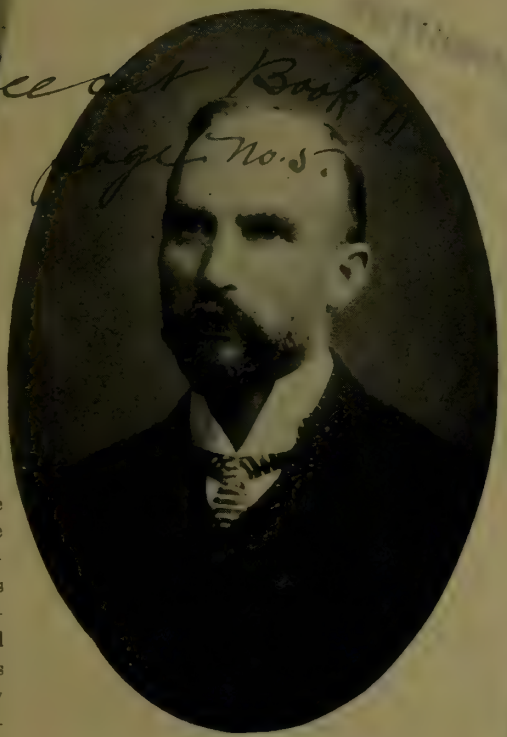
AS an old Hamiltonian, proud of the Ambitious City, and a homecomer genuinely glad to be again with the friends of his youth, I give my impressions of Hamilton's Great Carnival and Old Boys' Reunion of 1903. On nearing the city the sound of music greets one in every direction, and on his arrival, the visitor is greatly impressed with the general decorations of the city, which are really of the most beautiful and elaborate description. Every Canadian knows that the city itself boasts of great natural beauty, and the liberal and general display of carnival and national colors make a brilliancy of scene of which every citizen is proud. At night the magnificent maple avenues gorgeously illuminated with myriads of lights, added to the larger and general electrical display, create an impression upon the visitor never to be forgotten.

Samuel Barker, M.P., Carnival Chairman.

Good nature of the most hilarious description reigns supreme; everyone appears to be glad to see everyone; friends are continually meeting friends whom the have not seen for years, and the affectionate embrace is not in every case confined to those of the gentler sex. Business is practically suspended; everyone is out for a good time, and the city appears to have devoted the entire week to the entertainment and amusement of its guests. One who has been absent from the old town for years cannot fail to be impressed with its very bright and cheerful appearance. It is real pleasure to see such a well-dressed and prosperous community; and for the visitors it also must be said that their appearance would indicate that their habits and general conduct would reflect no discredit on themselves or their former home.

The Citizens' Committee have worked faithfully and incessantly for months and richly deserve the great success they have achieved. Hamilton is proud of its carnival, and the other cities of the Dominion are proud of their sister city of Hamilton.

The visitors unite in describing the carnival as far superior to anything of the kind ever attempted in Canada, and say that outside of New Orleans it has never been surpassed in the United States.



C. A. Murton, Honorary Secretary.

OVER SPECULATION.

THE Boston Commercial Bulletin, discussing the speculation evil, has the following to say:

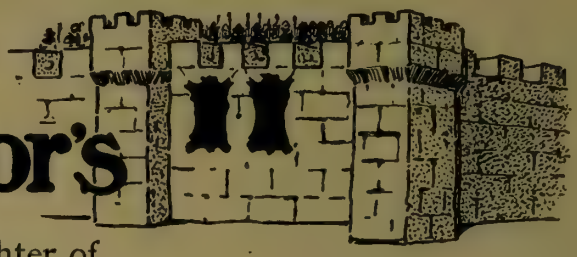
A remedy which has been suggested for ameliorating the baneful results of immoderate speculation is to prohibit by law all stock transactions on margin. Those who favor a measure of this sort maintain that it would prevent the creation of a fictitiously high level of values and thereby render the country immune from the resultant collapse of prices with all of its pernicious consequences.

This contention, however, is based on the assumption that marginal transactions are the root of all economic disturbances, an assumption which we are by no means willing to admit. Prohibit this species of speculative activity and will the community cease to be visited with panics and other similar phenomena? If not there can be little justification for forbidding it. Of course, the primary cause of industrial depression is to be found in the flotation of enterprises beyond the power of the financial organism properly to take care of, and it is the marginal buyer who renders possible the creation of such enterprises by finally relieving the promoter of the securities of each new project. Nevertheless, the one who, first of all, is responsible for the absorption of large volumes of funds is not the unsuspecting speculator on margin but the promoter himself and his field of action must not be overlooked when any remedy for over speculation is to be applied.

There are other forms of speculation which, usually fraught with evil, should be prohibited by the banks and stock exchanges themselves. The former have it in their power to refuse aid to vicious manipulative operations like corners and the latter are perfectly competent effectually to stop forms of speculative activity which injure the general welfare. But to forbid marginal trading is out of the question, not alone because it is only one of the many factors contributing to economic disturbances, but for many other obvious reasons.

Cyrus A. Birge, Carnival Treasurer.

William the Conqueror's



mother was the daughter of a tanner. So the people of a town he was besieging hung out some hides on the wall. William, stung by the intended insult, soon "tanned" that town to subjection.

Canadians care more for what **"is"** than for what **"has been."**

Still, a **good record** counts, and

Chase & Sanborn's Coffees

are today—**every day**—all that they have ever been, for they have richly earned their unique and enviable reputation.

"SEAL BRAND"
In 1-lb. and 2-lb. Tin Cans (air tight).
Other high grades in richly colored parchment bags (moisture proof).

This Seal is on Every Package

SALMON

Have you seen the new style of packing the finest Sockeye Red Salmon

"JUDGE BRAND"

in white porcelain jars in tins? It is delicious. We are the sole agents for this line. New pack fish will arrive in September. Write for a few sample cases. We will mail you a descriptive booklet for the asking.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS AND TEA IMPORTERS AND BLENDERS.

TORONTO

FOREST CITY GOSSIP.

Office of "The Canadian Grocer,"
365 Richmond Street.
London, Ont., August 17, 1903.

SINCE our last letter was written there has been a quieter week in wholesale grocery and provision circles, and were it not that some letter orders were received daily, a general slackness would be reported. On Monday morning early trains conveyed the regular bunch of travellers to their respective hunting grounds, feeling fit, and in the best of trim, with fresh order books and a supply of new pencils; in buoyant spirits, and every man confident of good business between this date and Christmas, each leaving for his own territory to solicit orders. Good luck to them and big orders.

* * *

There has been but little alteration in prices of either staple or fancy lines of groceries. It was reported ten days ago that there would, this year as last, be a shortage in the pack of canned tomatoes owing to cooler weather; recent advices have altered this opinion, and reports of larger crops of tomatoes ripening and in splendid condition are now made. Granulated sugars were advanced 5c. per cwt last week, and the price at this date to London retail grocers is $4.32 per cwt in barrels, and in 100-lb. sacks, $4.27.

* * *

Retail grocers have all been quite busy; many visitors are in the city, and although there are also many citizens away enjoying vacations, enough of bustle is kept up to keep delivery wagons flying around the city, and money in circulation. The various big gatherings recently held in London have made business for grocery and provision dealers good: the supplies needed for the support of twenty or thirty thousand extra population materially add to the sales over the counter.

* * *

The store occupied for seventeen years by James Wilson & Co., grocers, on Richmond street, is being refitted and will be tenanted by John Mills, bookseller and stationer. Mr. Wilson has sold out his stock and retired from the grocery business for the present.

* * *

Mr. C. H. Elliott, of Elliott, Marr & Co., wholesale grocers, is at present enjoying a two weeks' holiday in the State of Maine.

* * *

Fifty additional hands will now be employed at Tuckett's cigar factory making the "Marguerite" cigars. The premises over the ground flat of the Mortimer estate, and adjoining the present factory, have been rented for three years, with a five years' option.

* * *

One of the bright, attractive retail stores on Dundas street worthy of mention is that of the William Davies Company's branch store. At any hour of the day this store looks like business; the display of cooked and uncooked meats, butter, eggs, cheese and other provisions is so very attractive and appetizing that a crowd is always to be seen within, and the numerous attentive salesmen are kept busy. A well-lit store, with a clean, well-kept stock, temptingly displayed will always win favor in this city as elsewhere. Mr. Judge, the manager, says since coming up from Toronto they have been quite successful.

* * *

Wheat is 72 to 75c. per bushel. There is but little Fall wheat raised around London these last few years. It is almost all Spring wheat. Dairy produce has lately shown a tendency toward higher figures and roll butter is now 20c. and creamery 21c. Eggs are easier at 14 and 15c. while poultry keeps at a pretty stiff figure—ducks 70 to 90c. a pair and chickens 50 to 75c. New potatoes and vegetables of every possible variety are abundant at reasonable figures. Peaches are being brought from the Grimsby and Niagara districts, and at present come in competition with California fruit. This market is well supplied with fruits, and there is good demand for everything offered.

W.H.L.

A WESTERN VISITOR.

Mr. L. H. Gordon, of Cameron, Gordon & Co., wholesale commission agents, Winnipeg, was a caller on the Toronto office of "The Grocer" this week while on a business trip to the east which will include Montreal and New York. Like a true westerner Mr. Gordon is full of confidence in the West. He has just returned from a trip through most of the wheat country, and except in a few localities, found very satisfactory crops. The settlers who have this year found homes in the West are said to be of a superior class, and the outlook in the grocery trade is most encouraging. Winnipeg is enjoying her full share of progress and showing a remarkable development. Asphalt pavements are being laid everywhere, and the city is preparing for the future by securing suburban parks.

BACK FROM EUROPE.

Mr. Ross W. Hayter, the well-known broker of Front street, Toronto, who has but recently returned from a three-months trip to Europe, has now completed arrangements with the primal markets whereby he will handle a full line of spices and coffees in addition to his line of teas. He has a specialty in Colombia, Bogota and Mocha coffees, which have already begun to move freely. We understand also that he has already moved large quantities of pepper, nutmegs and cloves.

During the last three months there has passed through the Custom House for export to the United States over half a million pounds of "Salada" Ceylon tea.

MOLASSES

We carry the *finest* and *largest* assortment to be found in any Wholesale Grocery House.

BARBADOES, 1902 Crop.
BARBADOES, 1903 Crop.
PORTO RICO "Fancy Ponce."
CUBA, best imported.
ANTIGUA, very good value.
NEW ORLEANS, fine quality.

RAISINS

We offer *Fresh Stock* kept in *Cold Storage.*

5,000 BOXES, all grades,

including

FERCHEN, TRENOR, ARGUIMBAU.

All the best brands. Also Table Raisins.
Boxes and ¼ Boxes.

COFFEE

We beg to advise the trade that we have now received our First Carload of

"UBERO" COFFEES

We are busy delivering orders already taken, and will be busy in filling up orders to be taken. If you are a lover of good coffee, don't fail to ask your grocer for THE BEST—"UBERO."

WE ARE DISTRIBUTORS. Let us hear from you.

L. Chaput, Fils & Cie,

Wholesale Grocers and Importers, MONTREAL.

Sole Agents for the Celebrated Tonic Wine "DUBONNET."

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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SALMON RUN DISAPPOINTING.

SINCE our advices of a week ago there has been a marked change for the worse in the salmon outlook. The run of the first week in August, which promised to relieve the situation, failed to come up to expectations and soon fell away. Writing under date of August 15, our British Columbia correspondent says that the salmon pack on the Fraser river has been a disappointment to the business men and the fishermen, as it is very small, and already the signs of cessation of the run of fish are strong. The canners are not so badly disappointed. The surplus stock on the London market is very heavy, and despite the fact that this season of the year is one of demand, the reduction in visible supply is not large. Many of the canneries have merely kept open to buy fish, the owners having several canneries, consolidating active operations at only part of them.

The pack on the Skeena and Naas rivers, at Rivers Inlet, Alert bay and other up-coast points is practically over. The fishermen there, many of them being Indians, have left the fishing to come down to the Fraser in the hope that a more profitable run will be the experience there. Latest reports from the Skeena are that the pack there is less than half a fair average pack. On the Naas the pack is extremely small. At Rivers Inlet, a small average pack is the estimate. The total, so far as ascertainable to date, is given approximately. At Skeena river, 80,000 cases, for 11 canneries; Naas, but 8,000 cases with three canneries operating; Rivers Inlet, 90,000 cases with four canneries operating out of a total of seven on the Inlet. Estimates from the Fraser are not yet available, the canneries being hopeful that they may have a fairly good run on the Puget Sound salmon banks, when they will be able to buy from the traps.

THE GROCER AND THE STRIKER.

WHAT should be the attitude of the grocer toward the striker? The frequency of strikes is making this question an important one in the business world. So soon as a strike is declared the grocer is expected to carry the strikers' accounts till after the storm. If the strike is successful, an overdue account lingers on the books, perhaps for years; if it is a failure, the delinquents scatter to other towns in search of work, and every grocer knows the difficulty of collecting these accounts. In nine cases out of ten it is impossible. The grocer bears the burden, or, if he is doing business on borrowed capital, his creditors are the losers.

A certain class of the public, it is true, are disposed to make it uncomfortable for a grocer who refuses credit to strikers, and he may find himself the object of annoying persecution, or his trade cut into by a rival who takes this opportunity of making himself solid with the union. But to look at the matter from a business standpoint, no man in business can, in fairness to himself or his creditors, imperil his assets by letting out goods on uncertain time and questionable security. Nor can he, in fairness to his own family, pursue a reckless course along this line. In granting credit to strikers, strictly business principles should be followed.

MINERAL WATERS IN THE GROCERY.

IN conversation recently with a manufacturer in a large way of mineral water and bottled drinks it transpired that his relations with the grocery trade were extremely unsatisfactory. Indeed he was closing a large number of accounts simply because he found it impossible to get his bottles returned. In not a few instances customers were behind on accounts running two or three years to the extent of four hundred bottles, which were neither returned nor paid for. The only remedy appeared to be the closing of the account and enforced collection.

The matter is a vexed one. The high price of bottles, and indeed of all glass, in Canada makes it imperative that the bottler secure the return of the package, as the bottle is often of more value than the contents. On the other hand, the grocer finds it difficult to secure the return of the bottles, especially when sold in small lots. He could of course collect the price of the bottle on sale to be refunded on return, but, simple and reasonable as this seems, the average customer does not take kindly to the idea, and rather than offend an old customer the grocer lets the bottles go without a deposit and then the trouble begins.

As the bottler pays freight both ways, and there is a very good profit in selling these goods, it is to be regretted that loose business methods should relegate their sale to hotel men, with whom it seems little trouble is experienced.

The grocer should consider the position of the bottler and keep strict account of every package sent out.

The bottler, on the other hand, might doubtless obviate a large part of the difficulty, at least in all places of any size, by appointing local agents who, for a small commission, should see to the distribution and return of the packages. The trade in mineral waters and soft drinks has reached a proportion which would at least warrant the experiment.

POTENT INFLUENCE OF THE BUSINESS MAN.

ALTHOUGH the Chambers of Commerce of the Empire, now in session in Montreal, are not endowed with power sufficient to legislate for the smallest community, their influence is nevertheless sufficiently potent to be felt even beyond the circle of the British Empire, for foreign countries as well as countries within the Empire are watching with interest the proceedings of the convention.

What gives the convention its chief importance is the fact that it is composed of business men representing Great Britain and her colonies, who have met together to discuss specific questions concerning not only the trade and commerce of the British Empire, but indirectly every country as well with which the Empire does business; and that of course means every country in the world. Incidentally, this is a tribute to the influence of the business men of the Empire. The voice of the business man is becoming more and more potent. When the business man speaks on questions appertaining to trade and commerce, the politician stops and listens. The latter may not always obey, but he is compelled to do so at least sometimes.

The Empire is undoubtedly coming to the parting of the ways in regard to matters appertaining to trade and commerce. Just what direction therefore it shall take is momentous. Some people may possibly attach greater importance to tariffs than is really warranted, but whether this be so or not, the fact is none the less patent, that the future trade relationship of the component parts of the Empire with each other are involved in the question of preferential trade.

The question is not one that can be satisfactorily solved by politicians, it is beyond their ken. It may possibly be even beyond the ken of the business men who are now assembled at Montreal. But if business men cannot solve it no one can. It is because the delegates to the Chambers of Commerce Congress have set themselves to the task of considering the subject, and that their verdict is likely to greatly influence the action of the Imperial Government, that the world is watching the proceedings in Montreal with almost as much concern as if they had the final decision in the matter.

Business men study trade questions in the light of their own experience. They do not measure them by the tenets of either free-traders or protectionists. It is well that it is so.

A CHANCE TO SEE CANADA.

IT is gratifying to find that special facilities are being provided by the Dominion Government to enable the delegates to the Congress of the Chambers of Commerce to see something of the country before they return to their homes. Preparations are being made for two trips, one through Western Ontario over the Grand Trunk and Canada Atlantic railways and one through the Maritime Provinces partly by the Intercolonial Railway and partly by boat. A more popular tour, embracing both of these shorter trips, is the "All-Canada," and the indications are that a large number of the delegates will be wise enough to take advantage of it.

In no other way could Canada receive a better advertisement. What we most require in this country is an influx of capital and immigration to develop our resources. It has been our misfortune to be known throughout England, and, indeed, throughout the British Empire, by the poetical, but misleading, title of "Our Lady of the Snows." Among Englishmen in general there is often to be found a most astonishing lack of information as to our climate, our resources and our stage of development. The English delegates to the conference are an unusually well-informed body of men, who are keenly alive to the importance of developing Canadian resources. But it is an undeniable fact that even ordinarily well-informed Canadians know all too little of their country, and as for the delegates, they have much to learn of our possibilities. The all-Canadian tour is admirably adapted to enable them to become acquainted with the country, and it is confidently predicted that the result of their visit will be to make the delegates enthusiastic friends of the premier colony.

Fortunately, the Dominion Exhibition will be in progress during the visit to Toronto, and no better opportunity could be afforded to learn the extent of the resources of Canada. Here the visitor, who has heard of Canada only as an agricultural country, will learn to his surprise the magnitude and variety of Canadian manufacturing interests. In the display of fruits and grains he will have irrefutable evidence that the frosts and snows of Canada are not so dreadful as the pictorial journals of England would have him believe. The trip to the Pacific Coast will be taken at the time when the magnificent western wheat crop is being harvested. As their eyes grow weary of the monotonous prospect of countless miles of golden grain, grown in a country long believed to be a frozen wilderness, the tourists will surely be convinced of the boundless possibilities of the Canadian West. We believe that the English delegates will return to the Motherland as enthusiastic, though non-official, Canadian immigration agents. To be appreciated and admired Canada requires only to be known, and therefore favorable results may be expected as a result of this tour of inspection by leading business men.

THE COMFORT OF THE CUSTOMER.

A FEATURE which some of the larger stores have introduced for the convenience of their customers and which might be introduced with advantage in others was noted the other day. A handsome oaken table decorated with a jar of cut flowers and surrounded by three or four comfortable chairs occupied a sheltered corner in the store, where ladies could sit down and dictate their orders to the young lady clerk, who, order book in hand, sat opposite. For elderly ladies especially, shopping must have been a pleasure in that store.

It is just such little attentions to the comfort of customers that win friends and build up a business.

DRAWBACKS TO OUR WEST INDIAN TRADE.

MR. CHARLES S. PICKFORD, representing The Pickford & Black Steamship Co., Halifax, N.S., is in Toronto. He has just returned from a six months' trip to the West Indies. In addition to the interests of his own firm, which he is looking after, Mr. Pickford's special mission to Toronto just now is in regard to the exhibit of West India products which is to be made at the Dominion Exhibition, which opens August 27. The exhibit of these products will occupy a space of 1,300 square feet. The consignment, which arrived at Halifax last week, is made up of 50 packages. An exhibit of West Indian products is to be made at Ottawa as well.

Speaking to THE CANADIAN GROCER of the trade between Canada and the West Indies, Mr. Pickford said: "Our steamers have full cargoes all the time from the West Indies to Canada. The increase into Canada in the imports of West India sugar has been very great, but I am very much disappointed at the condition of trade the other way. True, the trade to the West Indies from Canada is increasing, but it is certainly not increasing as we thought it would. I think our manufacturers are a good deal to blame in this way. One instance came under my notice when I was in the West Indies. A certain firm in Canada took orders for goods to be delivered at a specified date. Two months after the date specified the goods had not arrived, but what increased the aggravation of the buyers was the fact that they could not get any satisfactory answer from the Canadian manufacturer who had sold them the goods as to whether he intended to fill the orders or not. In other instances a great many orders were away behind in being delivered. Complaints have been made to me from time to time of the neglect of Canadians to reply to letters, and that sometimes when answers do come they are very tardy. There is no doubt in my mind that the people of the West Indies are willing to do business with us, but we cannot expect them to drop a certainty for an uncertainty. What I mean is that we cannot expect the West Indies to transfer their trade from the United States to us when the Canadian exporters are so lax in the matter of delivery."

"How did you find trade matters in the West Indies?"

"I think the West Indies are picking up. This is exceptionally true of Trinidad. Barbados, on the other hand, has been having a pretty hard time of it. Owing to the smallpox epidemic, that island has been quarantined for nearly a year; while, to make matters still worse, their sugar crop is only half what it should be. The crop there, instead of being 60,000 tons, is only about 35,000 tons; then the yield of molasses, instead of being about 42,000 puncheons, is only 25,000. There was some compensation of course, the price being about 10 cents per gallon higher than a year ago. The crop of molasses is short all over the West Indies this year."

"From your own observation, how would you say would be the best way for Canada to increase her exports to the West Indies?"

"The only way to get trade is to go after it. It is no use writing letters. That is not what the United States do. They send their travellers all through the West Indies, with samples of all classes of goods. You cannot strike a port throughout the West Indies at which you do not run against three or four commercial travellers from the United States; and there must be money in the business or those travellers would not be sent over the same territory time and again. If there is money in it for the manufacturers of the United States there certainly should be money in it for the manufacturers of Canada.

"There is one thing I want to tell you about, which struck me as being rather significant. I went into the warehouse of a merchant at Port of Spain, Trinidad, last January, and was surprised to see winnowing machines which had been made at Chatham, Ont. I asked a merchant how he got the machines, and to my surprise he told me that he had obtained them through a London, Eng., firm, and that he was importing them right along from there, buying them from a merchant named H. Howes. Now,' said Mr. Pickford, "if a firm in London can pay the freight from Chatham, Ont., to London, Eng., and from there to the West Indies, why cannot manufacturers in Canada find it profitable to ship winnowing machines direct to the West Indies. The name of the Chatham manufacturer of the machines was Manson Campbell. The merchant who showed me the machines remarked to me, 'Say, you Canadians are slow. If you were not, why should you not sell direct instead of through a London, Eng., house?'"

Continuing, Mr. Pickford said: "The time is now fully ripe for the Canadians to seize the West India market, and if they let the chance slip through their fingers they have only themselves to blame."

PEPPER VS. COCOANUT SHELLS.

AN interesting sequel to the pure food campaign which has been waged for some time in the United States is the persistent upward tendency of pepper. The exact relation of these two facts may not be apparent to the unsophisticated. But if the spice mills of the United States could speak what a tale they could unfold! The adulterants which the Pure Food Commissions in the several states have found snugly ensconced in "pure" baking powder, "pure" coffee, "pure" pepper and other "pure" foods were such as to make the first great deceiver green with envy. Ground olive pits, cocoanut shells, almond shells, long pepper, cayenne, were favorite fillers for pepper, and were openly sold by spice grinders as "P. D. pepper," "pepper adulterant," etc. The recent alertness of the Pure Food Commissions has acted as a discourager to the philanthropic efforts of these gentlemen, one of whom had the effrontery to plead that unadulterated pepper was dangerous to sell to people on account of its strength.

The enforced cessation of adulteration has necessarily increased the demand for pure pepper at the expense of roasted cocoanut shells, and with the increased demand values have risen. Other factors have doubtless contributed to the rise in pepper, but those who know attribute it to the cause alluded to. A bearish market in cocoanut shells may now be anticipated.

If you visit Toronto during the Dominion Exhibition month

Call and see us packing

"SALADA" CEYLON TEA

in sealed lead packets and see how carefully and cleanly it is prepared. See the packing machines, labeling machines, electrical weighing machines, etc.

Fill in your name and address here :

.....

.....

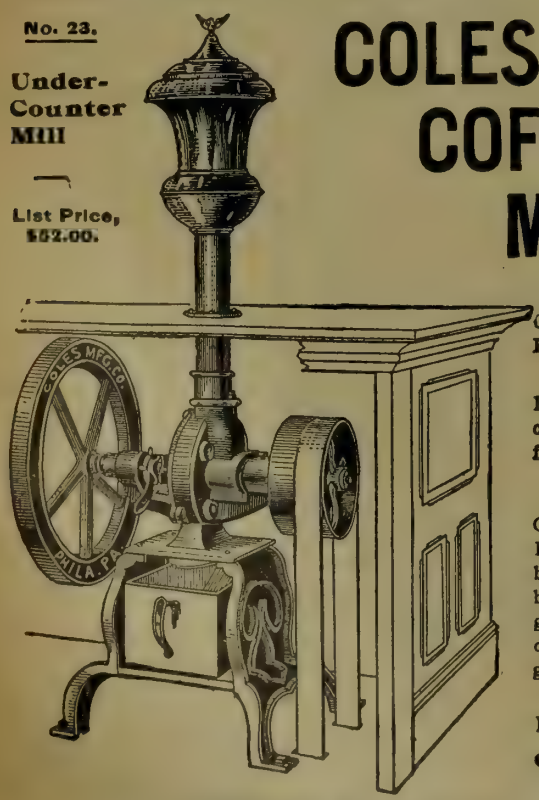
and present to us when you call and we will be pleased to show you through this up-to-date tea establishment.

" SALADA " TEA CO., 32 Yonge St., Toronto.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better fo Granulating Pulverizing.

Our mills wi Pulverize with out heating Cof fee.

Every Cole Coffee Mill has Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA PENN'A

The trade of the people who buy CELLULOID STARCH is trade worth while. It means the trade of the best people in your district, and you won't get it unless you can supply them with

Celluloid Starch

Never Sticks Requires no Cooking.

It is good starch, easy to use, perfect in results. Everyone who has tried it knows this and won't be satisfied with any other kind. You do not only satisfiy your customers when you supply them with CELLULOID STARCH—you make a fair profit, too.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, August 20, 1903.

TRADE still continues to give every satisfaction. To see business so well maintaining itself is a great feature for congratulation. Usually, during the time between seasons a measure of dullness is expected, more or less protracted. This year, however, has been an exception to the rule, a good run of trade having been well maintained throughout. Reports of the men on the road are most encouraging and speak generally of good prospects for the opening season. In canned goods we have no feature of interest to note, save to again call attention to the great decrease in spot stocks, the arrivals of new packs being eagerly looked for. In coffee, there has been somewhat of interest since our last issue, fair sales being reported, with prices ruling firm. Spices are showing little interest, with prices ruling firm and pepper holding a strong statistical position. Rice has been in active demand and prices rule firm, with crops favorably reported. Tapioca is inactive. Syrups and molasses have been attracting more attention and the advices to hand from primal points point to a gradually strengthening position. Tea is still ruling firm, with foreign markets all denoting steady demand and firm prices. In foreign dried fruits, demand has been active and prices rule firm at previous quotations. In sugar the situation has considerably strengthened in sympathy with the New York market, resulting in an advance on Saturday last of 5c. per 100 lb. on all white sugars.

CANNED GOODS.

Trade has been well maintained in these goods since our last issue. There have however, been no special indications to note. Stocks are generally well reduced, thus giving a good opening for the entry of new pack. We quote :

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 87½	1 00
" sifted	1 10	1 25
" extra sifted	1 30	1 50
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 35	1 55
" 3's	2 25	2 50
Plums, green gages, 2's	1 15	1 25
" Lombard	0 95	1 00
" Damson, blue	0 95	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 2's	1 45	1 50
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼'s	....	0 14
" " ½'s	0 19	0 20
" Sportsman ¼'s	....	0 14
" " ½'s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	....	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

The home trade for coffee, which, at no time appears great, seems to have had more activity since our last issue, some fair sales being reported. The foreign market reports all denote business as slow, and prices weakening in face of over abundant supply. Prices rule as our previous quotations. We quote :

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR

We have this week to record a very marked improvement in the sugar situation, with advances to note all round. The raw sugar situation is very strong with sales made to 1-16 advance in all grades, transactions in centrifugals being equal to 3.78, duty paid, New York, and there have been sales of Muscovado at 3¼ and molasses sugar at 3c. Stocks total up into large figures with refiners eager buyers, and holders at primary points disposed to ask further advances. Europe has also made some important advances during the week, the price of 88 test advancing 3d. per cwt. to 8s. 6d. f.o.b. Hamburg, which is equal to parity of 4.06, duty paid, New York, for 96 test centrifugals. It would thus be seen that cane sugars still have considerable differential in their favor. There have been some rumors of sales of Java sugars for shipment, at prices equal to 3 7/8, duty paid, for basis 96 test, but the rumors lack confirmation. It is sufficient, however to indicate the general strength of the situation. Receipts at United States four ports at week ending August 12 were 21,310 tons, with meltings of 45,000 tons, being an increase of 4,000 tons over previous week. Total stocks in four ports at same dates were 269,302 tons, being reduction for week of 23,690 tons. Combined stocks of Europe and America at latest uneven dates were 2,171,802 tons, against 2,253,285 tons same period last year, the decrease being 81,483 tons. The weakness mentioned in our last was short lived and just after we had gone to press the American Sugar Refining Co. and the Howell Refinery advanced all grades 10c. per 100 lb., with Arbuckle continuing sales on old basis. New business is reported small, but withdrawals on existing contracts have been heavy. The strength in New York was quickly imparted to Canadian markets and on Saturday morning August 15, all white sugars were advanced 5c. per 100 lb. As we go to press the firm feeling is still maintained and there are indications of a probable further advance owing to a very strong position in raws. We quote:

Paris lumps, in 50-lb. boxes	4 88
" in 100-lb. "	4 78
" "Domino" brand, 50-lb. boxes	4 83
" " " 100 "	4 73
St. Lawrence granulated	4 28
Redpath's granulated	4 28
Acadia granulated	4 18
Maple Leaf granulated (Berlin)	4 13
Crystal granulated (Wallaceburg)	4 18
Imperial " (Dresden)	4 13
Beaver " (Wiarton)	4 13
Phoenix	4 13
Cream	3 98
Bright coffee	3 98
Bright yellow	3 98
No. 3 yellow	3 88
No. 2 "	3 68
No. 1 "	3 58
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

SPICES.

Trade in spices has been without interest. Prices are still ruling firm. In pepper there has been a movement on the New York market to endeavor to slacken prices, which, however, was unsuccessful, in face of the very strong statistical position. We quote :

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 14 0 35
" white	0 23 0 27	Cream of tartar	0 24 0 30
Ginger	0 22 0 25	Allspice	0 13 0 16

RICE AND TAPIOCA.

There has been good business doing in rice, with prices continuing firm. The indications from primal markets all point to full new crops, supplies of which are expected to arrive shortly. In sympathy with this we note that the New York market weakened its prices. The better grades, however, maintained a steady market. In tapioca, trade has been slow and uninteresting. We quote :

	Per lb.		Per lb.
Rice, stand. B	.... 0 03½	Sago	0 03½ 0 04
Patna	0 05 0 05½	Tapioca	0 03 0 03½
Japan	0 05½ 0 06		

SYRUPS AND MOLASSES.

These lines, while not commanding great attention, have been on the move. In molasses, the general situation on the foreign markets is steadily strengthening, the New York reports denoting good business doing at firm prices. We quote :

Syrups—	
Dark	....
Medium	0 30 0 32
Bright	0 35 0 37
Corn syrup, bbl., per lb.	.... 0 02½
" ½ bbls., "	.... 0 02¾
" kegs "	.... 0 03
" 3 gal. pails, each	.... 1 30
" 2 gal. "	.... 0 90
" 2-lb. tins (in 2 doz. case) per case	.... 1 90
" 5-lb. " (in 1 ") "	.... 2 35
" 10-lb. " (in ½ ") "	.... 2 25
" 20-lb. " (in ¼ ") "	.... 2 10

Molasses—		
New Orleans, medium	0 22	0 30
" open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEAS.

The home tea trade has been fairly active, with prices ruling firm. The London market still points to increased strength, the average prices at latest advices ruling some 1½d. per lb. higher than at the same time last year. New teas to hand are reported as showing fairly good quality in cup, and with advance of season further improvement is looked for. Reports from Calcutta speak of weather being most favorable for tea producing. Assams and Dooars are both coming to hand in useful condition, showing both strength and quality. Teas, for price, are holding strong and are well competed for. In Ceylons, the market continues strong, the more recent arrivals in London falling considerably short of those at similar dates last year and scarcely sufficient to meet current requirements. In China teas, the arrivals are showing decided improvement on previous arrivals, the quality being decidedly in advance of that shown for several years past. Altogether, the outlook is developing strength, the available stocks showing a greatly reduced balance, while the volume coming to hand is barely sufficient to meet consumptive demands. We quote.

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
" caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

FOREIGN DRIED FRUITS.

The demand for these goods since our last issue has continued good, and there is every reason for expecting a good start for new arrivals. The first new shipments of sultanas is expected to hand within the coming week, with prices well under last season's opening, and quality considered good. Californian prunes are opening strong. It is, however, too early to judge regarding quality. The prospects denote a full crop of large prunes, with indications of a shortage of small. Prices rule as previous quotations. We quote:

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 05	up	Vostizzas	0 07	0 08
Patras	0 06¼	0 06¾			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 07	0 08
" selected	0 08½	0 09
" selected layers	0 09	0 10
Sultana	0 09	0 13
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown	....	0 07½
" " 3-crown	0 08	0 08¾
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04	0 05	Fards	0 07½	0 08
Sairs	0 03½	0 04½			

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 07	0 07½
90-100s	0 04¾	0 05½	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08½	0 10
70-80s	0 06½	0 07			

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets	....	0 04	Elemes	0 10	0 15
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 08	0 12

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12
Old stock, on track, Toronto, per bag	1 25	1 35
New American, on track, Toronto, per bbl	....	5 00
Ol stock, on track, Toronto, per bag	1 25	1 35

COUNTRY PRODUCE.

EGGS.—Demand is very little changed since last week and the same may be said of supply with the exception that the quality is better. As a result eggs are a half cent higher. We quote:

Fresh laid eggs, per doz	0 14½	0 15½

HONEY.—Buyers and sellers have hardly come to an understanding as yet. The crop in the West is reported very good but is balanced by rather short crop in the east. Dealers over-bought last year and so are careful in beginning this season. Prices are unchanged from last week. We quote:

Extracted clover, per lb	0 06½	0 07½
Sections, per doz	1 00	1 50

WHITE BEANS.—The market is easier this week with little doing. We quote:

	Per bush.			Per bush.	
Mixed	....	1 50	Prime	1 50	1 60
Handpicked	1 80	1 90			

DRIED APPLES.—The market is dead; nothing reported moving. We quote:

Apples, dried, per lb	0 03	0 03½

POULTRY.—The supply is not at all large, and demand is about equal to what is marketed. We quote:

Chickens, live per lb	0 10	0 12
Old hens " "	0 07	0 08
Ducks " "	0 09	0 10
Turkeys " "	....	0 10
Spring chickens, dressed, per lb	0 12	0 14
Old hens, " "	0 09	0 10

(For Butter and Cheese see Dairy Produce).

GREEN FRUITS.

Tuesday saw the largest market of the season and stocks were pretty fairly cleared off by four o'clock. Lemons are a little easier, as are also tomatoes and Canadian fruits generally. Pears made their first appearance at from 15 to 35c. per basket, according to kind. We quote:

Mediterranean sweet oranges	3 75	4 25
Sorrento oranges	3 00	3 25
Late Valencias	4 50	4 75
Pineapples, per crate	3 50	3 75
Bananas, per bunch for ordinary	1 00	1 50
" large bunches	1 75	2 00
Messina lemons, old, per box	3 00	3 50
Verdilla lemons, new, per box	3 25	4 50
Limes, per crate (8 doz.)	....	1 25
Tomatoes, Canadian, per basket	0 30	0 40
Canadian apples, baskets	0 12½	0 20
Cocoanuts, per sack	3 50	4 00
California peaches, per box	1 25	1 50
" plums, "	0 75	1 25
California pears	3 00	3 25
Watermelons, each	0 15	0 25
Cantelopes (musk melons), per basket	0 60	0 65
Blueberries, per basket	1 00	1 25
Lawton berries, per qt	0 05	0 06
Canadian peaches, per basket	0 20	0 40
" plums, small basket	0 15	0 20
" " large "	0 20	0 40
" pears, Bartletts, per basket	0 25	0 35
" " Clapp's Favorite, per basket	0 25	0 35
" " Bell, per basket	015	0 25

New Lemons
Fanncy Oranges
Bananas

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Peaches
Pears
Plums.

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VEGETABLES.

Prices have been maintained very steadily all along the line this week. The supplies have been large, the quality good and the demand quite satisfactory. Green peas are practically off the market. Red peppers are offered at 15c. per dozen and leeks at 50c. per dozen. Potatoes are just a shade easier. We quote:

Cabbage, per doz	0 35	0 40
New potatoes, Canadian, per bush	0 45	0 50
Cucumbers, Canadian, per basket	....	0 25
Egyptian onions, per 100-lb. sacks	2 75	3 00
Cabbage lettuce, per doz. bunches	....	0 20
Butter beans, per bush	....	0 75
Fresh onions, per doz. bunches	0 13	0 15
Rhubarb " "	....	0 20
Radishes, per doz. bunches	....	0 20
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	0 10	0 15
Parsley, " "	0 15	0 20
Spinach, per bush	....	0 25
New beets, per doz	....	0 15
Cauliflowers, per doz	0 25	1 25
Carrots, per doz	0 10	0 15
Parsnips, per doz	....	0 25
Vegetable marrows, per doz	0 50	0 75
Green corn, per doz	0 10	0 12
Celery, per doz	0 40	0 60
Green peppers, per basket	0 40	0 75
Red peppers per doz	....	0 15
Egg plant, per basket	0 75	1 25
Butter squash, per doz	1 00	1 50
Pumpkins, per doz	0 75	1 25
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz	....	0 50

FISH.

Stocks have been heavier this week and the demand good. Trout, whitefish and herring have had the principal call. The storms have rather cut off the supplies of Northwest whitefish. We quote:

Whitefish, fresh, per lb	....	0 09
Trout, fresh, per lb	0 08	0 09
Herrings, fresh, per lb	0 06	0 08
British-Columbian salmon, per lb	0 20	0 25
Halibut, per lb	0 12	0 15
Perch, per lb	....	0 05
Mackerel, each	....	0 25
Eastern salmon, per lb	....	0 18

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The price of Manitoba wheat has taken a big and unexpected jump since last issue. No. 1 hard has risen 4½c. per bush., and Northern the same. Ontario wheat remains at the same price. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	....	0 99
" " Northern " "	....	0 98
Red, per bushel, on track Toronto	0 77	0 78
White " " "	0 77	0 78
Barley " " "	0 40	0 42
Oats " " "	0 29½	0 32
Peas " " "	0 60	0 62
Buckwheat " " "	....	0 41
Rye, per bushel, " " "	....	0 50

FLOUR.—On account of the jump in the price of Manitoba wheat, flour dealers have been obliged to raise the price of Hungarian patents and Manitoba bakers'. Each has been put up 20c. a barrel. Ontario patents and straight roller remain at the same price. We quote:

Ontario patents, per bbl	3 50	3 75
Hungarian patents "	4 40	4 50
Manitoba bakers' "	4 10	4 20
Straight roller, "	3 40	3 50

BREAKFAST FOODS.—The Fall trade on this market promises to be good; and at the present time there is a good demand on the market. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 75
" " " " " in wood	3 90
" " " " for broken lots	4 00 4 15
Rolled wheat, per 100-lb. bbl	2 25
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 15
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

The hide market is somewhat weaker at present. Calfskins are steady and lambskins and pelts have advanced 5c. each. Wool is steady with no change in prices. We quote:

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HIDES.

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " " "	0 07½
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lambskins, each	0 45
Pelts, each	0 45

WOOL.

Unwashed wool, per lb	0 09 0 10
Fleece wool, "	0 16 0 17
Pulled wools, super, per lb	0 16 0 17
" " extra "	0 19 0 20½
Tallow, per lb	0 04¾ 0 05

QUEBEC MARKETS

Montreal, August 20, 1903.

GROCERIES.

THE condition of trade this week is quiet, country orders not showing any too freely. The reason advanced is the activity of the farmers in the harvest fields. The rather fine weather dealt out lately has been taken advantage of by farmers, and they are staying away from the towns and clearing in their harvests. In teas, the chief interest has been in Japans and Ceylon greens, the prices in both being firm. Ceylon blacks have been enquired for more lately, and good values are obtained for high-grown, flavory teas. Low grade Ceylons are looked for, but not freely obtained on spot. The demand for Ceylon greens continues steady. Hard sugars advanced 5c. per 100 lb. on Saturday, but no extra heavy buying is noted, the demand being good, as usual, at this time of the year. Beet is reported higher in Europe. Glucose advanced 10c. per 100 lb. The high price of Barbados molasses will make the demand for corn syrups more active. In canned goods the situation is unchanged, very little doing, as buyers seem to be holding off, while jobbers are not overly anxious to book ahead any corn, tomatoes or gallon apples. Coffee is dull and nothing to note. New York prices continue steady. Pimento is on the rise, owing, it is claimed, to the destruction by the late hurricane in Jamaica, but as there is very little coming to this market at any time, prices will not be affected appreciably. Foreign dried fruits are quiet. New Valencias are expected in a few weeks. Reports of the currant crop are encouraging, good weather conditions being very favorable. Shipments will leave Greece August 28. In Malaga fruits a good crop is expected. Valencia shelled almonds will be lower. In green fruits, Canadian peaches are coming in, and prices are easing off. Lake fish still continue scarce. Haddock is coming in more freely and in a few weeks Manitoba pickerel will be available. Cheese is still firm and the situation is peculiar, as the high price ruling is not a condition of the market, but undoubtedly the result of shorts covering. Country boards are high. Lard is unchanged. The tendency, however, is for an advance. Butter is quiet, good prices, however, are being received for select creamery. Eggs are quiet. The English market is in an unsatisfactory position, so much so that shippers here cannot see any money in exporting. Country products generally are dull.

SUGAR.

An advance of 5c. per 100 lb. on hard sugars went into effect on Monday, but did not disturb the market, which is only fairly active. Beet is reported higher and some jobbers look for another advance shortly in domestic refined. A fair amout of business is doing and though somewhat better than last season, is not up to what was expected by the more optimistic dealers. We quote:

Granulated, bags and bbls	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, boxes and bbls	4 75
" ½-boxes and ½-bbls	4 85
Extra ground, bbls	4 60
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 40
" 50 lb. boxes	4 60
Domino lumps, boxes and bbls	4 65
" " ½-boxes and ½-bbls	4 75
Phoenix	4 05
Cream	3 90
Bright coffee	3 90
" yellow	3 90
No. 3 yellow	3 80
No. 2 "	3 60
No. 1 " bags and bbls	3 45 3 50
Raw Trinidad	3 25
Trinidad crystals	3 30 3 35

SYRUPS AND MOLASSES.

The firm feeling in molasses continues. Latest mail advices from Barbados report market cleaned up of stock on basis of 18c. and $1 per puncheon, f.o.b., which is equal to about 38c. per gallon, freight and duty paid in Montreal. Local holders of stocks are none too keen to sell freely, old Barbados being firm at 38 to 39c., while new is being held at 41 to 42c. New Orleans is steady at 22 to 25c. We quote:

Barbados, in puncheons, old	0 40
" new	0 41 0 42
" in barrels	0 42½
" in half-barrels	0 43½
New Orleans	0 22 0 25
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02½
" ½-bbls	0 02¾ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 50
½-bbls. "	2 65
Kegs "	2 80

TEAS.

The trade is on the quiet side, interest centering in Japans and Ceylon greens. There is no change to note in Japans; it still continues firm. We learn that orders have been refused at 15½ to 16c. for third crop teas, and there are not many orders out which can be filled on this basis, though we are informed some have been filled at 15¾ to 16¼c. Teas from 18 to 23c. have been shipped to this market, but as they are not meeting with very ready sale at present, the chances are they will ease off some. In China greens the market is practically unchanged. Cable advices received a few days ago confirm several large orders sent out some few months ago. Pealeaf are hard to get, and lowest quotations received for shotty teas are about 20c. to 22c. Moyunes are still very high and a few orders have been sent out even at present high prices. In China blacks no great change is reported, and there is very little demand for same in this market. Ceylon blacks have been inquired for more within the past few days, and high-grown, flavory teas have realized full prices. There is quite a demand for low grade Ceylons at prices ranging from 5¾ to 6¼c. The demand for Ceylon greens continues steady for all grades. Young Hysons, Hysons and No. 2 teas consigned to this market have met with ready sale. The same may be said of

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E. NICHOLSON, - WINNIPEG,
Wholesale Commission Merchant and Broker.

Indian greens with good cup quality. In Indians there are very few high-priced teas selling, with exception of Darjeelings, and the only demand is for the lower grades, which have been selling freely during the past week. We quote :

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

Very dull and nothing pointing to a change. New York market is reported as steady and though crop reports were of a damaging tone, little credence was placed in them and the market did not respond materially. We quote :

Good cucutas	0 09½	0 09¾
Choice "	0 11	0 12
Jamaica coffee	0 07½	0 10½

SPICES.

Outside of the strong advance in pimento this week, there is a featureless condition to report. New York advices report pepper dull, though the general tone is upward. Singapore pepper was in some demand as the decrease in visible supplies is apparent. The advance in pimento is attributed to the recent hurricane in Jamaica, which caused almost incalculable damage to the plantations, and until the extent of the damage is known, prices will hold up. Cassia is strong, with good demand for all grades, as cases and matt China cassias are practically out of stock in New York. Latest advices point to probable advances in nutmegs. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 15	0 18
" " African	0 12	0 13
" ground Japan	....	0 15
" Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14

RICE AND TAPIOCA

There is a very quiet feeling in both rice and tapioca, and as the demand is only the usual holiday business, very little else can be said. We quote :

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼ bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less.	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl			0 02½ 0 03
" seed pearl			0 03 0 03½
" flake			0 04½ 0 05
Imported Italian			0 09

CANNED GOODS

Trade is quiet, the absence of quotations on corn and tomatoes being the one discussable feature. The trade seem to be lying back, awaiting future developments and are not offering or looking ahead at set prices, as they are not anxious to repeat the folly of last year. The contradictory statements as to the apple crop make it hard to get reliable figures for canned apples in gallons. The fact of new evaporated apples being quoted at 6½c., a very high opening price, leads some jobbers to anticipate high prices in canned apples. Notwithstanding the reports of improved conditions at the fisheries, British Columbia packers are still withholding offers, both in Fraser River and Rivers Inlet sockeye, and the feeling in the jobbing trade is to refrain from booking ahead or selling, except subject to pack. We quote :

Tomatoes	....	1 60
Corn	....	0 90
Peas	0 87½	1 40
String beans	0 80	0 85
Strawberries	1 25	1 35
Succotash	0 85	0 95
Blueberries	....	1 10
Raspberries	....	1 30
Gooseberries	....	1 50
Pears, 2s	1 20	1 40
" 3s	2 10	2 25
Peaches, 2s	1 40	1 60
" 3s	2 35	2 50
3-lb. apples	0 85	0 90
Gallon apples	....	2 00
2-lb sliced pineapples	2 00	2 10
Grated pineapples	2 15	2 35
Singapore whole pineapples	2 20	2 30
Pumpkins, per doz	....	0 90
Spinach	....	1 25
Sugar beets	0 95	1 00
Salmon, pink	0 90	0 95
" spring	....	1 25
" Rivers Inlet red sockeye	....	1 30
" Fraser River red sockeye	1 42½	1 47½
Lobsters, talls	....	3 25
" 1-lb. flats	....	3 75
" ½-lb. flats	2 00	2 05
Canadian Sardines, ½s	3 40	3 60

FOREIGN DRIED FRUITS.

The trade in dried fruits during the past week has been quiet. Some little trading has been done in prunes, and currants have received some attention, filiatras at 5c. being low water mark. Sultanas are inactive with no change to report from last week's quotations. Advices from Denia under date of August 3 report continued seasonable weather, and it is now thought that the total yield will not be more than 25,000 tons, as against about 18,000 tons in 1902, 24,000 tons in 1901, and 20,000 tons in 1900, this year's yield being somewhat under the average of the previous three seasons. Mail reports from Malaga indicate a bountiful crop of small to medium sized fruit, with larger selections lacking, owing to the weather conditions prevailing in the early Summer. Currant advices from Patras, under date of August 3, report cutting as commencing on that date in some parts of the earlier districts, and by this time will have become general. The weather is reported as being all that could be desired. Although cutting had been started on the third, no shipments will be allowed to go forward until August 28, the Grecian Government decreeing to that effect as a matter of protection to the country's industry. The fruit must be thoroughly matured and in proper shipping condition. We quote locally as follows :

CURRANTS.

Fine Filiatras, per lb. in cases	0 05	0 05
" " cleaned	....	0 05½
" " in 1-lb. cartons	....	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	0 05½	0 06

SULTANA RAISINS.

Sultana raisins, per lb.	0 09	0 12

VALENCIA RAISINS.

Finest off-stalk, per lb.	0 06½	0 07
Selected, per lb.	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	0 90	1 00
Elemes, per box	0 75	0 85

DATES.

Dates, Hallowees, per lb.	0 04½	0 05

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 10	0 10½
Peaches "	0 09	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 25
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ½s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	....	....
" " seeded, in 1-lb. packages	....	0 09
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08½
50-60s	....	0 07½
60-70s	....	0 07¼
70-80s	....	0 07
80-90s	....	0 06¾
90-100s	....	0 06½
Oregon Prunes (Italian style) 40-50s	....	0 07½
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	0 04½	0 04½
" " 100-120s	....	0 04

NUTS

Market is quiet and nothing of interest at this season of the year is ever noticed. In Valencia shelled almonds prices from buyers' standpoint are very reasonable and considerable business has been placed in expectation of heavy consumption and values are considerably lower than those of last year. It is expected that prices will run from 5 to 6c. per lb. lower than last season. We quote :

Grenoble, per lb	0 12	0 13
Filberts per lb.	0 08	0 09
Tarragona almonds, per lb.	0 11	0 12
Brazils, medium, per lb.	0 12½	0 13½
Pecans, " per lb.	....	0 12½
" large, per lb.	....	0 13½
Peanuts, per lb	0 07½	0 12
Valencia shelled almonds, per lb.	....	0 26
Bordeaux shelled walnuts, per lb.	....	0 25

GREEN FRUITS.

Trade is about as last week. Canadian fruit is coming in more freely, peaches being generally most conspicuous. Clingstones only are obtainable, but it is expected that freestones will be obtainable in a week or ten days. Prices are a little lower. California fruit is coming in in somewhat ripe condition owing to late warm weather. We quote :

California late Valencia oranges	4 00	5 00
Sorrento " 300's, compartment cases	....	3 50
" " 300's, ordinary boxes	....	3 00
Maiori seedless lemons, 300's, extra fancy	....	4 00
Messina lemons 300's, fancy	....	3 75
" " 360's, fancy	....	3 00
" " 300's, choice	....	2 75
" " 360's, choice	....	2 25
Cocoanuts, per bag of 100	....	3 25
Canadian apples, in bbls.	2 00	3 00
" raspberries	....	0 15
Bartlett pears	2 25	2 75
Peaches	1 25	1 50
Plums	1 50	2 00
Pineapples, 24 to case	....	5 00
" 30 to case	....	4 50
Bananas	1 75	2 00
Blackberries	0 06	0 08
Canadian peaches, per basket	....	0 35 0 40
" plums "	0 30	0 50
" pears "	0 30	0 50

FISH.

Business continues quiet, the holiday season being mainly responsible for dull local conditions. Haddock is a little more plentiful this week, owing to the departure of the dogfish from the fishing districts. Lake fish still remain scarce, though better supplies are expected about beginning of September, when the Manitoba pickerel will be available. We quote :

Haddies	....	0 07
Smoked herring, per box	....	0 15
Fresh haddock, per lb.	....	0 04½
Dore, per lb.	....	0 08
Pike, "	....	0 06½
Halibut, per lb.	....	0 11
Gaspe salmon, frozen, per lb.	....	0 15
Salmon trout, per lb	....	0 09
" B.C., per lb	....	0 16
Brook trout, per lb.	....	0 17
White fish, per lb	....	0 08
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
" " half bbl.	2 80	3 00
No. 1 Holland herring, per half bbl.	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95

Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per bbl		5 00
No. 1 large green codfish, new, per bbl		6 00
Boneless cod, 1 and 2-lb. blocks, per lb		0 06½
Loose boneless cod, per lb. in 40-lb. boxes		0 05
Dried codfish, new, per 100-lb. bundles		4 75
Steak cod		0 05
Alaska salmon, per bbl		14 00
Standard bulk oysters, per gal		1 50
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		0 [illegible]
Canadian ½ sardines, per 100		3 75
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size per doz		2 25

VEGETABLES.

Conditions are quiet. Onions are strong, prices are given as $1.75, our former figures. Potatoes coming in more freely and some fair quantities have been jobbed. We quote :

Turnips	0 18	0 22
Carrots	0 10	0 20
Beets	0 12½	0 20
Parsley, per doz		0 20
Cabbage, per doz	0 35	0 65
Celery, golden		0 30
Tomatoes, per box	0 80	0 90
" Canadian	1 25	1 50
Onions	1 75	1 90

COUNTRY PRODUCE.

BEANS.

Quotations of last week are unchanged. Nothing has occurred to note, so price remains steady. We quote :

Choice prime, per bushel	1 75	1 80
" carlots	1 65	1 70
Choice, small lots	1 20	1 40
Ordinary, carlots	0 90	1 00

HONEY.

Market is dull and very little doing. Prices offered are considered too high, in fact prohibitive. September 1 being about the time the honey is ready for market, dealers do not feel like paying prices asked for now. We quote :

White clover, comb	0 12	0 13
White, strained, in tins	0 08½	0 09
Buckwheat, strained	0 06½	0 07
" comb	0 08	0 10

POTATOES.

New potatoes are coming in freely and demand is steady. We quote :

New, in jobbing lots, per bbl	1 25	1 40
New, bushel baskets	0 50	0 60

MAPLE PRODUCTS.

The market is dull, in fact nothing is doing. Owing to the large deliveries of fruit at present there is no demand for these goods. Prices are quoted as follows :

New syrup, in wood, per lb	0 06	0 06½
New syrup, in large tins	0 70	0 75
Old " "	0 55	0 60
Old " in wood	0 05½	0 06
Pure sugar, per lb	0 07	0 07½
Pure Beance sugar, per lb	0 08	0 09

HOPS.

Market is very quiet. Reports from Pacific coast show a quiet situation. California crop is being damaged by lack of rain, and early estimates are cut down some 10,000 bales. New York State crops are reported as steadily improving. Local quotations are as follows :

Old hops	0 09	0 10
Choice No. 1	0 19	0 20
Fair to good	0 16	0 18
Yearlings	0 09	0 12
Choice Eastern Townships	0 20	0 22

FLOUR AND GRAIN.

FLOUR.

Flour has firmed up some though the trade is very quiet. The advance in wheat towards end of last week in Minneapolis and the generally strong market situation in the Northwest work for higher prices in flour. We quote :

Manitoba patent	4 35	4 50
" first bakers'	4 05	4 20
" second bakers'	3 60	3 80
Winter wheat patents	3 80	3 90
Winter patents		4 05
Straight rollers	3 40	3 50
90 per cent. patents	3 45	3 60
Extra	1 60	1 65
90 per cent. bags	1 70	1 75
Straight rollers, bags	1 70	1 75

GRAIN.

On Saturday last wheat, as the result of the strong advance in the West, moved up ⅝c. a bushel for September, the advance in Minneapolis being over one cent per bushel. There is very little wheat coming into the western centres such as Minneapolis and Duluth and mills are pinched for supplies. It is the scarcity of Spring wheat used for blending purposes that provoked the sharp advance. The vision of "dollar wheat" is causing the farmer to hold out his grain for a further advance. Foreign markets are also in sympathy with the western advance as an advance of ½d. to 1d. was noted in England. We quote :

No. 1 hard Manitoba		0 93½
No. 1 Northern		0 92
Rye	0 58	0 58½
Peas	0 72	0 73
Corn	0 59	0 60
Buckwheat		0 48½
Barley	0 50	0 51
Oats	0 37½	0 38
Malt	0 75	0 80

CORNMEAL.

Very quiet and dull. We quote :

Gold dust, bags	1 80	1 90
" bbls	3 90	4 00
Ordinary, bags	1 40	1 45

BALED HAY.

No change to report. Market quiet. The expected advance has not as yet materialized, weather conditions having improved some lately. We quote :

No. 1	11 50	12 00
No. 2	10 00	10 50
Clover mixed	9 00	9 50
Clover	8 00	9 00

FEED.

There is not much inquiry reported this week, though shorts are more plentiful. We quote :

Ontario bran, in bulk	16 00	16 50
" shorts		19 50
Manitoba bran, in bags		17 00
" shorts		20 00
Mouillie	24 00	30 00

ROLLED OATS.

Unchanged. Market firm, demand small. We quote :

Rolled oats, in bbls	3 80	3 85
" " in bags	1 85	1 90

ASHES.

Larger shipments of ashes were reported during the past week and pearls are scarce. Prices are firm as under :

First pots	5 75	5 80
Seconds	5 40	5 50
Pearls, per 100 lb		6 75

HIDES.

Not much change to report since last week. Lambskins are quoted irregularly, but 45c seems to be about what is considered value. We quote :

No. 1 beef hides		0 09
No. 2 "		0 08
No. 3 "		0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 45	0 50
No. 1 calfskins	0 11	0 12½
No. 2 "	0 09	0 09½

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., August 18, 1903.

BUSINESS tends to improve. Markets have strengthened in many lines.

Pork products continue low. Pure lard, in particular, shows a continued falling off in price. Salmon have increased attention. The reports from the coast point to a short pack, particularly of red fish. Sugar, as for the past year, occupies the first place in the attention of the trade. While prices keep low, the slight advance and the firm market have the effect of causing dealers to carry full stocks. Cream of tartar is rather lower.

OIL.—The low prices continue in burning oil. The large Fall orders have been booked. Spot sales increase with the advance of the season. Paint oils are very low compared with early Spring prices. Turpentine shows little change. Lubricating oils continue to have a good sale. Receipts of cod oil are still light and the market is very firm. We quote :

American Water White		0 20
Best Canadian		0 19½
Prime		0 19
Linseed oil, raw		0 60
" boiled		0 65
Turpentine	0 80	0 81
Cod Oil	0 32	0 35

SALT.—In Liverpool coarse salt business has been rather dull. There is quite a large stock held in store, and the demand, while steady, is not sharp. Prices, while firm, show but a slight profit to holders. There is a fair demand for fine salt. We quote :

Liverpool coarse, per lb	0 55	0 60
English factory-filled, per lb	0 95	1 00
Canadian, per bag		1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl		3 10
" " 10-lb " "		2 85
" " 20-lb. wood boxes, each		0 25
" " 10 " " "		0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.—Salmon has had more attention this week. Our market is oddly placed. One brand of Spring fish has the large sale. Spot goods of this line are largely cleaned up. In new, the expected pack has already been sold and some are still short supplied. Buyers find it rather difficult now to place orders for other brands as the outlook on the coast is for a short pack. Prices are unchanged. In vegetables and fruits about half of the trade are buying from the association and half outside. Most of the largest buyers are outside, and they are well pleased with the outlook for business. Blueberries, it is expected, will be scarce. Spot new peas sell freely. The American tomatoes, while they have cost high have given good satisfaction. Domestic canned sardines are so far a light pack. We quote :

Tomatoes, 2's	$1 25	1 40
" 3's	1 50	1 60
Corn	0 90	1 00
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3s	2 50	2 75
3-lb. apples		0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink		0 95
" spring	1 25	1 35
" Rivers Inlet, red sockeye	1 35	1 40
" Fraser River "		1 50
Domestic sardines, oils, ½	3 00	3 25
" mustards, ½	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.—Dealers are very busy. There is a particularly good sale for new apples, which are of good quality. Bananas are very large sellers. Oranges have but a limited business. Some very nice Jamaicas are now offered. Lemons are high ; there is a steady sale. Melons are dull. The sale of California pears, peaches and plums is large. Berries are out of the market. We quote :

Mediterranean oranges	4 00	4 50
Valencias, "		
Messina lemons "	4 00	4 50

California pears	3 00	3 25
" plums	1 50	2 00
" peaches	1 75	2 00
Melons	0 30	0 50
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Apples	3 00	5 00
Cucumbers	0 30	0 60

DRIED FRUIT.—Spot business is light. In prunes and raisins the last year was disappointing with considerable stock still held; buyers take hold lightly of futures. Evaporated apples are firmer; spot business light. New prunes and raisins will, it is expected, cost higher than last year. Apricots are very high. Nuts will rule at quite low prices. We quote:

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	....	0 06

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers "	0 08	0 08½

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ¼-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " " ⅛s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 08½	0 09
" " seeded, in 1-lb. packages	0 10	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10½	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

	Per lb.			Per lb.	
30-40s	0 08½		70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06	0 06½
50-60s	0 07½	0 08	90-100s	0 05½	0 06
60-70s	0 07	0 07	Egyptian onions	0 02½	0 02¾

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

ONIONS.

American onions, per bbl	3 50	4 00
Valencia onions, per case	....	2 25

SUGAR.—The market is very firm. Prices are still low. Dealers are carrying large stocks. There is but little foreign here. We quote:

Paris lumps, in 50-lb. boxes	....	5 00
Redpath's granulated	....	4 25
St. Lawrence "	....	4 25
Acadia "	....	4 20
" " in bags	....	4 05
Bright yellow	....	3 90
No. 2 "	....	3 60

MOLASSES.—While fair quantities of Porto Rico are being received, supply will be short. Prices are very firm. In Barbadoes very little is held; prices are too high for business. In New Orleans while nice goods are offered, so far, sales have been light. We quote:

Barbadoes	0 36	0 38
Porto Rico	0 40	0 44
New Orleans	0 28	0 35

FISH.—There is but a fair business. Dry cod are held firm at the advance. Receipts are not large. Pollock have a light demand. Smoked herring are very dull; prices, though lower, are still quite high. Pickled fish keep firm. The fresh fish season is largely over. Pickled shad are very scarce. We quote:

Haddies, per lb	0 04½	0 05
Smoked herring, per lb	0 09	0 10
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	1 75	2 00
Pickled herring, per ½-bbl	2 10	2 25
Dry cod	4 00	4 10
Pickled shad, ½-bbl	5 00	6 00
Halibut	0 10	0 12
Fresh salmon	0 15	0 18
" shad	0 10	0 12

FLOUR, FEED AND MEAL.—In flour, Manitoba is firm at the advance. Ontario is still unchanged with a steady sale. Oats and oatmeal are quite firm. There is little business doing. Cornmeal is firm and has a steady sale. Beans move very slowly; the price is rather lower. Barley and peas are firm. We quote:

Manitoba flour	$4 90	5 00
Best Ontario	4 20	4 35
Medium "	3 95	4 00
Oatmeal	4 10	4 25
Cornmeal	2 80	2 85
Middlings, in small lots	24 00	26 00
Oats	0 40	0 44
Hand-picked beans	1 90	2 00
Prime "	1 86	1 90
Yellow eye "	2 80	3 00
Split peas	....	5 00
Barley	4 25	4 40
Hay	10 00	12 00

NOVA SCOTIA MARKETS.

Halifax, August 17, 1903.

THE wholesale grocery trade in this city continues exceedingly good considering the season of the year, and dealers are quite satisfied that they are doing rather better than the average business. Conditions are fairly satisfactory, payments being very little below the average, and the prospects for the balance of the year are exceedingly bright. The fact is that crops are turning out much better than formerly predicted, and this means everything to the grocer as well as to other lines of trade.

* * *

The molasses and sugar trade has been quite brisk of late, and on the recent sugar rise quite heavy orders came in, as it was expected that prices might run still higher. Two more small cargoes of molasses arrived during the week and a large quantity of sugar came by the regular West India P.&B. steamer. Molasses remains very firm and the quantity of Porto Rico in store is very much smaller than usual at this point.

* * *

The produce market is becoming quite active, especially in green stuffs, and there is considerable being hawked about the streets. Old potatoes are about out of the market for local use, but quite a quantity may still be purchased, most of which will go to the southern markets until new potatoes are fit to ship. New potatoes are coming in quite freely and the high opening price has eased off considerably.

* * *

Eggs are a little firmer and are selling at 15 to 16c. This is high for the season. Prince Edward Island stock sells slightly lower—the usual difference being one cent. The butter market is now well stocked, best grades of dairy selling at 16 to 17c., and creamery at 21c. Considerable tub butter is being brought from Western Ontario, a good grade of which has been purchased in two or three hundred tub lots, at 14½c. f.o.b. Cheese is coming in freely and the situation is somewhat easier locally.

* * *

Flour and feeds are firm and there is a good demand for the latter for feeding purposes. Flour has lately advanced 15c. and best Manitoba is quoted at $4.80 in carload lots. Middlings are scarce and quoted at $23 to $24, bran is quoted at $19.50 to $20.50. Hay, old stock, is pretty well sold up, and on account of the better crop prospects the price has run down to about a level of $12.50 for good stock. Oats have also declined and can be got now for a little better than 40c., although some dealers are still asking the old price—44 to 45c. Cornmeal has an upward tendency as there is a scarcity of corn available; the price is $3 to $3.15.

* * *

Canned goods are now being offered freely and the opening prices are reported slightly higher than last year. The fruit already put up is good, especially in strawberries. Corn and tomato prices have not yet been named as the full pack has not yet been fairly estimated. Reports come from British Columbia that the pack of salmon will be smaller than usual, and that last year's high prices will prevail.

R.C.H.

MANITOBA MARKETS.

Winnipeg, August 17, 1903.

YOUR correspondent is almost ashamed to state once more that there is nothing of interest to report in the grocery and provision world of Winnipeg. The happenings of the week, apart from the caterers' excursion which is dealt with at length elsewhere, are very small indeed and not one change of price is recorded in any line for the week.

GREEN FRUIT.—This prospect is not alluring. The California plums have all advanced and so have the peaches. The supplies are scanty and so far the supplies that may be looked for from Washington and Oregon are an unknown quantity. Some Washington crab-apples arrived during the week and were a very fine sample and very moderate in price. So far nothing has been heard of British Columbia fruit. The crop in that province is not a bumper one and the Northwest Territories will probably consume all they had to spare. About 50 baskets of Ontario plums arrived during the week and though they were in good condition the day they arrived, they had to be repacked the following day. Perhaps in the next forty years the Ontario fruit grower will learn not to ship plums 1,500 miles thrown together in 20-in. baskets. Ontario tomatoes are beginning to arrive and so far are of excellent quality. Reports from the east indicate that apples and grapes will be abundant. The demand for fruit in the West is larger than it was last year and people seem willing to pay good prices if they can get what they want.

EGGS.—Are still scarce and dear and the hope of moderately cheap eggs is over for the season, as the harvest season is now in full swing, and after that comes the threshing, all of which demands the supply of large quantities of eggs in the country.

FOWL.—The supplies have improved slightly during the week but are still very inadequate to the demand.

Evaporated apricots are now so high that the new crop cannot be sold on this market under 11½ to 12½c. Evaporated apples are also very high and fresh stocks coming in would cost at least 7½c. to lay down.

In the provisions section of the market everything is moving very quietly. Supplies are not lavish in any of the dairy lines and for this reason prices are holding firm at last figures.

Mr. H. G. Browne, agent for the Ubero coffees, is in the city. His visit is in connection with the appointment of Messrs. Foley, Lock & Larson as agents of the company for Manitoba and the Northwest. Mr. Brown is making

only a flying visit, but expects to return in a short time when extensive demonstrating advertising will be undertaken in one of the principal dry goods stores.

D. L. Lockerby, of Lockerby Bros., Montreal, also made his annual visit. Mr. Lockerby has visited the West almost every year since his first trip in 1878, and feels that the faith he then placed in the country has been justified.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., August 15, 1903.

THE movement to form a weekly market in Vancouver for farm produce is meeting with strong support. An influential committee comprising delegates from the Board of Trade, the Tourist Association, the Trades and Labor Council and from the general public, has been organized and a meeting is convened for this evening, when details will be discussed and a definite plan prepared for submission to the City Council.

The rapid expansion of the agricultural industry in all lines on the lower mainland and on the many arable islands of the adjacent Gulf of Georgia, is producing a marked change in conditions as they have existed in this province for years. The only successful market for farm produce held weekly has been that at New Westminster, and it has, like many of the same sort in Ontario and Eastern Canada, been a big boon to farmers and consumers in the city alike. The dealers of Vancouver have for years patronized this market extensively, and the move to bring about a similar establisnment in Vancouver is heartily approved by the ranchers as well as by citizens.

* * *

Reports from the Kootenays continue to show improvement in business conditions. Mining, especially in such camps as Rossland, is assuming a more active aspect, and new properties are being put on the shipping list, as well as old properties resuming shipments. There is a feeling of strength in the silver lead camps of the Slocan and other districts too, ascribed in large measure to the recent enactment respecting a bounty on lead ore and lead manufactured.

* * *

The sugar ship Silesia, of the German Kosmos Line, which has been discharging a cargo of 1,450 tons of raw sugar from Salaverry, Peru, sailed this week for the Sound, where she loads cargo for Europe.

* * *

The packing of halibut in bricks, similar to cod, has been made a successful commercial venture by The Western Canadian Fish Co., an extensive concern organized here to exploit other varieties of fish than the salmon. They operate a large fish-curing plant. One schooner is now in Behring Sea on her first voyage fishing grey cod, and is expected to return in September with a full cargo of 250 tons or more of salted codfish. Reports received from the master of the vessel indicate that the schooner is meeting with success. This is the first attempt to establish the cod-fishing industry in British Columbia, and it promises to be successful.

The success The Western Canadian Co. is making in drying and curing halibut is the more noteworthy, in that several processes have been tried elsewhere with no success heretofore. Several cars of the dried and cured halibut have been placed on the market of the Eastern States. The fish is bricked and wrapped in neat paper cartons, giving it an attractive appearance.

* * *

The fruit market here is in a better condition than it was a short time ago. There have been some more condemnations of California fruit, but principally apples. Some improvement is always noted in quality of shipments as the season advances, the fruits from the higher lands of the Golden State apparently being freer from pests which are detrimental to fruit trees. Carlots, as well as direct consignments by steamer, are liberal in receipt. In watermelons, the trade here this year has been pretty extensive. No less than seven straight cars of California lemons have been received so far this season.

Other stocks of fruit are coming in freely. Apricots are over, Burbank plums nearly so, and their place is being taken by other varieties. Early Crawford peaches are in fairly good supply, though the indications are that the prices will be firm this year. A car of preserving peaches arrived to-day. Bartlett pears are plentiful. The black grapes, Muscats and Tokays are on the market. Oranges of Valencia, Mediterranean Sweets and a few Seedlings are up to requirements, local demand not being heavy. Lemons are in brisker demand than of late, warmer weather having had a stimulating effect on demand. Gravenstein apples from California and Early Transparent, of local growth, are in the market.

Prices are about as follows: Oranges, $3 to $4; lemons, $4 to $4.50, and $5 for fancy; apples, Gravensteins, $1.75 to $2, Early Transparent, $1 per box; plums, $1.35 to $1.50; peaches, Crawfords, $1.25; pears, Bartletts, $2 to $2.25 per box, (same size as apple box); watermelons, $3.50 to $4 per box, nutmeg melons, $3 to $3.50 per crate, cantelopes, $4 to $4.50 per crate; black grapes, $2 to $2.50, Muscats, $2 to $2.50, Tokays, $2 to $2.25; tomatoes, $1.50 per 20-lb. box. These are still from California, though local product will soon be in.

* * *

In dairy produce, butter is slightly firmer, partly due to the action of the local creameries, raising the price this week. It is said the quotation to jobbers for local creamery in bricks is now 30c. This is not important in view of fairly good supplies of first-class Manitoba and Northwest Territories creamery. This is quoted still at 20 to 22c., in boxes, as to size, with 1c. added for bricking. Dairy sells at 18 to 20c. to the trade. Eggs are firm at 20c. and even 21c. Ontario stock is still the supply in chief. Cheese is held at about 13c. to the trade, though Manitoba makers are said to be asking as much as 10½c. there at the present.

* * *

Grocery receipts by steamer from California this week are as follows, the principal imports being listed only: macaroni paste, 670 cases, evaporated apples, 50 cases, 50 kits salted mackerel, 137 cases lemons, 85 sacks onions, 10 cases tamales, 5 cases farina, 170 canned goods, 35 kegs olives, 20 kits herrings, 100 tins matches.

Receipts of new season's canned goods from the east are yet confined to peas, a car or two having been distributed in this market in the past week.

G.S.B.P.

OTTAWA TRADE GOSSIP.

BUSINESS during the past two weeks, judging from what travellers for local houses say, has been somewhat slack. This week has brightened up though as people are beginning to return to the city. Merchants are looking forward to a good Fall business.

Hard sugars advanced 5c. last Saturday making granulated $4.27 in barrels and $4.22 in bags. Yellow sugars remain the same at $3.57 in barrels and $3.52 in bags.

In canned goods, some houses here have stopped taking orders for future guaranteed delivery of tomatoes and corn as reports from the West say that on account of the unfavorable weather conditions prospects are for a small crop. New crop peas are now in stock with wholesalers.

In canned salmon sharp advances are looked for as advices from the coast indicate a shortage in the pack.

New raisins are expected about September 1. Orders for small lots have been booked with a price on arrival.

Currants will undoubtedly be higher than last year.

Wholesalers say there is no possibility of receiving any cheap Japan tea this season.

Flour advanced another 10c. a barrel this week.

Cheese sold on this board on Friday last at an advance; the price obtained was 10⅛c. and everything was cleaned up. It is thought that the price will be maintained as it is getting so near September, when cheese is bought for keeping purposes.

Rice is still advancing. Quotations this week are $3.50 in large sacks and $3.60 to $3.70 in small lots.

At the Ottawa Fruit Exchange the receipts of Ontario fruit have been large. Great quantities of peaches, plums, apples and pears are arriving daily in baskets. Prices have been very good considering. Clingstone peaches in 12 qts. bring 30 to 40c., in half baskets, 25 to 30c. Plums in 12 qts., 47½ to 50c., in half baskets, 25 to 30c. Pears, 35 to 40c., Bartlett pears, 40 to 60c. Apples, 20 to 35c. Tomatoes are scarcer this week and selling from 50 to 65c. Blackberries 5½ to 7c. Blueberries, 90 to $1.10. Watermelons are bringing from 22 to 25c. Bananas are plentiful and the demand is slackening owing to so much other fruits. Prices for good stock are about $1 to $1.40, seconds, 75c. to $1.

There has been a good demand for

—as to **PICKLES**

—of the many Imported Pickles that
—have been introduced to Canadian con-
—sumers during the past few years

there are NONE

that have shown such value as

ROWAT'S

(Glasgow, Scotland.)

SIZES—Sweet Pickles.

10 oz.	30 oz. Square
16 oz.	40 oz. Square
20 oz. Square	½ pt. Cruet
20 oz. Bush	pt. "
20 oz. Round	

Extra Fine Quality.

10 oz. Bush.
20 oz. Bush.

They make trade, they build up trade, they hold trade.

Order From Your Jobber.

Spanish Queens

Rowat's Olives

Best value on the market.

Write for prices.

OCTAGON—Small Medium Large.

Canadian Agents

SNOWDON, FORBES & CO.,

449 St. Paul Street, MONTREAL, P.Q.

Californian fruits. California plums have been scarcer. The last lot sold $1.75 to $2. Peaches, 85c. to $1.10. Pears, $2.25 to $2.50. Canadian apples in barrels, $1.75 to $2.

NOTES

The secretary of The Central Canada Fair is a busy man these days. Great preparations are being made for this year's exhibition, which promises to eclipse all previous, in size and attractions.

In reference to the article on bananas in last week's "Grocer" your correspondent, in speaking with the manager of the Fruit Exchange here learned that 75 per cent. came direct through St. John, New York or Boston ports. There was a time some years ago when Ottawa had to play second fiddle in the fruit business, but not now.

PERSONAL MENTION.

Mr. Waller, agent for Messrs. Hunt & Co., Yokohama, Japan, is visiting the Montreal trade this week.

Mr. H. Bell Irving, of The Anglo-British Columbia Packing Co., Limited, Vancouver, is representing the Vancouver Board of Trade at the congress of chambers of commerce, now in session in Montreal.

Mr. Arnold, of Messrs. R. Herron & Co., is in Montreal this week, having just finished a most prosperous trip through the West. Where he goes, goes "Red Cross" jelly powder, and if orders indicate work, he certainly seems to have done his share.

Mr. Wm. Dobie, general manager of E. W. Gillett Co., Limited, and Mr. C. R. Gillett, of Chicago, returned to Toronto a few days ago from a fishing expedition and brought back fine strings of black bass and maskinonge.

Mr. J. F. Holden, Western Ontario representative of E. W. Gillett Co., Limited, has just returned from Winnipeg and Brandon, where his company sent him to do some special work at the fairs. Mr. Holden reports that everything in the West is booming.

Messrs. J. A. Mathewson & Co., Montreal, are in receipt of very encouraging news as to the popularity of the "Quaker" Ceylon package teas in the Transvaal, S.A. The representatives there report sales of several tons of "Quaker" tea and look for increased business.

A visitor to Montreal markets this week is Mr. W. A. Clark, of The Toronto Cream & Butter Co., Limited, 11 Jarvis street, Toronto. Mr. Clark reports business very good. On the cheese question he looks for easier prices, as the production this season will exceed all previous records.

A visitor to the Montreal office of "The Grocer" this week was Mr. A. A. Steward, of Messrs. L. & J. A. Steward, Rutland, Vt., manufacturers of tin cans and can-making machinery. Mr. Steward has placed a number of their improved and patented can-making machines with Montreal packers, and, having a good article—an automatic double seamer—and being a wide-awake hustler, will, no doubt, be able to interest packers in the West, to which territory he contemplates paying a trip shortly.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

E. D. Marceau, Montreal, are receiving by steamship Kaga Maru, 115 hf.-chs. Condor XXX Japan tea. These teas are expected in about 15 or 20 days, and parties having trade for very fine liquoring teas should find it interesting to inquire for same.

Hudon, Hebert & Cie, Montreal, report full lines of Japan teas, ranging from 18 to 35c. These are reported as fine samples and good liquoring teas.

L. Chaput, Fils & Cie, Montreal, are offering special values in Valencias, also table raisins, at very low prices. These goods are kept in cold storage and are in excellent condition.

The attention of the trade is called to the ad. of Snowdon, Forbes & Co., Montreal, in this week's issue of "The Grocer." Rowat's pickles and olives are now become staple articles, and as the prices are attractive and the quality of the best, dealers will find them of interest. Mr. Forbes has just returned from a trip through Ontario, and his sales of these goods are most satisfactory. Since their introduction to the Canadian market they have popularized themselves.

"Ubero" coffee is in stock with L. Chaput, Fils & Cie, Montreal, another carload having been received this week. Repeat orders from the trade speak value in this goods.

Hudon, Hebert & Cie, Montreal, have received a shinment of 500 cases of byrrh wine, which they are offering at special values.

The F. J. Castle Co. have been appointed selling agents for Ottawa and vicinity for "Ubero" coffee, which is being pushed so extensively at present.

The Ottawa Milling Co. are making a great hit with their K. Y. rolled oats in the Old Country.

Laporte, Martin & Cie, Montreal, report arriving shortly shipments of the "Duchess" and "Lady" brands of green Ceylon teas, and as these are especially good values, intending buyers should avail themselves of the opportunity to secure their requirements. This firm are also expecting any day shipments of "Victoria" and "Princess Louise" brands of Japans. Special values are offered.

T. Collins & Co., St. John, offer splendid values in New Orleans molasses.

Paterson's camp coffee has a large sale at this season. It is practically the only liquid coffee sold at St. John, N.B.

Laporte, Martin & Cie, Montreal, have arriving shortly full lines of English candied peels.

Maconochie's pickles have been received this week by Bowman & Cole, St. John, N.B.

Lucas, Steele & Bristol are offering splendid values in washboards—brass, nickel and enamel—very dainty.

S. J. Major, Ottawa, reports receiving into stock this week a carload of Williams Bros. & Co., Detroit, pickles, jams, etc., and they are in a position to offer them at interesting prices.

The whole cloves, pepper, pickling spice, etc., offered by Lucas, Steele & Bristol are snaps.

Finished Ceylon teas, packed similar to Japans, rattanned and matted, are a leading feature with The F. J. Castle Co., Ltd., of Ottawa, and prices are quoted as attractive.

Malt vinegar in 10, 20 and 30 gallon packages may be procured from Lucas, Steele & Bristol.

Japans, new, 18½c., are offered by Lucas, Steele & Bristol.

The F. J. Castle Co., Ltd., Ottawa, report expected shipment in two weeks of new Valencia raisins, Trenor's Blue Eagle brand. Most of the shipment has been placed. Intending buyers should communicate with the firm.

H. N. Bate & Sons, Ottawa, are in receipt of large shipments of Trinidad sugar, in bags, which they are offering to the trade at interesting prices.

Myers' Royal Cattle Spice is sold by H. N. Bate & Sons, Ottawa. This firm are sole selling agents for Myers' & Co.'s celebrated Royal Spice for cattle and poultry for Eastern Ontario and Western Quebec.

SITUATIONS WANTED.

GROCERY CLERK desires situation; come September 1st; age 21; experience 5 years; references. Box 56 CANADIAN GROCER, Toronto. (35)

INDIAN AND CEYLON TEAS.

Notes on Indian and Ceylon teas for the month of July published by McMeekin & Co., London, Eng., at hand report:

INDIAN.—From India there are reports of good quality teas to arrive later on and also of heavier shipments to the United Kingdom. Instead of a decrease the exports from India to the United Kingdom now show a considerable increase, the total shipped in July being a record for that month. Avoid coarse picking, has been urged strongly upon all producers, but many estates show largely increased yields, the increase doubtless being to some extent attributable to the climatic conditions peculiar to this season. The Russian and some other foreign demands having been largely supplied direct will take away some aid previously available in London when handling large quantities.

CEYLON.—The quality being produced for several weeks back has, by telegram, been reported to show improvement and the quantity shipped is again falling off and not in excess of current requirements for the United Kingdom.

GREEN TEAS.—216 packages of Indian and 751 packages of Ceylon were offered, but attracted little attention from the trade.

INDIAN TEAS.

Indian Planting and Gardening says: Quality of tea to hand from the districts continue to keep at and above fair average, with the exception of Dooars, which is a district with a "contrairy" disposition. Climatic conditions have told very heavily against the Dooars recently and teas are weathery, but we understand that a spell of better weather has been experienced, and while the rush of leaf has been checked, better quality may be expected.

TEA FROM JAMAICA.

It has long been considered practicable to cultivate tea in Jamaica, and Sir Alfred Jones, of The Elder-Dempster Line, has commissioned Mr. Dawson, an Indian tea expert, to report on the subject. The latter, after completing his prospecting tour, states that there is a good opening for persons desirous of investing money in the cultivation of tea in the island.

The tea grown experimentally in Jamaica resembles, in many respects, the finer Chinese blends, and is quite unlike that produced in Ceylon.

Zanzibar cloves will be short this year, a crop of 80,000 bales being in prospect, 30,000 bales less than one year ago. Cassia is firm in the East, and reported short compared with the crop of one year ago. New season in order will be in market about the first of September.

Fads in Many Lines Come and Go,

but Clark's Meats

are steady sellers.

That's why you should stock them.

TRY — DELICIOUS ACID FRUITS — TRY
FOR SUMMER USE — FRUIT-MEAT — CORONA — SPRING USE
TRY — FOR PIES PUDDINGS &c — TRY

Delicious, Healthful
The **Ideal** Fruit
—FOR—
SPRING and SUMMER USE
ONCE TR ED, ALWAYS USED. ASK FOR IT.
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

C. C. W. TRADE MARK REGISTERED

Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

FINEST ORANGES GROWN

Car **Extra Fancy Late Valencias** arriving this week from the celebrated groves of the **Arlington Heights**, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

DON'T PASS THIS BY.

We require good **BUYING AGENTS** to handle our **COCOA, CHOCOLATE AND CONFECTIONERY.** You can't go wrong in applying for prices and particulars to

RICHARD PERCY & CO., Waterloo Road, Bristol, Eng.

Window and Interior Displays

Timely Hints and Suggestions.

Window Dressing Important.

IF you have something you would like to sell, and sell quickly, the first thing required to effect your wish is to let people know. How are you to let them know? There are many ways of doing so, all of which might be classed under the general term of advertising. The two principal means of advertising are the newspaper and the window. These are the two media through which a very large part of advertising is done.

Without doubt advertising is the great business producer of the present day. Every manufacturer knows perfectly well that to introduce his goods on the market he must advertise; and having succeeded in placing them there he must still advertise to keep them there. He knows the truth of that maxim "Out of sight, out of mind," and he recognizes that unless he keeps his name and his goods ever before the people they will soon forget. The same is the case with the wholesaler: he must keep advertising. He must advertise in the newspapers and in the trade journals; he must send out his travellers to call on the retail trade to push the old lines and to introduce special or new lines to the market.

The manufacturer must advertise and so must the retailer: he cannot exempt himself from that necessity any more than can the manufacturer or the wholesaler. In the case of retailers in large cities, where newspaper advertising that would bring results is practically out of the question, on account of the cost, window display is certainly the best advertising medium. The large city retailer has chances galore of advertising his goods in the arrangement of his window display. If he is on one of the principal streets these chances are multiplied. Thousands upon thousands of people pass his store daily, and in that fact lie his opportunities. As each person passes the retailer is afforded an opportunity of advertising his goods and his store. It is up to him to take advantage of these opportunities. The majority of the thousands that pass his store daily are people who notice things if they are at all prominent and attractive. The retailer should make his window-display prominent and attractive with the goods he wishes to sell. If he is offering the goods at a special price they should be neatly ticketed with that price, and even if they are to be sold at the ordinary quotation, a price-ticket neatly designed adds prominence to the display. The passing person sees the goods and reads the prices. Is that not as good as a newspaper advertisement? It is certainly! That is not all the window display does, however. Having seen the goods and read the prices, the person, if he wishes to make a purchase, has the open door in front of him; he has only to step within and make the desired purchases. Does the newspaper advertisement come up to that? By no means. The person reading of the goods in the newspaper may be miles from the store. The attention of the person may be attracted and a desire aroused to buy, but the open door is not before him and he cannot step right in and buy. He has to wait until he is down town, and perhaps by that time he has forgotten all about it or, remembering it, perhaps the desire to possess has left him. So that the disadvantage of not being in a position to advertise in newspapers, is, in a measure, made up by the great advantages the large city grocer has of advertising his goods in his display window.

Although the grocer in the smaller places has his local newspaper to advertise in, he has not the chances his city brother has of advertising his goods in the show-window. There are not thousands upon thousands of people passing his store daily. He hasn't the chance of picking up chance customers which, through his window display, the city grocer has. However, because that is so he should not neglect his window dressing. He can get some chance customers by it, and the better his window is dressed, the more he will attract to his store. Should the grocer have a large farmers' trade it would be a good idea to have his window-display coincide with his newspaper advertisement; what he advertises in his newspaper space he should advertise in his window display. The farmer reads of the goods in his newspaper at home, and the next time he comes into town there is the same advertisement staring him in the face from the display window. Would he not be more taken with the goods than if he had read of one thing at home, and upon arriving at the store, found an altogether different line of goods displayed? For the trade of the townspeople it would, of course, be of advantage to do the same thing, but not so much so as for that of the farmers.

Leaving the question of the advertising side of a good window-display, is not the mere appearance of a good window-display of great importance to a store? Would not a person sooner be a regular customer at a store where the window was attractively dressed than at a store where the appearance of the window said plainly that window-dressing was not given much attention? Those questions hardly need an answer. Window-dressing is not only to attract chance custom but also to get permanent customers and to retain the customers already dealing at a store.

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize - - -	$10
Second Prize -	$7
Third Prize - - -	$5

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on Sept. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the $10, $7 or $5 prize, it may be awarded a $2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of $2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

BUY

EASTLAKE STEEL SHINGLES

FOR THE ROOF

BECAUSE:

They are quicker and easier to lay.

Will give most enduring protection.

Are a safeguard against lightning and fire.

Will never rust, and add a wonderfully neat appearance.

They are the favorites everywhere, because of their economical reliability.

EITHER GALVANIZED OR PAINTED.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

Do you sell it!!!

POP CORN in every style.

Pays nearly 100% profit.

DOMINION POP CORN CO., - TORONTO.

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition	$5.00
A.B.C. Code, 5th Edition	7.00
A1 Code	7.50
Robinson's Code	1.50
Armsby's Code, 1901 Edition	2.50
Economy Code	3.00
Scattergood's Fruit Code	5.00
United States Code	3.00
Arnold's Tobacco Code	2.50
Baker's Potato Code	2.50
Broker's Code	1.00
Citrus Code	2.00
Index Code	2.00
Universal Sugar Code	1.00
National Coffee Code	1.00
Riverside Code 1890 and 1901	3.00

All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, $1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, $1.00 per copy Postpaid.

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AMERICAN CODE COMPANY

83 Nassau Street, - NEW YORK CITY

Discount to dealers only.

Business Changes

ONTARIO.

George Smith, grocer, Ottawa, is dead.

Wm. Forrest, flour and feed merchant, Dundas, is dead.

J. W. Peter, grocer, Toronto, has sold out to C. Worth.

N. E. Runnians, grocer, Kingston, is offering his business for sale.

R. Buckham, flour and feed merchant, Ottawa, has re-started business.

D. McEachern, general merchant, Belmore, has sold out to Walker & Co.

The assets of the grocery business of R. A. Irvine, Ottawa, are to be sold.

The grocery, boot and shoe stock of Peter Glavey, Ottawa, was damaged by fire.

A meeting of the creditors of Albert Salham, merchant, Cornwall, was held on August 17.

The assets of the general business of Geo. Pouliot, Rockland, were sold by auction on August 18.

QUEBEC.

H. Breton, grocer, Quebec, has assigned.

Beaudet & Boisclair, grocers, Victoriaville, have been registered.

Leonce Gauthier, general merchant, Grande Baie, has assigned.

Pierre Meunier, grocer, Montreal, is offering to compromise at 25c. on the dollar.

A meeting of the creditors of J. A Lacerte, Ste. Severe, will be held on August 22.

J. M. Laganiere, general merchant, La Chevrotiere, has sold stock at 62½c. on the dollar to A. Naud.

A meeting of the creditors of Calixte Beaudry, general merchant, St. Nazaire, was held on August 20.

N. Kitner, general merchant, Cedar Hall, has sold stock at 63c. on the dollar to Hudon & Co., St. Octave.

P. J. Normand, general merchant, St. Julie de Somerset, is dead. A meeting to appoint a curator has been called for August 28.

A meeting of the creditors of J. L. Aubert, general merchant, Thetford Mines, to appoint a curator, has been called for August 29.

NOVA SCOTIA.

C. P. Terrio has registered consent for Fannie M. Terrio to carry on a lumber and general business in Arichat, in her own name.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1 000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

BAKER at once; steady job to all-round man. Box 124 CANADIAN GROCER, Toronto. f

BAKER at once; good all-round man; sober; steady job; state wages. Box 125 CANADIAN GROCER, Toronto. f

BISCUIT BAKER—Good second hand—sodas, hard and sweet. Box 126 CANADIAN GROCER, Toronto. f

BISCUIT BAKER—Must be first class brake and peel hand. Box 127 CANADIAN GROCER, Toronto. f

MILLER to take watch in 250-barrel gyrator mill; single; must be sober, thoroughly capable man; give age, experience; inclose recommendations, which will be returned immediately. Box 123 CANADIAN GROCER, Toronto. f

WANTED—A grocery clerk to take charge of grocery and produce department in general store. WHITE & MAY, Ailsa Craig. (34)

TRAVELLER WANTED.

CITY TRAVELLER wanted by Winnipeg grocery house. Must be bright and active, and understand his business thoroughly. Box 51 CANADIAN GROCER. (33-3)

FOR SALE

FOR SALE—Thriving business; bakery, grocery and restaurant. Proprietors health failed, Apply at once, Box 36 CANADIAN GROCER, Toronto. (25-10)

AGENCIES WANTED.

MR. GORDON, of Cameron, Gordon & Co., wholesale commission agents, Winnipeg, is in Toronto for a few days and would like to hear from any manufacturer or large shipper desirous of placing their goods on the western market. Address Box 54 CANADIAN GROCER, Toronto. (34)

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

MANITOBA AND NORTHWEST TERRITORIES.

A. C. Lawson, Cartwright, is commencing a general store.

Wm. Young, general merchant, Rossburn, has sold out.

Bain Englevin, general merchant, Treherne, is retiring from business.

The Jobin-Marrin Co., Ltd., wholesale grocers, Winnipeg, have increased their capital from $60,000 to $150,000.

BRITISH COLUMBIA.

M. Foley, general merchant, Atlin, is advertising his business for sale.

Hammon & Bisson, grocers, Rossland, have sold stock to Hunter Bros.

J. P. Ledwell, grocer, Vancouver, has been succeeded by G. H. Hobron.

ENLARGING THEIR TRADE WITH CANADA.

Mr. Harry White, jr., representing H. Northwood & Co., Wheeling, West Virginia, was in Toronto last week for a few days in the interest of his firm. Northwood & Co., manufacturers of glass and tableware, salts and peppers, pressed common tumblers and novelties of different kinds in the glass trade. The firm has been doing trade in Canada for some years, but has decided to make an effort to enlarge it, and Mr. White will here after make regular trips to this country for that purpose.

NOVA SCOTIA'S GOOD CROPS.

Mr. M. G. De Wolfe, ex-president of The Maritime Board of Trade, writes to "The Canadian Grocer" from Kentville, N.S., as follows: "Prospects for apples are grand and of finest quality. All crops will be a fair average."

WESTERN FIRM EXTENDING.

Martin & Robertson, wholesale commission agents, Vancouver, B.C., have been granted a permit for the addition of two more storeys to their warehouse adjoining the Hudson's Bay warehouse. Work on the two additional storeys will be commenced immediately, and will be rushed with all possible speed. This addition will make this warehouse five storeys in height, and among the largest in the city.

MAY MOVE TO HALIFAX.

H. Hamilton, head of the firm of G. J. Hamilton & Sons, the Pictou biscuit manufacturers, says the firm may move their factories to Halifax. In their Pictou factories, which are devoted exclusively to the making of biscuits and confectionery, the firmemploy 180 hands and are unable to keep up with the demand for their goods. In Halifax, if he centralized his business there, Mr. Hamilton expects to have 500 employes within five years.

WINNIPEG CATERERS' PICNIC.

THERE is one day in the whole long year that the caterers of Winnipeg call their own. Christmas, New Year's, Good Friday, Victoria Day, the First of July, all have their hours of duty for those who supply the hub of the Empire of the West with foodstuffs. Just once a year, usually about the middle of August, an excursion is arranged for. For some years the trip was made to Rat Portage, again Portage la Prairie, Morden and Carman were visited. This year the new Summer resort, Winnipeg Beach, was decided upon, and the date fixed for August 13. The caterers' outing is always looked upon as a pre-eminently safe excursion to take, if you want to have a good time. The whole thing is admirably managed and the convenience and comfort of those who attend is carefully studied. This year, the distance from the city being only 52 miles, the attendance was even larger than usual, at least 2,000 people going out. The run down was made in three trains, timed to start from the city one hour apart, the first one leaving at 8.30 in the morning. The day in Winnipeg was very unpromising, as a spitting, spiteful shower began about nine o'clock, but nothing dampened the enthusiasm, and the caterers were rewarded with an ideal day at the beach. It was not too hot, not too cold, there was just enough sun and not too much. The crowd on leaving the trains made for the lovely crescent of white sand that marks the beach, strolled through the woods or went out in the flotilla of sail boats that, with gaily decorated sails, lay at anchor when the crowd landed.

Leaving town early, and the bracing air of the shore and woods developing fine appetites at an early hour, from 12 until two the whole company gave themselves up to supplying the wants of the inner man. It was a basket picnic, and jolly family parties were to be seen everywhere. An abundance of comfortable tables and seats were provided under the lovely trees; others preferred the big dancing pavilion, which is also provided with tables and chairs. Others again went in for the more primitive method of spreading their cloths on the grass. Tea, coffee and milk were supplied free, as was also boiling water, for the making of tea where parties preferred their own private brand. For those who did not care to trouble with baskets and were not attached to any party, comfortable meals at reasonable prices were furnished in the pavilion dining-room, and also in a large tent on the grounds. The caterers' picnic is always noted for the profusion of excellent eatables and this year seemed to surpass every other for the abundance and quality of the good things provided.

THE SPORTS.

Immediately after dinner the crowds lined the beach to witness the sports. The water was too rough for all the sports but a number were gone through with great enthusiasm. The first event was a single canoe race for which there were seven competitors, J. Noel winning the first and R. T. Riley second. The double canoe races and the polo game in canoes had to be called off owing to the roughness of the water.

The men's swimming race of 100 yards was won by H. Sawyer first, and W. D. Dolman, second.

For the boys' swimming race five lads entered: D. R. Rollo came in first and John Mack second.

In the swimming race for ladies, the roughness of the water daunted all but Mrs. Stone, of the Spencer block. Mrs. Stone holds gold medals for swimming contests in England, and as she had no competitor, gave a very interesting exhibition of trick swimming and diving. The committee thought this effort fully merited the prize, which was duly awarded to Mrs. Stone.

The pig hunt was the gem of the afternoon. His pigship had been donated by Gordon, Ironsides & Fares, and after a short and devious career, was captured by R. Elwood.

The tug-of-war wound up the sports for the day. The first tug was between the travellers and butchers. Having won the first heat, the butchers next tried a tug with the grocers and were again victorious. The teams engaged were: Butchers—Charlie Hood, W. Danskin, E. M. Oliver, F. McCuaig, G. Elliott, Geo. Hill, E. Elliott. Travellers—T. J. Riley, J. D. Wildburg, J. Patterson, D. D. McRae, A. Douglas, M. Richardson, J. Cairns. Grocers—W. R. Johnson, Thos. Bell, J. Thorgison, W. McRae, M. Matheson, J. R. Gowler and W. B. Francis.

For those who were not interested in sport, there was dancing. Wigston's orchestra discoursed sweet music all the afternoon and, in fact, until the last train left in the evening. As the floor was in excellent condition there were many dancers.

The A.O.U.W. band played a number of selections down on the beach and also on the platform leading to the pavilion.

The run home was very comfortable, the first train arriving at 10 o'clock and the last before midnight.

The officers of the association are to be congratulated on the success of the outing and if any special bouquets are to be thrown, they should go to W. G. Locke, the secretary; Ben Holman, of the Finance Committee, and President Alderman Campbell.

A GOOD IMPRESSION

is produced when a parcel reaches your customer well wrapped up. For this, nothing is better than our brown and manilla wrapping paper.

IT IS STRONG AND DURABLE.
FULL WEIGHT IN EVERY ORDER.

Made in Canada.

CANADA PAPER CO., Limited
TORONTO and MONTREAL

BUY
Star Brand

COTTON CLOTHES LINES
— AND —
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

---

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Genuine
Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

Take Advantage

of our liberality for the next ten days. We can make it interesting for cash buyers.

NEW ORLEANS MOLASSES, best quality, Barrels 18c. per gallon, Half-barrels 19c. per gallon. This offer is good for ten days only.

MAT FIGS in prime condition, quality guaranteed, 2c. per pound.

CANNED SALMON and VEGETABLES for Fall Delivery. We handle nothing but the best brands, and it will pay you to get our prices.

Write, telephone or telegraph at our expense if in a hurry for goods. We are prompt shippers. Positively no goods sold outside of the regular trade.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont

Economy is Clear Gain

FIRST FLOOR OUTFIT

Bowser Outfits ARE BUILT TO LAST

THEY HAVE

All Metal Pumps
Dial Discharge Registers
Money Computers
Anti-Drip Nozzles
Float Indicators
Double Brass Valves
Double Plungers
Galvanized Steel Tanks
Handsomely Finished Cabinets
They Pump Accurate
Gallons, Half Gallons and Quarts

WE MAKE FIFTY DIFFERENT STYLES
SEND FOR CATALOGUE "B"

SO STOP WASTING TIME AND OIL

By using old out-of-date methods. Turn your present loss into gain by installing the

IMPROVED
BOWSER
SELF-MEASURING AND COMPUTING
Oil Outfit

It Saves Oil

There is no evaporation; no leakage; no spilling or waste from dirty, "sloppy" measures; no over-measure, etc.

It Saves Time and Labor

There is no running up and down stairs or to the back room for oil; no oily cans to wipe or oily hands to wash. Pumps five gallons in less time than to pump one gallon in any other way.

SAVES Oil Time Labor MONEY

S. F. BOWSER & CO.,
Factory: Fort Wayne, Indiana.
65 FRONT ST. EAST, TORONTO.

FLOUR AND CEREAL FOODS

The Open Door.

CANADIAN millers are kept busy filling domestic orders, and on this account there is in some quarters a spirit of indifference regarding wider and more distant markets—notably those of the Far East. It seems too bad that present advantages should not be followed up, that the fame and prestige Canadian flour has acquired should be allowed to languish for want of interest and effort on the part of Canadian millers.

It may be true—doubtless is—that the home consumption is equal to and greater than the supply, and it may seem to be business prudence to cater to the market most easily and simply reached; but there are other considerations that must be taken into account. To seize the present and be careless or unmindful of the future is not and never was good business.

Both men and nations are apt to become short-sighted, over-confident, and a trifle lazy when their wealth multiplies A fat wolf is a poor hunter. It will pay our millers to look beyond the immediate present, to ponder over the questions: Will the home market continue to absorb our output? If not, where shall we send our surplus?

The wheat areas of the West are growing enormously, and the wheat yield likewise. It is one of our fondest dreams that we shall supply the Empire with bread.

That Britain may always be counted upon to be a liberal customer goes without saying, but the British market is a free one, where every country growing wheat may offer its surplus. Thus prices are never likely to be so good as they would be if competition were not met with. It would seem that Canadian flour in Japan, for example, has established such a distinguished position that it is wanted to the exclusion of all other offerings. This being so, Canadian flour commands a premium—a premium which represents an annual extra profit worth going after.

Quick Work.

MILLING, a Liverpool journal, says in a recent issue: Canadian farmers have learnt to hustle quite as well as their Yankee brethren across the frontier. A Toronto correspondent has mailed an interesting story of Canadian smartness. He says the farm of G. N. Barrie, at North Dumfries, in Waterloo County, had some wheat in the sheaf at three o'clock in the afternoon, which at six o'clock the same evening had become scones. When the operation began, a wagon stood in the barn with about half a load of grain in the sheaf. Beside it was a thresher, and connected with the thresher was a gasoline engine. The engine was started, the sheaves were fed into a cylinder, and the grain, carried by an elevator, was deposited in a bin. Then power was transferred to the cleaner and the work of changing the newly threshed wheat into flour was quickly carried through. The rest of the task was, of course, easy. If this typifies Canadian smartness, Chicago must begin to look to its laurels, for the States will find they have a young and strenuous competitor in the Dominion. To our Canadian cousins Britons everywhere will say with honest pride: "More power to your elbow."

Latest Crop News.

LATE crop reports received by Mr. Hartney, Manitoba Government Agent in Toronto, are more encouraging than those of a couple of weeks ago. The recent rains have done much good, and in several places the wheat is headed out with the full six rows. While the total yield will not be nearly up to what was anticipated early in the season, it is expected that an average yield of 18 bushels to the acre throughout Manitoba will be realized.

It is stated that the present crop will be a good paying one for Manitoba. For one thing, higher prices for wheat are confidently expected, which will make up considerably what is lost in the quantity produced. The thin and short quality of the straw also renders threshing much easier, and thus saves in the cost.

The crop situation in Southern Manitoba is summed up by Mr. Hartney as follows: The average yield from Killarney and Miami east will be 10 bushels to the acre, while from those points and Brandon to the west the yield will average from 18 to 20 bushels to the acre.

In the Red River Valley the grain is ripening rapidly, and is not only thin on the ground, but the straw is too light in color to give first-class returns. To the west the crops are much better, though cutting will not be general before August 20. Few of the fields are showing color, but nearly all appear to be in a good healthy condition. Some of them will go as high as 25 to 30 bushels, while others will not go beyond 12½ to 15 bushels to the acre. This country enjoyed a number of showers at the critical stage in its growth, and, if the present market price of wheat holds, the farmers will be even better off than last year.

Oriental Flour Trade.

THE more or less strained relations between Japan and Russia, with the prospective shortage of the wheat crop of the island kingdom, is resulting in a commercial benefit to the United States, in that Japan is buying an unusual amount of American flour at this time, says The Seattle Post Intelligencer. Never before at this season of the year have the flour shipments been so heavy. The state of Washington is supplying the bulk of flour shipped to Japan from the ports of Puget Sound.

During the month now closing no less than 90,000 bbls. have been consigned to the principal cities of the Mikado's country from Seattle by vessels of the Nippon Yusen Kaisha line alone. Proportionately as much went by the Tacoma and Vancouver lines, to say nothing of the shipments from Portland and San Francisco.

No specific reason has been given for wheat shortage in Japan, and none really may exist. Nevertheless, Japan is buying an enormous amount of flour, which gives force to the murmurings of war between the Czar and the Mikado It is known, too, that Japan is drawing upon China for American flour.

Owing to the warm, damp climate of China in Summer, flour does not keep well. It is unsafe to carry very large stocks. Hongkong, usually the great depot for American flour shipped to China, has her warehouses full, but these she is emptying to Japan.

For nearly two months the flour shipments to China have been light. They will increase again about August 15, running heavy throughout the Fall and Win-

HAVE YOU

anticipated the wants of your customers for the warm weather breakfast ? If so, you are ready with

TILLSON'S BREAKFAST FOOD
AND
TILLSON'S WHEATLETS

both wholesome preparations of wheat, whose name is a guarantee of the quality. BREAKFAST FOOD is Wheat Flakes, in which is retained all the Wheat that is good to eat and discarding all the indigestible part. WHEATLETS, the germ of Manitoba Wheat—rich in gluten.

Breakfast Food
24 three-lb. packets,
$2.90 per case.

Wheatlets
36 two-lb. packets,
$3.50 per case.

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

TELEPHONE { MAIN 1257. " 4675.

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

ter. Japan, on the other hand, is a safe market as regards climatic conditions any season of the year.

While Japan and China grow wheat, their production is infinitesimal as compared with the demands for flour from their millions of population.

Cereal Evolution.

IT is interesting to consider the success of the new forms of breakfast cereals.

For so long we had only the cruder forms of meals—wheat, corn and oats. Then, with improved machinery, there were produced finer grades of these meals. Later came the rolled or flaked grain, requiring very few minutes to prepare. Now we have cereals already cooked, ready for immediate serving. This last form has been put on the market with amazing swiftness. The public were not asked whether or not they liked cereals of this sort; they were practically com-

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.
Correspondence solicited.

THE BEST FLOUR.

Calla Lily Choice Manitoba Patent
G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley,
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

pelled to buy and eat. But once tasted the ready-for-serving cereals won great favor, until in many households they are used exclusively. They are wholesome, tasty and convenient, and when served with cream, or with fruit and cream, are yet more to be desired. It would not do for us to say that the older forms of breakfast cereals are becoming obsolete: indeed, there are feequent evidences of a reaction, and, in any event, one is safe in saying that oats as a basic grain will never be superseded. In view, too, of the multitudinous forms breakfast foods have assumed in the last few years, it may be reasonably expected that the succeeding years will continue to see other and still newer cereal preparations offered.

The cost of putting a new cereal on the market has become so great that many good things have not been neard of. Most of us know something of the extent and cost of the advertising of such cereals, for example, as Pettijohn's Quaker oats, Tillson's oats, Force, Malta Vita and Shredded Wheat. It has been advertising that has made their names household words. Appreciating the tremendous influence advertising has on the public mind, some of our Canadian millers are using liberal space in the press, and by other means are widening and ensuring a market for their especial brands. The value of advertising has been signally demonstrated in the matter of breakfast foods. The wise miller will profit by this knowledge.

A Canadian Invasion.

We have heard very much of late of the invasion of foreign markets by the American manufacturer, but of late Canada has been doing remarkably well in the invading line herself.

The export trade of the Tillson firm alone is worthy of notice. It has grown enormously of late and covered during the past few days large shipments to Holland and Norway.

A Bumper Crop in the Territories.

THE wheat and other crops in the Northwest Territories are estimated to be in good condition, and to be the largest in the history of the country. The total wheat crop is estimated at 15,042,000 bushels. Last year's was 13,956,850 bushels, and the next previous 12,808,447 bushels. Before that the crop was inconsiderable. The total wheat acreage is 727,998, that of the next previous years being 625,757 and 501,697 respectively.

The yield is lighter than last year, but still a good one. The Calgary district has had perfect conditions all along, and another district is ten days earlier.

The oats acreage is 365,719, the next largest being last year's, 310,357. The crop is estimated at 11,803,000 bushels, the best yet, the next largest, that of 1891, being 11,113,066 bushels.

The barley figures are: Acreage, 42,445; last year, 36,455; crop estimated 1,116,300 bushels; last year, 870,117 bushels.

Flax, as well, is the best yet, and indeed, shows the best of any of the other Territorial crops. The acreage is 27,509 against 15,067 last year. The estimated crop is 634,500 bushels against 258,185 bushels last year.

Millstones in England.

IT would appear that the millstone is still pretty largely in evidence in England, according to figures presented by Milling, of Liverpool. In 1880, our contemporary says, there were 10,000 flour millers in the United Kingdom. Of these only 1,000 remain, and most of these are feed millers as well as flour millers. The other 9,000 are now represented by say 6,000 feed mills ("provender mills," they call them), and it figures that each of the 1,000 flour mills and 6,000 feed mills uses on an average two runs of stones or their equivalent. This would make 14,000 pairs of stones or their roller equivalents as in use for feed grinding; but Milling considers that nine-tenths of this number, or 1,0, would represent the pairs of millstones actually in use. It also figures that it costs $125,000 per year to dress these stones, which would seem to offer a fruitful field for the revival of the old stone dressing machines.

The Manitoba Harvest.

Harvesting commenced in Manitoba ten days earlier than last year, and The Lake of the Woods Milling Co. received last week some excellent samples of this season's threshing.

Cereal Notes.

There is quite a demand for the "Sunny Jim" buttons, the advertising novelty recently issued by The Force Food Co.

Albert N. Reay, Canadian representative of The Force Food Co., reports business as well above the average in Eastern Canada.

Several of our cereal and food manufacturers purpose making large exhibits at the Dominion Exhibition in Toronto next week.

The wheat crop in Grey County is showing up well this season. The yield in some sections being at least 35 bushels to the acre.

A permanent exhibition of industrial food products of Canada will be opened at the Crystal Palace, London, England, in the Autumn.

Many thousand bushels of oats grown in the Territories are now being sold in the Yukon. This market was formerly supplied from Washington and Oregon.

The greatly increasing business of The American Cereal Co., at Peterboro, has given its expensive plant all it can possibly attend to for the past few months.

Even those millers who care little for books, and have less time to read them, are anxious for a large volume of business, and exert themselves to obtain the same.

Hill's mill, Sarnia, was the first to receive new wheat in that section. The grain was of the famous Red Nigger variety, and when cleaned tested 64 pounds.

W. D. Robertson, secretary of The Tillson Co., Tillsonburg, is spending a well-earned vacation on the St. Lawrence and will not return to business before the end of the month.

The 1902 balance sheet of the Grands Moulins de Corbeil, the largest milling company in France, shows a loss of 1,28 .93 francs, about $250,000. Nearly as much was lost in 1901.

The Great West oatmeal mill at Pilot Mound, Manitoba, has been shut down for repairs and alterations. The proprietors are building a new engine room 40x54 and are putting in a new Corliss engine and boiler.

No less than 2,089 vessels passed through the U. S. canal at the Soo, and 686 through the Canadian canal in June. The number of barrels of flour was 455,876 through the U. S. canal and 433,842 through the Canadian canal.

The customs district of Jerusalem last year imported over $200,000 of flour, mostly from adjoining Turkish provinces. Ordinarily the district supplies itself, except that about $40,000 worth of Russian flour is imported to mix with the native article.

Recent shipments of Canadian flour to Trinidad have been very satisfactory. The Canadian agent general at Jamaica notes the increased exports of Canadian flour and says that it is encouraging to know that practical efforts are now being made throughout Canada to increase our trade in this direction.

The steadily growing business of The William McCann Milling Co., King street, Toronto, will necessitate some expensive additions to their plant in the very near future. Their present equipment although worked to full capacity is entirely inadequate to the task of handling the work of the present season.

At Greenock, Scotland, a flour dust explosion occurred in a peculiar manner. A neighboring distillery was in flames and thousands of gallons of burning whiskey found their way into a stream which passed down by or under a flour mill. The mill took fire and exploded, the walls falling and killing seven persons in the street.

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce. For quotations address

Montreal Agents: S. H. EWING & SONS,

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL.

OTTAWA'S WHOLESALE GROCERY HOUSES.

A REPRESENTATIVE of THE GROCER visited the Capital on Thursday and Friday last week. His tour among the wholesale grocers was a very agreeable and profitable one, and he was much impressed with the splendid air of prosperity evidenced on all hands by the appearance of the establishments.

The first call on the old and well-known firm of H. N. Bate & Sons on Canal street brought to knowledge a report of an unexcelled trade in all lines. Bate & Sons state that business has never been better than this year, and the prospects for the future are unusually encouraging. That Bate & Son are up-to-date in every respect was made apparent to the writer by their system of circulating price lists, a feature that impressed your representative from an advertising point of view. J. M. Bate, who is in charge of the sample room and sales department, kindly furnished him with a sample set of their method. At regular intervals a complete list of all goods carried in stock is printed in pamphlet form and is accompanied by a unique and convenient order pad for use by the customer. Attached to the pad is a pocket containing a supply of envelopes addressed to the firm, and on the face of the pocket is a small calendar for the months covering the period in which the order pads are to be used in connection with the price list enclosed. This set is sent complete on every issue to each customer of the firm. That it is found serviceable is proved by the fact that customers write in for supplies. As an old grocer, having had many years' experience in soliciting orders by mail, the writer is compelled to admit its superiority over anything that has come under his notice. The idea and system is patented, and is the invention of Mr. Bate, sr.

In visiting the wholesale house of The F. J. Castle Co., Limited, on Queen street, the writer met in the principal, Mr. Castle, an old friend, and also Mr. Lowe, who for many years was with the firm of Warren Bros. & Co., Toronto. The F. J. Castle Co., Limited, occupy one of the handsomest and best equipped jobbing houses in the country. The sample room on the ground floor is large and bright, and, with the exception of liquors, a full line of staple groceries is carried. The growth of this firm's business is such that, though they moved into their new premises only a few months ago, they are compelled to build a large addition, and building operations are now under way. A special feature with this firm is the tea business, and Mr. Castle's long experience as a tea broker, and later an exclusive tea merchant, places his firm in a position of close knowledge of this branch of the grocery trade.

Across in Lower Town on York street, your representative visited the wholesale grocery establishments of S. J. Major, Provost & Allan and Joseph Grant. A description of these establishments in detail would more than tax his descriptive powers. They are modern in every respect. The management of S. J. Major (lately deceased) is in the hands of Mr. Cote and the activity and business enterprise of his late principal is still to the fore. The sample room through which Mr. Roberge conducted the writer, contains everything in staple and fancy groceries and liquors. Business is reported as being of the best and a large Fall trade is looked forward to.

Joseph Grant's sample room and offices on York street are in every respect admirable and the arrangement of the samples on shelves and stands is most convenient. It is one of the brightest groceries in the east and reflects credit on the designer. Mr. Grant spoke enthusiastically of the condition of trade and the future outlook.

A call on Provost & Allan, where your representative was received in a most friendly manner by Mr. Provost, brought forth expressions of satisfactory business for their house. The substantial building and compact and well-arranged sample room show that in everything pertaining to the grocery line this firm are in line.

Altogether the trip to Ottawa was a very pleasant one for the writer and his reception by the trade encourages him to pay other visits to the Capital trade. As a rule the persistent and insistent advertising agent gets scant courtesy, but whether it was the pleasant weather that favored him and put every one in an amiable mood, or the inherent courtesy of the Capitalists or the writer's good looks, the fact is, a pleasant trip was his fortune.

FREE" To every grocer we will mail a sample of GOLDEN EAGLE BLEND COFFEE.

Recognized and endorsed by the trade as the most perfect coffee obtainable. DON'T DELAY. Send us a card to-day for a sample or a trial order and be convinced of the merit of these goods.

Offices { LONDON, ENG. NEW YORK. TORONTO.

PACKED IN FREE LITHOGRAPHED TINS 25 and 50 lbs. at 28c. and in bbls. at 27½c. ALSO IN ONE lb. TINS at 30c. STATE if you wish it Whole, Roasted or Ground.

AMERICAN COFFEE & SPICE CO., CANADIAN WAREHOUSE AND MILLS, 109 Front St. East, TORONTO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Cultivation of Tobacco in England.

IN the early days of smoking in England tobacco was cultivated to supply the home consumption. It was largely exported to Turkey. James, in 1621, prohibited the growth of tobacco in England, not merely because he strongly objected to the practice of smoking, but with a desire to increase the revenue from the import duty.

The probibition was maintained by Charles 1., but during the Commonwealth the law was a dead letter.

Tobacco was largely cultivated in Gloucestershire. It is stated that in 1655 the county hangman plaintively remarked that the people were so busily engaged growing the herb that they had neither inclination nor time to commit sheep-stealing or any other capital offence, and that his occupation was gone. When Charles II. was on the throne in 1663, he re-enacted the prohibition of tobacco culture, and extended the law to Ireland, which previously had been exempt.

The penalty was 40s. for every rood planted with tobacco. The universities and physicians were allowed to plant half a pole of land annually for use in "physick or chirurgery." The penalty was raised in 1684 to £10 per pole.

The laws did not apply to Scotland, and large quantities were cultivated around Kelso and Jedburgh. During the war of independence tobacco was cultivated in England for home use, but the planters were severely punished for breaking the laws of the realm.

In the Vale of York and in Rydale, in the North Riding, the tobacco was publicly burnt by the hangman, and the growers fined £30,000 and imprisoned. In 1782 the cultivation of tobacco was again prohibited in England, and in 1830 its cultivation had become so extensive in Ireland that it was also prohibited there.

In no part of the United Kingdom could tobacco be grown for manufacturing purposes.

London Tobacco Gossip.

TRADE with all the manufacturers here continues particularly good and numbers of them are away behind with orders. A very decided stimulus has been given the Northwest trade by the recent great influx of settlers. Almost all, if not all, the London trade are participating in the additional business that is already noticeable.

The new warehouse which Line, McDonald & Co. purpose using as part of their manufacturing plant is rapidly nearing completion, and they expect to be located there about September 15th.

A very great number of out of town customers, both in the hotel and tobacconist trade, visited London for the festivities of the Old Boys' Re-union, and were one and all surprised at the magnitude of the affair.

The alleged strike has dwindled day by day until but a bakers' dozen of those who first went out remain, the majority having either left the city or engaged with other factories at old terms, while a few have renounced the union and returned to work in the non-union factories.

Almost an even dozen tobacco leaf travellers from the large centres in the United States made a point of being present at the travellers' picnic on the 1st inst., and remained for the Old Boys' Reunion. Among these visitors were some even from Havana, Cuba.

TIPS.

Do not wait for something to turn up, go at it yourself and turn something up; in other words, take a "turn" out of your show window and it will surely "turn up something" in good business for you.

Smokers smoke in Summer time practically as much as they do in the Winter, although some men contend that men smoke less in Summer. One would naturally think that a man would smoke more in Summer, as he usually smokes more in pleasant weather; he will also walk farther and perhaps distribute his trade more widely.

All leading Wholesale Grocers handle

SWEET CAPORAL
CIGARETTES.

The AMERICAN TOBACCO CO.
OF CANADA, Limited.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"
CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

A Winner !

The efforts you are making to win new cigar trade will be helped beyond measure by stocking up with an assortment of my cigars. This is no idle dream. I can prove it by what my cigars have done for other grocers.

My "Pharaoh" 10-cent and my "Pebble" 5-cent cigars are sure "winners." All I ask is the chance to prove it. Let me send you an assortment at my own expense.

J. BRUCE PAYNE, Limited,
Granby, Que.

You're in business to make money.

You handle innumerable lines outside the strictly grocer trade to this end.

Do you sell cigars ?

Have you cigars that sell ?

Kim
Harold H.
La Fama

Are a Trio of the Best Sellers in Canada.

See our travellers or write—

Brener Bros., London, Can.

Manufacturers.

If He Smokes a 10-cent Cigar

You may rest sure that he is not easily satisfied. The hundred and one five-centers do not interest him. You may switch from one 5-cent brand to another, and no great harm done, but with a 10-cent cigar smoker it is different.

Tuckett's "Marguerites"

have remained the favorite 10-cent cigar of thousands of particular smokers year in and year out for a long, long time.

Tuckett Cigar Co., Limited, Hamilton.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

RONTO

The Best

5c.

CIGAR

T. J. Horrocks,

TORONTO

QUEEN'S NAVY

Cut Plug Smoking

1-16 lb. foil pkge., in 5 and 10-lb. cases.

A Grocer's Favorite

THE ERIE TOBACCO CO. Limited

WINDSOR, ONTARIO.

The Chamberlain Cigar

is as pre-eminently a leader as the politician whose name it bears. It will establish its own following wherever introduced.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

Cigars from $13 to $125 per 1,000.

The Man on His Holidays

Enjoys his tobacco more than usual. There's a "something" about our tobacco that makes friends, fast friends. That is why you will find in every camp some one or more of our brands.

Chewing

—British Navy
—King's Navy
—Beaver
—Apricot

Smoking

—Tonka
—Solid Comfort
—Pinchin's Hand-Made

THE McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO.

FACTORIES: TORONTO AND LEAMINGTON.

It is well at all times to make the store as attractive as possible—so attractive that it is practically impossible for a smoker to pass without dropping in. By making good use of the window display, the goods and catchy announcements therein will attract the transient trade.

Always be polite, Mr. Cigarman—not too polite, but just polite enough; a kind word and a pleasant smile cost nothing, and they go a long way towards making friends and increasing trade.

Tobacco is man's solace under all circumstances. With a good cigar, or a pipe full of good tobacco, the average man can fight his woes or foes; through its magic smoke even the face of his mother-in-law will appear pleasant.

PUFFS.

"Smithers never lights one of his cigars. Just keeps it in his mouth and chews the end. I've often wondered why."

"You wouldn't if you had ever smoked one of them."

"Percival, you're making a great smudge in the house with your smoking."

"Yes, ma; I'm smoking a Pittsburg stogie."

"Well, well, I've always wondered why there was so much smoke in Pittsburg, and if men smoke those things that accounts for it."

Mrs. Ham.—"My husband thinks a man can't feel at home unless he is smoking."

Mrs. Pepper.—"And that is why he thinks he will feel at home in the next world."

"Pa," said little Willie, who had been reading a cigar store advertisement, "what's imported and domestic?"

"A servant girl," replied Pa.

Smoking in the Antarctic.

THIS is a continuation of the description of life in the Antarctic derived from personal experiences of bluejackets who left the Discovery last March and sailed to New Zealand on the relief ship Morning. The entire ship's company indulged in plenty of sleep. At the conclusion of the evening meal there was not much inducement to remain out of one's bunk. The majority, however, tarried awhile over their "tot" of rum, telling yarns and smoking. There were two mandolins in the forecastle, and there were frequent calls on those who could play an accompaniment to a song. Each man was entitled to a pound of tobacco every month, and the heavy smokers had no difficulty in obtaining additional supplies. For them the Antarctic presented a singular phenomenon. They found themselves practically unable to smoke in the open. In that pure air, it seems, tobacco does not smell at all like tobacco, even to the man who is smoking it. It smells "like burning rags," so that at first the smoker suspects that his clothing is on fire; and the sensations on the palate are described as highly disagreeable. However, the pipe had all its accustomed qualities when indulged in below deck, and even a few draws were appreciated at night in the tent on a sledge journey.—London Daily News.

Tobacco Plugging.

"Why is it that one side of your nose seems so frequently to be bigger than the other?" a stranger asked a Manayunk Norwegian recently, and the man replied: "We Norwegians are nearly all tobacco pluggers. I'll show you what I mean by that." He opened his pouch and took out a tobacco leaf an inch wide and three inches long. He rolled the leaf as one would roll a cigarette, into a kind of cone, and this cone he pushed up his right nostril until only the end of it was visible. "I'll keep it in my nose," he said, "for about two hours. My system by that time will have drained it quite dry of every property it has. This plugging habit is as common in Norway as the tobacco-chewing habit in America. A very fine, clean, cheap way of using tobacco it is, too." "Let me try it," said the other, and he plugged up his own nose with a leaf of tobacco, and began instantly to cough and sneeze and choke. He pulled out the leaf at once, but for an hour he could taste and smell the tobacco as plainly as though it had still been there.

Tobacco Stored in a Refrigerator.

Storing tobacco in a refrigerator is a new experiment for Reading, says The Tobacco World. It has been given a very successful test by the large cigar manufacturing firm of Yocum Bros. On the fifth floor of their building a refrigerator has been installed. This is nine feet high, six feet wide and four deep. In this are arranged twelve drawers, each nine inches in height. In these are stored Sumatra cigar wrappers. They are carefully tied up in the bundles used by cigarmakers. They are placed in cold storage to keep them in good working order, properly preserving their color and their strength. Yocum Bros. are the only local firm to use a refrigerator for the proper care of wrappers, but others will doubtless follow. The refrigerator is a model in every way, and a ton of ice is usually put into its tank at a time. It has a storage capacity of three bales of Sumatra.

Security
A
High-Grade Cigar.
THE W. H. STEELE CO, LIMITED
40 SCOTT ST., TORONTO.

Tobacco Notes.

About 30 additional cigarmakers were taken on last week by the London branch of The Tuckett Cigar Co.

The J. Bruce Payne Co., of Granby, Que., have secured the services of Alfred A. McClaskey, formerly the traveller for D. S. Perrin & Co., London.

The enquiry for the "Ronto" cigar from the grocery trade is steadily on the increase, and Horrocks, of Toronto, who handles the output of this popular cigar, says that he has been unable to fill his orders promptly for the past few months.

The Milwaukee Evening Wisconsin says in a recent issue: "A carload of Havana tobacco direct from Cuba, consigned to The Havana Cigar Syndicate of Winnipeg, and now in the bonded warehouse in this city, will be shipped to its destination to-day."

The plant of The Erie Tobacco Co., Windsor, Ont., although taxed to its fullest capacity, is unable to meet the greatly increased demand for goods of their manufacture. Their "Queen's Navy" is a recognized popular favorite, and their different brands of chewing tobacco retain their well-known reputation for excellence.

The Hamilton Times says the employes of The Tuckett Tobacco Co. and their friends were out in force on Saturday to attend the annual picnic. Victoria Park, Niagara Falls, was their destination. They travelled by the T. H. & B., going on a special train. Every one had a most enjoyable time, and the affair was a big success. A fine list of games and sports was successfully carried out, and added much to the enjoyment. The picnickers returned in the evening in good time.

A CHAT ABOUT TEA.

MR. P. C. LARKIN, of The Salada Tea Co., who, as announced in another column, has just returned from a five months trip to Europe, was seen by a representative of THE GROCER Wednesday morning and asked if he had anything to say in reference to his trip which might be of interest to readers of THE GROCER.

"Well, I don't know." replied Mr. Larkin, who looks remarkably well, "the subject that I am most interested in, viz., tea, is not a very popular commodity in Europe, but is fast becoming so. In cities like Paris you see Ceylon and India tea for sale practically everywhere, and at fashionable hotels where afternoon tea is served, Ceylon and India tea is always a popular beverage, and it will eventually become popular among the masses. There are any quantity of restaurants, hotels and confectionery stores at which afternoon tea is served as regularly as luncheon.

"I have noticed that so far as advertising goes, in England, tea is certainly not kept before the public in the way it is in Canada, and in the way it is fast becoming in the United States; when you consider that 6 lb. per head per annum is consumed in England one is rather surprised that more money is not spent on exploiting teas in Great Britain."

"Is there anything new in the tea situation in London?"

"Well, the Ceylon people are going to spend a great deal of money at the St. Louis Exposition," was the reply. "The Ceylon Planters' Association are going to have a capital display of their products. The Indian Tea Association also intend to pave the way before the Exposition by advertising, and will continue the campaign after the Exposition, thereby avoiding the great mistake that was made at the Chicago Exhibition where both associations had a magnificent display of their tea products, but because the way had not been paved before and the campaign was not pressed vigorously afterwards, nine-tenths of what had been done ended in nothing."

"The Ceylon and India people are working together?"

"Well, yes! they are both in the same boat, their interests are identical."

"How did you find the position of Ceylon and India 'Greens' in London?" enquired THE GROCER.

"During the first six months of this year Ceylon exported more green tea than she did during the whole of last year and still the price was firmer at the end of the six months than it was at the beginning of the year, showing the enormously increased demand. This firm, The Salada Tea Co., are actually shipping close on 500 chests or 1,000 half-chests of green tea every month, and the number is rapidly increasing. Of course a large proportion of this is being sent to the United States in 'Salada' green tea packets."

"Reports show that exports of Ceylon green, up to date this year to America, are about equal to that of blacks."

"Yes, but that is for direct shipments. The greater amount of green tea coming to America would practically come from Ceylon and India direct, whereas with black teas, the amount coming direct would be only perhaps one-fifth of what would be used in America, the balance being purchased at London sales. All dealers here, and for that matter in the United States, get a large proportion of their black teas from London, but they could not depend upon London for their green teas, as that is not a market for Ceylon and India greens, and most firms in Canada and the United States make direct contracts with Colombo firms or with the gardens for their requirements. Therefore when we take the consumption of black and green tea in Canada into consideration you have got to take in not only the direct exports from Calcutta and Colombo to America, but also the exports from London to America.

"With regard to our own business, The Salada Tea Co. during the first seven months of this year had a total increase of business at this office of 27 per cent. over the corresponding seven months of 1902. In black tea we had an increase of 16 per cent., and this after 11 years exploiting of black tea. In green tea we had an increase of 122 per cent., making, as we said, 27 per cent. increase in all. In some of our branches we have had most enormous increases. In Buffalo we had an increase of 35 per cent., in Detroit, of 73 per cent.; in Pittsburg, 91 per cent.; in New York, 95 per cent. increase.

"There is no question about it in the world—as we said as far back as 1899, when we received our first shipment of Ceylon greens—Ceylon and India green tea will eventually displace all other green teas, simply because they are better teas of their kind.

"Leaving the subject of tea, concluded Mr. Larkin, there is one thing that I noticed in London upon which the Canadian Government is to be heartily congratulated, and that is the new Emigration Offices they have opened in Trafalgar Square. I was over there a couple of times, but unfortunately was not able to see Mr. Preston. The offices seemed to be full and the show windows fitted up with the products of Canada attracted hundreds of people. When I was at the offices I could scarcely see over the shoulders of the people looking in at the windows. The pity of it is, that it was not done years ago. Anyway Mr. Sifton deserves the hearty congratulations of all Canadians on the way the office is run and the attention it is attracting. The office is being run in a business way and on good business lines; in fact, it is being run as energetically as if it were a private enterprise. This is something new in government offices and redounds to the credit of the emigration agent."

A CURRANT REPORT.

A report from Patras under date of July 28 announces the obsequies of the currant monopoly. The abandonment of the measure led to great dissatisfaction among the peasant growers and turbulent meetings and riots were rife. The total result, however, was the resignation of the Ministry and its substitution by a faction which promises to relieve all the evils to which currant growers are heir. Meantime the arrangement with the currant bank guarantees a minimum price equal to 11s. 6d. f.o.b. and the feelings of the growers are assuaged.

Soon after the flowering it was thought that the currant crop would be abundant, but as time wore on it became apparent that the bunches were not attaining their ordinary development, also that in berry the fruit was smaller than usual. This somewhat unusual fact is attributed to the dryness of the past Winter and Spring; some, however, are of opinion that it is the result of unusually cool weather during May and June, but in any case it is certain that the crop will not be a large one. On the other hand, the fruit is extremely healthy and should the weather assist should be of exceptionally fine quality. The crop is about a week later than usual and cutting will not be general before the first week in August, and the first shipments about 20th or 24th idem.

A total crop of about 150,000 tons is anticipated and with a 20 per cent. retention law the amount available for export will not exceed 130,000, which is about the usual annual consumption. France has entered the field as a buyer of currants of late and a considerably higher range of prices than what prevailed for the crop of 1902 is not unreasonably expected.

Flett's

Pickle Goodness

From the good of the goods comes the satisfaction of the purchase—and from the satisfaction of the purchase comes your growing trade —— in pickles

If you sell FLETT'S.

"THE PICKLE OF QUALITY."

ROSE & LAFLAMME

Agents, ——— MONTREAL.

MHS

CONFIDENCE

The public have confidence in

PATERSON'S CAMP COFFEE ESSENCE

That's why it's so regular a seller.

ROSE & LAFLAMME, Agents, MONTREAL.

Brand's Al Sauce

is the climax of perfection.

—a fine tonic
—and digestive

and

a rapid and profitable seller. **Try it.**

FOR SAMPLE AND QUOTATION WRITE

Mr. I. S. WOTHERSPOON, (Sole Agent)
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Everybody WANTS VINEGAR NOW

Everybody

should use the BEST Malt Vinegar—that is

Grimble's

PURE MALT

BRAND.

Vinegar.

Brewery: LONDON, England.

Agent—Mr. I. S. WOTHERSPOON,
204 Board of Trade Bldgs. MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, CANADIAN GROCER.

That's Not Good Advertising That all Understand Not.

IN his letter, which was reproduced a couple of weeks ago, Mr. W. J. Condron expresses the opinion that the best way for a retail store to sell the people what it has to sell is direct by circulars. It has proved the most result-producing way for him at any rate. Experiences vary so. I have heard others say that it was wasted money to distribute circulars, that they didn't have any money to spend in supplying people with paper to light the fires with.

We who live in the city are fairly besieged with circulars of all styles and sizes, proclaiming the merits of everything from liver pills to fine furniture. If one is away for a few weeks the letter boxes become choked up with a mass of "stuff."

Are they all read?

Do we read any of them?

That depends.

The woman who receives through the mail a nicely gotten up little circular telling her interestingly of things she needs, feels personally appealed to, and sometimes perhaps a little bit flattered.

She is likely to read such a circular with considerable interest and if she does not visit the store at once, is pretty sure to do so at her first opportunity.

You can pretty generally conclude that the real value of any kind of advertising depends to a large extent on how it is done.

A store that sends out circulars should be careful to do it properly. Show care and a desire for respectability in the quality of the circular. You wouldn't write a friend a letter on a piece of newspaper.

Include in the list not only all your regular customers, but every possible customer whose name can be secured.

Make sure that every one of them is properly delivered. Sending them through the mail is preferable, though, of course, more costly. This seems to have been Mr. Condron's difficulty, as he reminds us in his letter that "the main thing is to get them distributed properly."

I am reprinting some of the most interesting matter from the circulars Mr. Condron sent me. Several of the circulars were regular posters, size about 12 x 17, and on one in particular appeared a large and rather hideous cut, with a few startling headlines. They were of a style known in the newspaper world as "yellow."

We cannot deny the fact that this style of appeal seems to please and "catch" what we choose to call the "lower classes," so perhaps it is best. But there is a danger of carrying it too far, and I think Mr. Condron might do well to venture more toward the elegant or refined style of circulars.

The circular before me is of a large size—about 12 x 17—as are also a few others which Mr. Condron sent me. I think they could be smaller for an improvement—setting the matter in either four or eight smaller pages in preference to this large "poster" size.

If these circulars pay him well he ought to be able to afford to go to a better and more up-to-date printer who has a taste for more modern type that his present printer seems to show.

The matter on the circulars is nicely arranged, though, as previously suggested, it might to advantage be of a less sensational style.

One other circular caught my eye, and though I con't care to admit that I approve of this style of advertising, I am calling it to my readers' attention because there are some retailers who think this kind of a thing is very good.

The circular looks like a railroad time-table on first glance, and at the top appears the following:

EXCURSION
TO
BUFFALO AND RETURN
$1.00
Good For 30 Days

would be remarkably low rates, but not as low as groceries will be sold at Condron's Cash Grocery on our two bargain days a week.

Tuesdays and Fridays

We cannot give a complete list of all bargains on this circular, but this is a fair sample, as everything has been reduced.

Mr. Condron's way of putting things sounds so genuine that I am sure it would be hard for many of the recipients of his circulars to doubt his sincerity. His circulars give one the impression that he really means what he says, and that his bargains are real bargains. So while we might easily criticize the make-up, the literary style and all that, such criticism too strongly put would be altogether out of place, for does not Mr. Condron say that he gets results, and that's what he issues the circulars for.

Notice this bit which appears at the bottom of one of the circulars:

> TURN OVER a new leaf and pay cash for your groceries. You will feel 10 years younger if at pay-day your wages are yours instead of your grocer's. If you are looking for a store where quality and economy join hands, come to CONDRON'S CASH GROCERY.

Established 1845

1 and 2-lb. Tins.

COFFEE

S. H. & A. S. E. MOCHA AND JAVA COFFEE, put up in 1 and 2-lb. tins (as cut) possesses a peculiarly rich aromatic flavor. It is something RICHER, BETTER than the others, hard to define, but easily distinguished by a trial. NOT CHEAPER, BUT BETTER. If you have, or want to gain, a good class of customers whom it is difficult to satisfy with coffee, give them **S. H. & A. S. EWING'S,** and watch results. PURITY, QUALITY AND UNIFORMITY GUARANTEED.

SPICES

S. H. & A. S. EWING'S HIGH-GRADE SPICES have stood as a standard of the BEST for over half a century. Why handle inferior goods when you can get **S. H. & A. S. EWING'S** at the same figures. QUALITY FIRST.

S. H. & A. S. EWING,

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q

Established 1845

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink

Hires'

Root Beer

the whole day long,
And you will feel "all right."

Stock with **HIRES' Root Beer.** See that your travellers have it on their price list. It pays a GOOD PROFIT.

Setna & Co., "Chutneys"

Indian Guava Jelly, Curry Powder.

Martin & Freres' well-known brands of Shelled Almonds, as follows :

Squirrel, Fox and Tiger.

OLIVE OIL — "TUSCAN"
Finest Cream Salad in Gal. Tins.

☞ Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.

W. P. DOWNEY,

SOLE AGENT FOR CANADA.

26 St. Peter St., —Prices on Application— MONTREAL.

"It pays to handle the **RIGHT** goods."

Send for sample packets for free distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited,

TORONTO TELEPHONE, 1618 MAIN.
BRANTFORD " 483

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents :
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

The Song of the Laundresses:

We sing of **Chinese Starch** all day
A song of joy and praise;
Our linen white is a delight,
And pleasure rules our days.

The happy laundresses give vent to their joy; thanks to CHINESE STARCH, they are happy and their situations secure.

Ironing day, always a nightmare, was long and fatiguing. Now the ironing board has no terrors for the maid. With CHINESE STARCH to aid her, her work is quickly and easily done, without fatigue, and with incomparable results. Wise housewives imitate the laundresses, who know the value of CHINESE STARCH—the best in the world.

MANUFACTURED ONLY BY **ASK YOUR JOBBERS FOR IT.**

OCEAN MILLS, - MONTREAL, P. Q,

OUR AGENTS:—

Toronto, Ont., R. S. McINDOE, 25 Front St. W., Agent for Ontario.
Halifax, N.S., W. A. SIMSON, 122 Hollis St.
Ottawa, Ont., JOHN E. COX, 53 Sparks St.
Charlottetown, P.E.I, McKINNON & McNEVIN.

FOR SALE BY:—

H. P. ECKARDT & CO.,	Toronto, Ont.
LUCAS, STEELE & BRISTOL,	Hamilton, Ont.
THE F. J. CASTLE CO., Limited,	Ottawa, Ont.
JOBIN, MARRIN & CO.,	Winnipeg, Man.
HUDSON'S BAY CO.,	"
CODVILLE & CO.,	"
WILSON BROS.,	Victoria, B.C.

This "example" on the advantage of paying cash is worth repeating :

You make quite a saving by paying cash. (If you buy here.)

There is no doubt our prices are much less for better goods than elsewhere.

Our reason is: Being cash buyers, we buy cheaper than other stores do.

Still another reason: If you pay cash, you will limit your purchase to suit cash in hand, and will not buy more than you can afford to because you can have it "charged."

An average family will spend about $300 a year for groceries, and even if they only save 20 per cent. (a too low estimate), you would save $60 a year, or $5 a month. Think it over.

REMEMBER! If you pay cash in a credit store you pay credit prices. You don't get the advantage for your cash that you will here. Our delivery service is as prompt as any store in the city, and it will be improved as occasion demands.

Evidently Mr. Condron is doing a good deal in the way of educating people to pay cash, for his circulars seem full of arguments showing the advantages of buying groceries in this way.

This last one may prove of some suggestive value to some other grocer readers who try to do business on a cash basis, so I reprint the matter :

WHY YOU SHOULD PATRONIZE US

1st reason.—We have no bad accounts for you to help pay for.

2nd.—Selling for Cash, we can buy for Cash, and so buy cheaper than other stores do.

3rd.—You make quite a saving by paying Cash, if you buy here.

4th.—If you pay cash in a credit store you pay credit prices.

5th.—We treat everybody alike and everyone so well that they will come again,

6th.—We want your own experience to teach you that you may have absolute confidence in us.

7th.—It's our object to give our customers the benefit of our ability in buying through our eight years experience in the wholesale trade.

8th.—The law says sixteen ounces make a pound. A legal pound is the kind you get here.

9th.—We are not bragging about our honesty, but because this is another reason your money will go farther here.

10th.—Pay Cash for your groceries and you will feel ten years younger if at pay day your wages are yours instead of your grocer's.

CHARTREUSE.

On account of the expulsion from France of the monks of Chartreuse, the famous product of their distillery, chartreuse liqueur, has advanced in price to a remarkable extent. Brother Raphael Bonal, however, is continuing the manufacture in the Department of Isere, of his celebratedly fine "raphaelle." The difference between "raphaelle" and chartreuse lies only in the name and price, and the quality is such that the most critical connoisseur can find no fault. Montreal is fairly well supplied on the moment, though as shipments of chartreuse will be few and far between, dealers will do well to place their orders for import with B. O. Beland, 26 Lemoine street, Montreal.

COWAN'S

Perfection Cocoa (Maple Leaf Label) **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

BROCK'S BIRD SEED

"It's all right."
For You
For
The Bird.

NICHOLSON & BROCK, TORONTO.

Some Merchants' Experience.

Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it AND STOP RIGHT THERE!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. BUT SHE WILL NEVER SIT DOWN ON A COLD ONE, EITHER.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon PASS Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

Some Grocers get the best.

Some grocers get the best goods they can find; others get the cheapest they can.

The biggest success comes to those who insist on quality, and carry only reliable goods.

If you want to tie your trade to you, give

DWIGHT'S "COW BRAND" SODA

the prominence it deserves. Uniform in quality and always satisfactory. That means business.

JOHN DWIGHT & CO., - MANUFACTURERS.

Current Market Quotations for Proprietary Articles

August 20, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

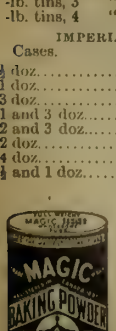
W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25

OCEAN MILLS.

	Per doz.
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " " in bags, per gross	1 25
" " " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 35
" " " B, 4 "	3 95
" " " C, 3 "	3 70
" " " D, 3 "	3 50
" " " F, 3 "	3 20
" " " G, 3 "	2 95
" " " I, 3 "	2 60

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Biscuits.

CARR & CO., LIMITED
Frank Magor & Co., Agents.

Cafe Noir	$0 15
Ensign	0 12½
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
½ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ⅛'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ⅛s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ⅛s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.

Frank Magor & Co., Agents.	Per
Cocoa essence, 3-oz. packages	$1 65
Mexican Chocolate, ¼ and ½-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb tins	0 35½

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

—when we state that

EDWARDSBURGH OR BENSON'S

STARCH

is the most perfect made, we state the truth—it is the acme of perfection.

The EDWARDSBURGH STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Cocoanut.

L. SCHEPP & CO.

	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old- Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	15 00
Small size "	12 00
Roquefort—Large size "	2 40
Small size "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents: The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case per doz.	1 50
5 and 7-lb. tin pails per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans....per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
"Old Crow," 12-lb. boxes—		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	4 50

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	0 09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

cement stoppers (pints)	per doz.	$ 2 30
Corked " "	"	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

		Per case.
No. , cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }		2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH.

Cases, 64 packages, 48's	5 00
½-Cases, 32 packages, 24's	2 50

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Star hes—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06½

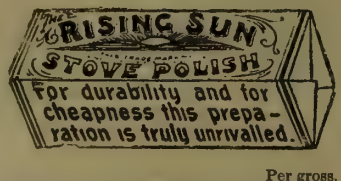
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

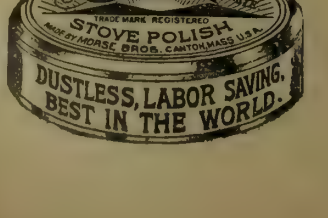
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label —	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb. " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb		$0 35
" " 60 ½-lb	}	0 35
" " 30 1-lb	}	
" " 120 ½-lb		0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes		$0 42
" II 40-lb. boxes		0 40
" III 80-lb. "		0 37
" IV 80-lb. "		0 34
" V 80-lb. "		0 30
" XXXX 80-lb. boxes		0 25
" XXXX 30-lb. "		0 26
" XXX 80-lb. "		0 27½
" XXX 30-lb. "		0 23½
" XX 80-lb. "		0 20
" XX 30-lb. "		0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 30

Black Teas—"Nectar" in lead packets—

Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " —Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 50

"Condor" Ceylon black tea in lead packets—

Green Label, ⅛s, ¼s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases	retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 60 at 0 40

Black Teas "Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 2
No. 3, cases 50 lb.,	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, ½ oz	0 38
" Bobs, 5s. and 10s	0 39
" " 11½ oz. bars, 5½s	0 39
" Currency, 13½ oz. bars, 11s	0 42
" " 6s. and 11's	0 42
" Old Fox, narrow, 11s	0 42
" Snowshoe, 1 lb. bars, sp'c'd 6s	0 46
" Pay Roll, 6s	0 47
" Fair Play, 7s. and 12s	0 48

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities.

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Sld. Bk. Globe	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 75
" " 1	8 60
" " 2	7 50
" " 3	6 45
Pails, No. 1, 2 hoops	1 77
" " 3 "	1 93

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " " 3 doz. 5c	1 00
" " " 3 doz. 10c	1 80

Instant Powdered

This is put up in packets, making one quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

The Standard Gelatine of the World

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and Toronto.

ARE YOU USING OUR

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited

MERCHANTS

Do you use Scales? Why do you use them? Do you not **depend upon your Scales for the profit** you make between buying and selling price?

The **Toledo Automatic Springless** Computing **Scales** will **increase** your **profits**, as they **absolutely** stop the necessity of giving down or **over weight**, and are absolutely the only fully legalized Scale that will make your **bulk** packages **hold out weight.**

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1844

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

THE MOP THAT THE SUN NEVER SETS ON.

Self-wringing Mops and Mop Cloths

Much, very much, depends upon the **cloth** with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 'twould be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada.

Lots of Grocers Could Make More Money

by doing a little better advertising.

For such as lack ideas W. Arthur Lydiatt's new book of suggestion "100 Good Ads for a Grocery Store" will prove of great value.

It contains 100 bright, newsy ads for nearly all the different articles found in a good grocery—several pages of short, catchy sayings, suitable for headlines, show cards, etc., and a chapter of common-sense talk on grocer's advertising.

The price is $1, and, as one purchaser says, "you certainly get your money's worth." The book will be sent to any address on receipt of one dollar.

MacLean Publishing Co.,

TORONTO.

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, Post Office Chambers

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

Do You Realize What You Are Losing?

On your way to the bank, if you had an accident like the above you would thank a fellow who stopped you, and helped pick up the money you were losing.

Why not thank us for showing you where you are doing the same thing every day before you start to the bank. Fact is, we never had the chance to help you pick up the money we know you are losing.

We've got a mighty nice fellow who visits your town, and he will appreciate an invitation to call on you next trip. He can tell you all about The Dayton Computing Scale, our Systems of Moneyweight, of Nearweight and profit, also about Downweight and loss, and the Systems that will

Ask Dept M. for Catalogue. *Save three Pennies* DO IT TO-DAY

THE COMPUTING SCALE CO. OF CANADA, LIMITED.
164 King St W st, Toronto, Canada.

Pleased customers are the most valuable thing that a store can possess. During the Exhibition there will be much demand for a pleasant drink.

Lime Fruit Juice
Lime Juice Cordial
Raspberry Vinegar

fill the bill. They are hygienic and very pleasant.

Keep well stocked with these drinks.

Manufactured by

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

The beautiful golden green color of

Sovereign Lime Juice

A Shipment of "Sovereign Lime Juice" waiting to be carried by boat from shore to steamer.

suggests a tropical richness and flavour which a drink of it confirms. It is the pure juice of the ripe, sound Lime Fruit. The Dominion Government Analyst reports it to be absolutely pure, and without coloring matter, and this we guarantee, as we control the juice from the tree to the bottle. Only two teaspoonfuls of "Sovereign Lime Juice" are required to make a glass of the most delicious, refreshing and economical summer drink.

All Grocers.

Refined and bottled by

Simson Bros. Co. Limited

Wholesale Druggists, - - HALIFAX, NOVA SCOTIA.

WHY IS IT ??

That the whole crop of

JAPAN TEA

is always too small for the Demand, although the price for the past two years has been **extraordinary high,** and going higher each season ? ☛ Because it is the best Tea ! and wanted anyhow by real Tea drinkers !

CANADA and the **UNITED STATES**
can use the whole crop of

...JAPAN TEA...

THE MOST PROFITABLE to the GROCER and MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

Imperial Brand Maple Syrup.

After selling a customer one tin of Imperial Brand Maple Syrup don't bother about selling her any more—she'll remember to order it regularly.

ROSE & LAFLAMME, Agents, MONTREAL.

Nonpareil Jellies.

The delicious quality, delightful flavors and perfect purity of these Jellies have made them popular with people of judgment.

ROSE & LAFLAMME, Agents, MONTREAL.

The QUEEN of Teas For The KING of Lands.

Ceylon Tea FOR CANADA.

Ceylon Green Tea is incomparable.
Ceylon Black Tea is second to none.

Ceylon Tea will satisfy your most fastidious customer, and gives you a fine margin of profit.

He who Hesitates is Lost ! ! !

Salmon packs this season are undoubtedly short. Enterprising men are now fixing their orders.

If you Hesitate you will Miss Your Chance

RED SOCKEYES	COHOES
"Nimpkish"	"Eagle"
"Griffin"	"Golden Net"
"Sunset"	"Harlock"
"Lowe Inlet"	"Empress"

These brands are quality and show fine margin of profit.

The British Columbia Packers' Association,

VANCOUVER, B. C.

All Storekeepers

work too hard and should have another clerk, but they say they can't afford it. We can put you in the way of hiring the extra clerk

Without Cost to You.

WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Has stood the test of every climate.

Purest and best for all purposes.

The **ST. CHARLES CONDENSING CO.**, producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.**

RECEPTION WAFERS

In one pound tins. A very attractive package.
Something nice for Teas, etc.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

HIGHEST AWARD, LONDON, 1893.

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

A GOOD THING MAY BE REPEATED.

The following is taken from THE TORONTO GLOBE of April 11th, 1903, but there are no politics in it :—

"Carl Frederic Heebner, Ph. G., Phm. B., "Dean of the Ontario College of Pharmacy, was "born at Lee, Massachusetts. He studied at "the public and high schools of his native town "and at Williams College. Afterwards, in pur- "surance of his love for Chemistry, he entered "the employ of a druggist, and after 4 years in "that position he matriculated at the New York "College of Pharmacy. He was next appointed assistant in the Laboratory of one of the largest wholesale druggists of New "York, rising to the position of chief clerk. In 1884 he was appointed to the teaching staff of the New York College of "Pharmacy, later being promoted to the professoriate. In 1887 he published a 'Manual of Pharmacy.' He has also "published other works, included 'A Synopsis of British Pharmacopeia.' In 1891 he was appointed professor of pharmacy "at the Ontario College of Pharmacy, and in 1892 the Deanship of the college was added. The same year the University "of Toronto conferred on him the Degree of Bachelor of Pharmacy, honoris causa. In 1893 the University of Toronto "appointed him lecturer and demonstrator in materia medica and elementary therapeutics, and in 1897 he was made "associate-professor of pharmacology and therapeutics. He has been a member of the Senate of the University of Toronto "since 1893. His ability and success as a teacher are well-known, and an English writer who visited Canada and the "United States to enquire into the systems of pharmaceutical education, referring to the Ontario College of Pharmacy, said : "'The new system now existing in Ontario is vastly superior to our own; in fact, it is an ideal system.'"

This is the man who states that

St. Lawrence Extra Granulated

is the best Granulated procurable, and that it is the only Granulated he uses in delicate experiments requiring entire purity of ingredients.

The St. Lawrence Sugar Refining Co., Limited

Montreal.

Spices for Pickling and Sauce Making.

WE HAVE always led in these lines. This season the variety and values offered are exceptional. Look up your stock and give us an opportunity of pleasing you in the goods we send.

Whole pickling spices in 5 and 10c. tins. Some fine lines of Cloves, Ginger, Cinnamon, Pepper, Turmeric, Celery Seed and Mustard Seed.

Each line selected with a view to giving perfect satisfaction.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

BRANCH CANADA GROCERS, LIMITED.

Wood's Primrose Ceylon Tea

THE CORRECT THING FOR ICED TEA.

STABILITY IN YOUR BUSINESS.

Few dealers can spare time to do the testing necessary to secure choice Tea.

We do that for you. For many years we have been putting to searching tests the products of the finest gardens, giving you the full benefit of this experienced selection in **WOOD'S PRIMROSE TEAS.**

When you give your customer Primrose Tea, therefore, you may be sure the necessary testing has been done and the canister contains Tea of proven quality. This gives confidence and a basis of stability to your Tea business.

THOMAS WOOD & CO., 428 St. Paul St., MONTREAL.

GROCERS' WHOLESALE CO. Limited — UNITY AND QUALITY — HAMILTON.

REGISTERED. Trade Mark.

Salmon to arrive,

"Unity and Quality."

None better packed.

GROCERS' WHOLESALE COMPANY, Limited

HAMILTON.

Correspondence Solicited.

EXHIBITION

We cordially invite our stockholders to make use of our offices while in the city.

We should also be pleased to meet any grocer interested in buying his goods right, and we can soon show you how we can save you money.

CANADA BROKERAGE CO., Limited,

'Phones: 2282, 870 Main

48 Wellington St. East, - - TORONTO

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

POLITICAL discussion permits of wide divergence of views, and, almost invariably, these are accompanied by an equally wide divergence in alleged facts. In no case have both these features been more in evidence than in the discussion of the new Transcontinental Railway policy, and it must, indeed, be puzzling to the outsider who is reading the press of both parties with an honest intention of arriving at a just conclusion. In too many cases, we fear, he will be prone to charge misstatement and dishonesty of purpose on the part of the politicians, but he should remember that while public men are, from the very nature of things, as adherents of parties, special pleaders, they are not necessarily insincere in the statements which they utter. That the wish is father to the thought is often absolutely true, and where people have to deal with a whole field of at least but partially known conditions, the speaker is naturally driven to allegations which are likely to strengthen the position he has taken in any given case. So it is that we find one man describing the north part of Ontario through which the new road will run as a land of promise, rich in timber, in minerals, in water powers, in agricultural lands; while, to another, who has committed himself to the statement that the whole thing is an utterly "mad scheme," it is the land of rock, muskeg, the stunted poplar and impassable natural barriers.

* * *

In no phase of the whole debate has greater difference appeared than in that dealing with the financial conditions. From the statement of Sir Wilfrid that the cost to Canada could be paid out of this year's surplus, to that of Dr. Sproule, who asserts that the result will be to increase the national debt to $400,000,000, we have a wide choice for financial belief. Let us first, for a few moments, examine the contention of the Prime Minister. The Government section of the road from Moncton to Winnipeg covers a distance variously estimated at from 1,400 to 1,500 miles, the cost of which, Mr. Fielding, who, by the way, estimates the distance at 1,475 miles, as against Mr. Blair's 1,425 miles, places, including the interest during construction, at $54,609,677, while Mr. Blair estimates it at $65,000,000. The question as to which is more nearly correct has nothing to do with the criticism of the Premier's statement. The surplus this year will be in the neighborhood of $14,500,000, so in neither case would it even approach an amount which could meet the expenditure. Of course, what Sir Wilfrid meant, a meaning easily to be gathered from the context of his speech, by him who reads it in extenso, is, that the surplus would pay for all the outlay above that for which we have a tangible asset to show. True, we may spend from 55 to 65 millions on the Government section, but that section will be ours when completed, and will, after seven or, possibly, ten years, pay interest on the investment at 3 per cent., according to a term in the lease to the Grand Trunk Pacific Railway. In this, of course, lies the marked difference between the case of this new road and the case of the Intercolonial and the Government canals. In the I. C. R. we have invested nearly 70 millions, in the canals almost the same amount, and from neither do we receive the return of a fraction of one per cent. as interest on our investment. To say that the country is not in debt to the extent of 140 millions for these old works because we own them, and hence the asset must be set off against the liability, would be manifestly absurd, and to say the same of the new road would be equally so but for the guarantee of interest by way of rent to which we have alluded.

* * *

Even as it is, we feel that the Premier's statement is somewhat far-fetched in this particular. Our debt will undoubtedly be increased to the extent of the cost of constructing this new section. That may or may not be a bad thing. The farmer who mortgages his farm for $1,000 to put up a bank barn where before he had no building, is certainly $1,000 in debt, though he may be far more than $1,000 better off because of the increased facility with which he can carry on his farming operations. And so it will be with Canada. Time will tell whether the money is or not well spent; but that our debt will be increased in any case to just the amount of the expenditure, seems to be beyond peradventure. Now, to this must be added one other item—the interest for the seven years during which the G.T.P. gets the use of the Government section for nothing, and the interest for seven years on the cost of constructing the G.T.P. line in the mountain section up to $30,000 per mile. Without wearying our readers too much, we may say that these two sums combined would reach a total of from $14,500,000 to $16,500,000, according as we accept the extreme estimates of the rival advocates. In the former case the surplus would in reality pay off the whole obligation, leaving us with the Government section as an asset, and the cost thereof as a liability, and, even in the latter, if, as Mr. Fielding points out, we estimate the amount laid out now in the hands of some trust company to meet the payments of interest as they mature from year to year, the present surplus would be sufficient to meet the whole interest charge. As a matter of fact, the surplus, as we pointed out in an earlier article this session, is a politician's surplus. It is not a surplus of funds after paying all the Government outlays for the year, but only a surplus of income over what has time out of mind by both parties been called "current expenditure." That there is an actual surplus this year just closed over all expenditure, a surplus running into millions, a surplus which is to be applied in that very convincing fashion of a reduction of the national debt, all are pleased to acknowledge, but that we have $14,500,000 clear to apply in reduction of debt or to meet interest at some future date to accrue in connection with this railway scheme is far from the fact. This much is true: The amount this year actually available for any purpose after payment of all expenditure is so large as to be more than sufficient by a couple of million at least to pay one year's interest on the new railway indebtedness when incurred. The first month of the new fiscal year, July, shows a large increase in revenue over July of last year, and everything points to a surplus for the coming year as large if not larger than for the year just past. Should Canadian prosperity continue for six more years to come, and there seems no good reason why it should not, when we think of the large influx of population and the great development of natural resources—causes which kept hard times away from the United States when every other country in the world fell a victim to that financial disease—should it con-

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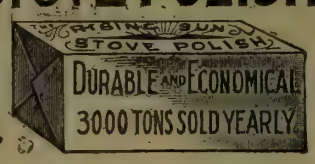

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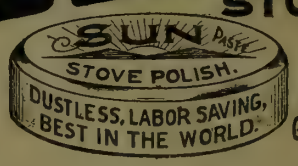

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tinue in even much less measure than at present, there would be each year an "actual surplus" quite sufficient to pay the interest for the seven years during which the G. T. P. pays nothing to the Government by way of rent, and in this manner the expense, outside of construction (to balance which there remains the road itself), would be entirely borne by revenue, and at the end of the non-productive period not one cent would have been added to our national debt above and beyond the first cost of the road.

* * *

Mr. Blair has contended that we cannot get our money at 3 per cent., the amount which the G.T.P. is to pay as rental after seven years, that 3¼ per cent. is the best we can look for, and, that, in consequence, we will have ½ per cent. each year to put up out of the treasury, and this he figures to represent an accumulated loss of $18,850,000 in the 50 years. As to this, time and the English money market alone will tell. The last occasion on which we went into the market we succeeded in getting our requirements satisfied for 2½ per cent., but the bonds were placed at a small discount, taking which into consideration the loan stood us at about 2.70 per cent., or not quite 2¾ per cent. At present the money market is a little tighter, and it is possible that we might not get such favorable terms. The capital, however, will not all be borrowed at one time. The road will take five years at least to complete, and loans will from time to time be made, as the money is required. To say what the market price will be from one to five years hence is mere guess work. The very fact that the large aggregate amount required will not be needed all at once will tend to keep down the rate, and, on the whole, we think we may venture to conclude that in this matter Mr. Blair's fears have got a little the better of him, and that the money will be forthcoming at 3 per cent. as estimated by Mr. Fielding. If this be so, of course the $18,850,000, above referred to, disappears from the cost of the undertaking, or, if we split the difference between the estimates as to the rate to be paid for the money made by Mr. Blair and Mr. Fielding and leave it at 3¼ per cent., the cost as placed by Mr. Blair comes down $9,425,000.

* * *

We have criticised the Prime Minister's statement as to the surplus being sufficient to pay for the road, it is now time to turn our attention very briefly to the Opposition contention that to the cost must be added the amount of the Government guarantee of G.T.P. bonds. As we know the contract provides that on the prairie section the Government is to guarantee the bonds of the company up to $13,000 per mile, and on the mountain section up to $30,000, provided neither sum be in excess of three-quarters of the cost of construction, or, in other words, the G.T.P. has to put in one-quarter of the cost out of its own funds in excess of the Government guarantee. This being the case what is the likelihood that the Government will ever be called upon to make good any of this guarantee? The section now under discussion has been called on all hands the "fat" section. There is no doubt expressed by anyone; the most sceptical has never even hinted that this section of the transcontinental road would not pay and pay well. If it pays, of course the Government cannot be damnified; if it does not pay, the Government has a first mortgage extending only to 75 per cent. and, in addition to that, has also a mortgage on $20,000,000 of rolling stock, in which it has not put one dollar,—on which it has guaranteed nothing. What, then, would happen if the Government were called upon to pay the interest on the bonds as guaranteed by it, proceeding to foreclose, and to take the road over? But behind stands the Grand Trunk Railway proper, as a second mortgagee, so to speak, with its quarter of cost of construction, and its $20,000,000 in rolling stock. How awfully bad would have to be the state of things; how awfully lean would the "fat" section have to prove, before the second mortgagee would sulk in his tent and allow the first claimant to close him out of all claim. No, it is most reasonable to suppose that this will never happen, and, if it does not, why, of course, it is fallacious to add millions upon millions to the alleged cost of construction in connection with this scheme.

* * *

Mr. Sifton introduced another financial item, which is not unworthy of consideration. He pointed out that negotiations were about completed with certain railway companies by which the odd-numbered sections in Manitoba and the Territories, for years locked up for railway grants, were about to be released and made free for Government purposes. As the even-numbered sections are retained for free homesteads, the Government feels at liberty to sell these new lands, amounting in all to about 50,000,000 of acres. He makes the statement that of this area about 20,000,000 acres are now absolutely worthless because of being totally unserved by railways, and that in ten years' time, owing to the building of the new road, these lands will have attained an average value of $300 per acre, or an aggregate of $460,000,000. Allowing for optimism on the part of the speaker, something substantial is sure to come out of the state of affairs which he indicates. We may then summarize our financial review of the contentions of the opposing parties by saying that the scheme will cost the actual outlay for construction on the Government section, the exact amount of which only time will tell, plus the interest for seven years, as above outlined, for even if the yearly actual surplus is sufficient to keep this paid, it is a cost nevertheless, since, but for it, the surplus could be applied in reduction of the national debt. As against this cost there will be the Government section of the road, plus the value of the lands referred to by Mr. Sifton as now being valueless. As to the other aspects of the case, from the point of increased transportation facilities, colonization, development of commerce, the binding together of the East and West, the shortening of the Imperial route to the East, it is no part of our plan to speak now.

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To Our Friends In

New Ontario, Manitoba and Saskatoon.

We beg to advise that Mr. H. E. Toms will be leaving here in our interests about first of September for your country, calling on you as early as possible in that month and for him we bespeak your kind attention.

Mr. Toms will have some grand values to offer and samples of latest novelties in groceries.

JAMES TURNER & CO., Wholesale Grocers, Hamilton.

DOMINION EXHIBITION, 1903.

If in the City during the Exhibition call and see us.
Our Travellers will be here to welcome you.

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DO YOU HAVE TO "WAIT" VERY LONG BEFORE SEEING A SUBSTANTIAL INCREASE IN YOUR TRADE RETURNS.

A LITTLE ENERGETIC PUSHING DOES IT.

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Manufacturers and Agents,
TORONTO.

RAISIN NEWS FROM DENIA.

THE Denia Exportacion de Pasa Valenciana, in the issue of August 6th, says of the raisin outlook: The drought will greatly shorten the quantity of the present crop, in terms that it will hardly reach 500,000 quintals in the whole.

Scaldings, on that account, are rather backward, and the fruit appears so very uneven that many bunches have only part of the berries ripe and the rest green, so that to scald the grapes in such a state the loss to the growers would be serious. Of course, at some early localities people have begun scalding, but this cannot be said to be the beginning of the campaign. Several agents are going round the producing districts paying 30 pesetas per cwt. for fruit of the new crop, and securing what little lots they can, as samples; but we do not call this the opening of the market, as there are no stores yet opened nor is there any packing going on so far.

With regard to elaborating raisins after the Malaga style, we believe that at Gata they will in the present season elaborate a larger quantity than they last year did, because they have actually better fruit for the purpose.

At Malaga, as far as we learn, the fruit will likewise be small for the same reasons we have before alluded to, and the quantity of the crop will be something like the last, say 1,200,000 boxes.

In a few days they will begin to take away some fruit from the drying grounds; and towards the 20th inst. the first boxes containing stuff of the new crop will be sent to the warehouses. Prices are expected to be high, but if so, they will not last long.

Scaldings at Malaga will, this year, have no importance.

From Granada they say that the crop of raisins in that province is small and of inferior quality.

IN REFERENCE TO CAPERS.

THE caper tree is a bush which is grown in some parts of Spain and in Algeria, as well as in some portions of France. The commercial caper is the flower bud, which is gathered before its development and preserved in vinegar. The tree thrives on chalky soils, on rising ground well exposed to the sun. Poor, dry soils may be utilized, but a good quality of earth brings about better results.

The gathering of the crop generally commences the first week in June, and as the branches continue to grow, and as there is one caper for every leaf, the harvest season continues until September or even October. About the 20th of July the crop is heaviest. The buds are picked by women, who work upon the same bush every five or six days. An effort is made to gather small capers, as the smaller sizes are the best and bring the highest prices. The pickers are paid 25 centimes (5 cents) per kilogram (2.2 pounds), and during the height of the season a competent woman can gather 20 kilograms (44 pounds) per day.

After the capers have been picked, they are placed in trays under a shed, where they are left until they evaporate a certain amount of water which they contain, in order that fermentation may not set in. They are then placed in barrels of vinegar for preservation. A white vinegar of 8 degrees Beaume is used for this purpose. A 6-degree vinegar might be employed, but with a stronger vinegar the capers acquire a more satisfactory consistency. Occasionally the brine is flavored with sprigs of tarragon, elder flowers, cloves and pepper in grains. This is a matter of individual taste and experience.

The capers, having been thus preserved, are next classified, during the Winter, by being passed through sieves of different sizes. There are seven classifications, as follows: "Nonpareil" (smallest size), "surfine," "capucine," "capote," "fine," "mi-fine," "commune" (largest size). Having been thus separated, the merchandise is replaced in barrels filled with vinegar and preserved until sold. When prepared for shipment, the capers are washed in vinegar of a standard of 12 degrees, which renders them quite firm, and they are placed in barrels without vinegar. They support long voyages very satisfactorily, if properly treated before.

The average prices per category and per kilogram of 2.2 pounds are: Nonpareils. 1.70 to 3.20 francs; 32.8 to 61.7 cents. Surfines, 1.25 to 2.40 francs; 24.1 to 46.3 cents. Capucines, 1.00 to 1.80 francs; 19.3 to 34.7 cents. Capotes, .80 to 1.40 francs; 15.4 to 27 cents. Fine, 60 to 70 francs; 11.5 to 13.5 cents. Mi-fine, 40 to 50 francs; 7.7 to 9.6 cents. Commune, 30 to 35 francs; 5.7 to 6.7 cents.

THE PACKAGE IDEA.

Even though, as some grocers complain, retail stores have become a storehouse for various sorts of packages, it is admitted by a large proportion that with the package has come increased profit. There is no downright loss on a package. It is a pound or five pounds at the start and costs so much. The grocer hands it over the counter for what it is and doesn't have to supply wrapping paper or twine unless he chooses. The old order has changed, giving place to new, and the new is, after all, more easily followed, and, other things being equal, is productive of greater profits.

Reports from abroad on the new crop Persian dates state that the crop is progressing favorably. The principal importers here will have two fast direct steamers this season, the same as last year, and the first cargo will be due the latter part of October.

UPTON'S
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Are easily the best value on the market.

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TWENTIETH CENTURY Brooms

The Best Made.

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THE DAVIDSON & HAY, LIMITED,

Wholesale Grocers,

TORONTO.

THE MARITIME BOARD OF TRADE

Ninth Annual Convention, held at Charlottetown, P.E.I.

A Report of Proceedings. Moncton, N. B. the Next Place of Meeting,

THE number of delegates attending the ninth annual convention of the Maritime Board of Trade, at Charlottetown, P.E.I., on Wednesday and Thursday, August 19 and 20, was considerably smaller than at the conventions of the preceding few years, owing, of course, to so many of them being in attendance at the Congress of the Chambers of Commerce of the Empire in Montreal. But, all things considered, little fault could be found with the attendance, and as for the proceedings, the vigorous style in which most of the subjects were handled by the speakers will long be remembered by those who were present. It seemed to be a general endeavor not only to debate, but to arrive at some conclusions and adopt some resolutions which would be followed out to the end and have marked results.

The delegates were nearly all present during the session on Wednesday, though a number arrived that night. They were well looked after, President Haszard having been indefatigable in his efforts to provide them with all possible conveniences and comforts, in which he succeeded admirably.

OPENING OF THE CONVENTION.

It was half-past ten on Wednesday morning, August 19, when the president called the meeting to order in the Legislative Assembly chambers. Before the order Mr. Haszard referred to the number of leading members of the Maritime Board of Trade who were absent in Montreal. A meeting had been held in Truro, N.S., with the object of deciding whether or not this convention could not be postponed or brought on at a time when the members would not be called to the meeting of the Empire's chambers of commerce, but it was clearly shown that by their constitution the date of the meeting was practically a fixed one; at any rate it would be awkward to make a change.

WELCOMED TO CHARLOTTETOWN.

The president then introduced Hon. Arthur Peters, Premier of Prince Edward Island and Mayor Warburton, of Charlottetown, who welcomed the delegates to the city. Hon. Mr. Peters thought that the Maritime Board of Trade should be a particularly strong body and be of great benefit to the three provinces. It was natural for him to think of his own province first, and he knew of several matters in which they would value the aid of so powerful a body. There was the telegraph and railway service and the Winter steamer service between Prince Edward Island and the mainland. One particular phase of the latter was important: When the two boats were tied up with the ice last Winter the Legislative Assembly of Prince Edward Island and the Charlottetown Board of trade had gone to no little expense to relieve them. They had asked the Dominion Government to pay the expenses, as they certainly should have done, but so far, nothing had been done for them. This convention could accomplish many things of this kind, not only for his own province, but for all three.

Mayor Warburton believed that the visit of the delegates would stimulate business between the island and the Maritime Provinces very greatly. The delegates, too, coming to the spot, would see the needs of the island, though, had they come in Winter, these would have been more apparent.

Both speakers were warmly applauded, and, having retired, the business of the meeting began.

THOSE PRESENT.

The roll call showed that a number of boards in New Brunswick and Nova Scotia were not represented. There were present:

Alberton, P.E.I.—John Agnew, Alberton.

Amherst, N.S.—E. B. Elderkin, W. B. Murdock, C. S. McLeod.

Charlottetown—Horace Haszard (president), D. Nicholson, N. Rattenbury, Geo. E. Auld, Geo. E. Hughes, M.L.A.; F. L. Haszard, C. Lyons, Jas. Paton, W. H. Aitkin, W. F. Tidmarsh.

Kentville, N.S.— M. G. DeWolfe, Wm. Gould, B. H. Dodge, H. J. Simpson, E. C. Ward.

King's County Board—Jos. A. Kinsman.

Pictou, N.S.—Neil Fraser.

Sackville, N.B.—F. C. Harris.

North Sydney, N.S.—Jno. P. Brennan.

Wolfeville, N.S.—O. D. Harris.

Halifax, N.S.—John P. Longard, John B. Foster.

West Prince Board—F. J. Buote.

Tignish, P.E.I.—A. J. McFadyen.

South King's Board, P.E.I.—W. L. Poole, G. S. Inman, M. McGowan.

O'Leary—H. W. Turner.

Summerside — Capt. Joseph Read, M.L.A.; Hon. R. C. McLeod.

Souris—John McLean.

Windsor—Geo. Wilson.

Chatham—W. S. Logie, Geo. Watt.

COMMITTEE ON ORDERS.

After the roll call the customary procedure of appointing a committee to consider the order in which the various subjects should be taken up was followed and a committee was selected as follows: John P. Brennan (chairman), E. B. Elderkin, B. H. Dodge, Neil Fraser, O. D. Harris, John McLean, Geo. Watt, Jas.

The Meeting Place.

CHARLOTTETOWN, where the Maritime Board of Trade Convention was held this year, is a city with rather more attractions for the visitor than can usually be seen in a place of 12,000 or so of inhabitants. While not particularly rich in large public buildings the general appearance of its streets, both business and residential, though more especially the latter, is very prepossessing. The streets in all parts of the city are as wide as those of any city in Canada, excepting none, and their cleanliness would put many Canadian cities to shame.

The great square in which are situated the Legislative Buildings (where the meetings of the Maritime Board of Trade were held) would do credit to any city in North America. Here are three large edifices, and a fourth, the new market, is now being erected, built of the beautiful "Island Sandstone," a red sandstone excellent for building purposes, which is found in great abundance in Prince Edward Island. A public park at the west side of the city, with its tennis courts, cricket grounds, walks and drives, provides a most enjoyable spot in which to spend a Summer afternoon; though one has but to walk out of the city in any direction to find the surrounding country as attractive as the loveliest of parks or gardens.

Whether the capital of the Island Province will ever be a great commercial city or not future years alone can tell, but one thing is certain—when its attractions and the beauty of the surrounding country become better known it is very likely to be a great leader among the Summer resorts of America. Already thousands of tourists visit the city every Summer and their numbers are growing rapidly as the name and fame of the "Garden of Canada" reach further and further.

Paton, R. C. McLeod, A. J. McFadyen, W. L. Poole.

When this committee had retired to a private room the permanent secretary, Chas. M. Creed, submitted his report. It read as follows :

SECRETARY-TREASURER'S REPORT.

To the President and Members of the Maritime Board of Trade.

GENTLEMEN,—Your Secretary-Treasurer begs herewith to hand you his report for the current year. All the various resolutions passed at the last annual meeting were forwarded as directed and copies of important resolutions, which required the attention of the Federal Government, were forwarded to the Ministers of the various departments ; copies of the proceedings of the annual meeting, as contained in THE CANADIAN GROCER, were forwarded to every Board of Trade in the Maritime Provinces, as also to delegates to the meeting.

The correspondence connected with the same, as also the correspondence with the various boards, are now on the table for the inspection of members.

My correspondence with the boards has been frequent. I have never allowed it to lag, but, I regret to say, that the majority of boards have been very dilatory in answering, and some boards have never answered. I referred to that subject last year in my report, but trust the coming year the secretaries will be more prompt.

NEW BOARDS.

During the past year two boards have been formed in Nova Scotia—Canso and Hantsport—the Canso Board have affiliated and paid per capita, and the Hantsport Board have the subject under consideration. Two boards have been formed at Prince Edward Island, the Southern King's and West Prince. They have affiliated and the old Board of Summerside and Souris have also affiliated and all paid their per capita.

The total affiliated boards in the Maritime Provinces are as follows :

NOVA SCOTIA (21 boards)—Annapolis Royal, Berwick, Canning, Canso, Digby, Dartmouth, Halifax, Kentville, King's Co., Middleton, New Glasgow, Pictou, Truro, Windsor, Wolfville, Yarmouth, Sydney, North Sydney, Louisburg, Glace Bay.

NEW BRUNSWICK (7 boards)—Chatham, Sackville, Sussex, Moncton, St. John, Newcastle, St. Stephen.

PRINCE EDWARD ISLAND (5 boards) — Charlottetown, Southern King's, Summerside, Montague, West Prince, Souris, Alberton.

THE UNAFFILIATED BOARDS ARE :

NOVA SCOTIA (9 boards) — Bridgewater, Hantsport, Stellarton, Louisburg, Parrsboro, Springhill, Liverpool, Pugwash, Westville.

NEW BRUNSWICK (2 boards) — Fredericton, Woodstock.

The total number of boards in the Maritime Provinces are as follows :

Nova Scotia.....	21	affiliated	
" "	9	unaffiliated...Total	30
New Brunswick.....	7	affiliated	
" "	2	unaffiliated...Total	9
P. E. Island	5	affiliated.....	5
			44

The unaffiliated boards have been thoroughly canvassed by myself, and later on the president made a canvass, but as yet without any result. I found, from correspondence with the secretaries, that a number of the boards exist in name only, however, during the coming year, I hope to encourage them to greater exertions.

CHAMBERS OF COMMERCE OF THE EMPIRE.

On July 1st notices were sent to all affiliated boards inviting them to elect delegates to the fifth Congress of Chambers of Commerce of the Empire at Montreal on August 17th and following days. The boards of Amherst, Chatham, Sackville and Sydney, responded by electing delegates, and the names were forwarded to the secretary of the London Chamber of Commerce, who sent me certificates for each delegate, which I forwarded to those boards on the 10th inst.

NOTICE TO AMEND BY-LAWS

tabled at the last annual meeting with reference to subjects for consideration to be forwarded to the secretary 30 days prior to date of annual meeting is a step in the right direction ; each time I have been secretary I have put it in the notices, but it has never been taken notice of as it was not imperative, but on being made a by-law there will be full authority for the secretary placing it on the notices.

ANNUAL REPORT.

I would suggest that in future the proceedings of the annual meeting be published in the form of a report containing the names of officers, the number and names of boards, affiliated and unaffiliated, and the by-laws. They will be handy for circulation and be official.

OBITUARY.

It is with deep regret I refer to the death of Mr. F. O. Allison, the late esteemed secretary of the St. John Board of Trade, whose absence we are called upon to mourn. He always took a deep interest in the proceedings of this board, and was twice secretary. His work speaks for itself; he was thorough in every particular, well informed in all business matters and an agreeable companion.

EXECUTIVE COUNCIL MEETING.

A meeting of the Executive was held at Truro on the 16th of June. The business transacted there is contained in the minutes which will shortly be read.

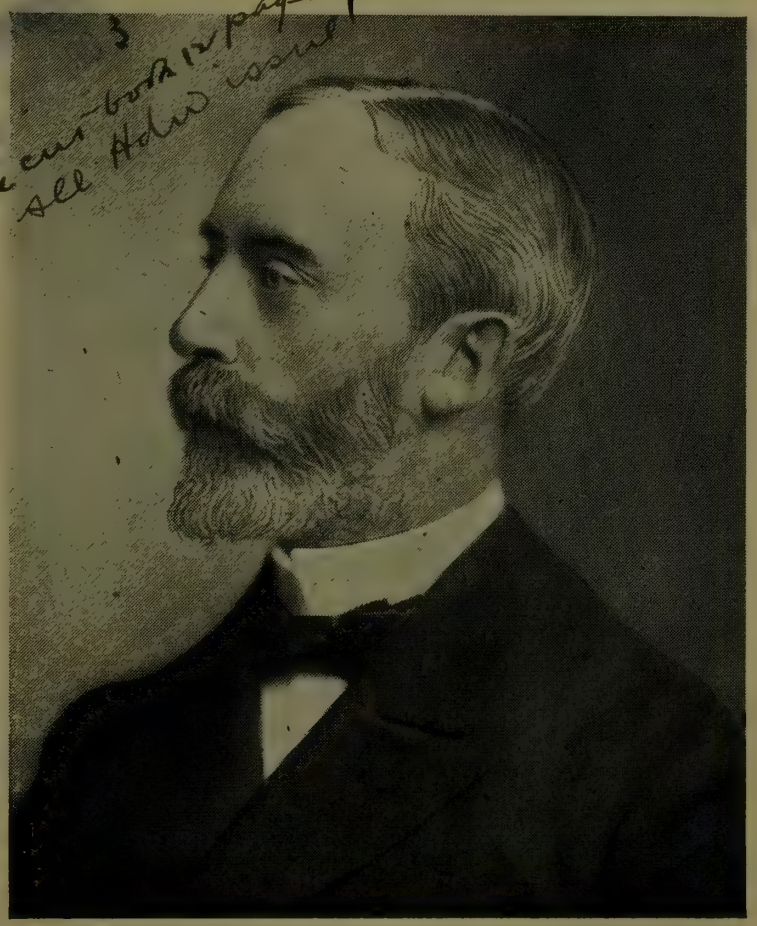
In conclusion I beg to say that during the year my best energies have been devoted to the advancement of the institution, at the same time doing all in my power to assist your worthy president, in which I had the able assistance and advice of Mr. M. E. DeWolfe, of Kentville, the father of many boards of trade, and one of the strong bulwarks of the Maritime Board of Tarde.

ACCOUNTS FOR THE YEAR.

The accounts for the year are all prepared, but as several boards will pay their per capita before the close of this day's meeting, they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted.

(Sgd.) CHARLES M. CREED,
Permanent Secretary-Treasurer.



Mr. Horace Haszard, the retiring President.

LETTERS OF REGRET.

The secretary then read letters of regret at not being able to be present from David J. Welch, Moncton ; H. W. Kittson, of W. H. Gillard & Co.; Maurice Lich, Merchants' Exchange and Board of Trade, Portland, Me.; W. L. Edmonds, MacLean's trade newspapers ; Cyrus A. Birge, president Canadian Manufacturers' Association ; and from the secretaries of the boards of trade of Ottawa, Toronto, Montreal and Orillia.

REPORT ADOPTED AND SECRETARY THANKED.

W. S. Loggie, Chatham, in moving the adoption of the report, said: "I have listened with much pleasure to the cheering report of our secretary, and I think it shows the close attention that he has paid to the affairs of this Board of Trade. A year ago the office of secretary was made a permanent one, and I think it fell on good shoulders. I can congratulate the board on having a secretary who looks so keenly after maritime mercantile interests, and I move not only the adoption of the report, but a hearty vote of thanks also to our secretary for his exertions during the past 12 months.

M. G. DeWolfe had much pleasure in seconding the motion, "except," he added modestly, "in that allusion to myself. One can hardly form an idea of the work a secretary of a board like this must do by hearing the report read. Mr. Creed communicated with all the local boards in the Maritime Provinces, though some of them did not reply. This is their own loss, because we all must line up to the Maritime Board of Trade. The latter is a body dignified, respected and powerful, and commands the respect of the Government of Canada. I congratulate Prince Edward Island on its boards of trade. There are five of them in this little gem in the gulf, which speaks well for its business men. I regret that there are not more members from Nova Scotia here. From St. John there are none, which is perhaps due to the loss of Mr. Allison, the former secretary of the St. John Board of Trade, whose energy and enthusiasm always resulted in the members taking an interest in the Maritime Board. In connection with our resolution, I think we should include in the minute book the death of Mr. Allison. He was a very valuable friend of this board's.

"One remark of the secretary's struck me forcibly. He said that we had no annual report, but still we have a full verbatim report in MacLean's trade newspapers. If it were not for them we would have no full report at all, but they send a representative all the way from Montreal for the express purpose of recording our proceedings. As a rule the newspapers do not give us great notices for some reason or other. In one Halifax paper the notice of this meeting was put under the obituary list (laughter). In the Kentville Board of Trade, however, we have an annual report, giving a full list of the Maritime Board of Trade officers, gnd we publish it every year." Mr. DeWolfe concluded by again seconding the movement to adopt the report and pass a vote of thanks to the secretary.

The President: "Before putting the motion, I wish to say that I have had a great deal of correspondence with Mr. Creed during my 12 months of office and I never before realized the immense amount of work he has to get through. His assistance is invaluable."

The vote of thanks was, of course, adopted unanimously.

The venerable secretary of the board thanked those present for their expression of their good will toward him. He was not an orator, and would not attempt a speech. He had tried to do his duty, and hoped his life would be spared to continue the work for some years yet.

The Committee on Subjects, not having returned, President Haszard then read his address to the board.

THE PRESIDENT'S ADDRESS.

Gentlemen of the Maritime Board of Trade,—

Before proceeding to the subject of my address permit me to welcome you to the city of Charlottetown. Whilst I appreciate the honor which you have conferred upon me in electing me president of this large and increasing body of commerial and professional men, I take it as a special compliment to Prince Edward Island. I hope the time spent here may be pleasant for yourselves and profitable to the best interests of the Maritime Provinces. An abstract of the work of the council for the past year has already been placed before you by our secretary, C. M. Creed, who has been untiring in his efforts in the interests of the Boards of Trade of the Maritime Provinces.

We cannot hope to make this annual meeting as interesting as some of those held on former occasions, notably that held last year at Sydney, where for the first time many of us were privileged to inspect the Dominion coal and steel works at Sydney, the Marconi Towers at Table Head and the famous loading piers at historic Louisburg, all wonderful in themselves, never to be forgotten evidences of the immense possibilities that are yet in store for the dwellers by the sea, and which go far to reassure us that the day is yet far distant when the western provinces shall entirely overshadow those of the east.

Whilst we have no mines, timber limits or mineral wealth in this province, we rejoice in the fact that in the special sphere of agricultural development, together with the fishing industries, the fertile soil and healthful climate, we have mines as rich as any in all Canada.

The past year has witnessed many notable incidents of worldwide importance. King Edward's visit to France, so soon followed by President Loubet's visit to England, has already made its impression on the people of both nations, and cannot fail to bring about a better understanding and remove much of the friction which heretofore existed, the good results of which are bound to be reflected throughout Canada and Newfoundland. Later still the visit of King Edward and Queen Alexandra to Ireland, so tactfully arranged and so happily concluded, has already done far more than years of parliamentary debate could do to weld together the hopes and aspirations of the whole British people.

VISITING CHAMBERS OF COMMERCE OF THE EMPIRE.

The Fifth Congress of Chambers of Commerce of the Empire is holding its convention at Montreal, contemporaneously with our meeting here. Other groups of prominent gentlemen from the Motherland, consisting of members of the Imperial Parliament, bankers, merchants, manufacturers, journalists and leading solicitors and professional men are either now touring in the Dominion or about to do so.

Since the close of the Boer War public attention in England has been directed towards Canada in a marked degree, partly no doubt as a relief to the long drawn tension in considering solely the affairs of South Africa and the inauguration of the Commonwealth of Australia, and largely as a result of the systematic efforts of the Dominion Immigration Department to bring the manifold advantages of Canada prominently before the eyes of Europe. The effect of the strong searchlights of enquiry and investigation thrown upon the chief vantage points of our country, east and west, can hardly fail to do lasting good to our national interests.

THE GRAND TRUNK PACIFIC.

This question is still in the realm of politics, and being so, its wisdom or unwisdom cannot be profitably discussed in a non-political body such as this. There can be no doubt, however, of the vastness of the undertaking from a national Canadian standpoint, and we must hope that, should it be carried to completion, it may afford the outlet through Canadian ports for the produce of the western fields, which its promoters claim it will do, and that it may develop the trade of these provinces. The South Shore Railway and other lines in Nova Scotia are now under construction. No doubt they will open up new channels for extensive business operations in some of the earliest settled and most flourishing counties in Nova Scotia, and in Prince Edward Island. The Hillsborough Bridge and Murray Harbor Railway are progressing rapidly to completion, and when finished will afford much needed convenience and transportation facilities to an important section of the province.

ATLANTIC MAIL SERVICE.

No improvement has taken place since our last annual meeting in the matter of ocean mail communication with the Mother Country and Europe. A resolution on this important national question introduced by Captain C. O. Allen at the Sydney convention last year, advocating immediate and definite action was, as you are aware, unanimously adopted. The resolution was supplemented by a chart pointing out the shortest, safest, and most reliable ocean mail routes, Summer and Winter, between the British Isles and the Dominion of Canada. Copies of this chart have been printed by one of the local boards affiliated with the Maritime Board, which latter is under obligations to the designer of the chart and the Halifax Board for the enterprise displayed in affording such complete data and information on this long deferred question to the different governments and authorities interested.

A notable happening since the adoption of Captain Allen's resolution and chart has been the action of His Majesty's Government, which recently granted an appropriation to The Cunard Co. to assist in building two of the fastest and most up-to-date mail and passenger steamers in the world. In addition an annual subsidy of three-quarters of a million dollars for maintenance was voted.

These vessels will be employed without doubt on the ocean mail service between the United Kingdom and the United States of America. It is to be observed that the route via New York, now so extensively used by Canada, involves a detour in some cases of many hundreds of miles additional in reaching Canadian destinations in comparison with the shorter direct routes to and from a number of convenient and accessible harbours on the Canadian coast of the Atlantic. The diversion of freight and passenger traffic in the future from the

nearby Atlantic seaports of the Dominion will doubtless be fully considered by this convention.

SOUTH AFRICAN TRADE.

Since our last meeting several steamships have sailed with cargoes for South Africa and there is every prospect of a good trade being done with Canada. The agent of the Dominion Government has been quite active, as is shewn by his reports to the Government. It would seem that there is a large and profitable business to be done there in many lines, which these provinces are in a position to supply; for instance, lumber and its products, including furniture, farming utensils, canned goods, cheese, butter, etc. It would seem to me also that a profitable market might be found in India for many of our products such as I have already enumerated in connection with South Africa. We now import a large amount of tea from India and Ceylon and I can see no reason why we should not in return supply them with many of the articles which they require.

THE WEST INDIAN TRADE

was so exhaustively dealt with by my predecessor last year that I find little to add to what he then said except to emphasize his remarks and again call attention to its importance.

NEWFOUNDLAND.

There is a decided feeling still abroad amongst business men that the admission of Newfoundland as a member of the Canadian Confederation would benefit the trade interests of both countries. A glance at the map will at once convince anyone that the possession of Newfoundland is geographically necessary to complete this Dominion. Not being an agricultural country the import trade in food stuffs is now very large and with the increase of population necessary as the development of its immense mining resources progresses, bids fair to assume greater proportions. This trade Canada would completely control were Newfoundland a part of the Dominion.

ALASKAN BOUNDARY.

The long pending dispute with our neighbors to the south respecting the Alaskan boundary has been referred to a special tribunal. The method of forming that tribunal is not as satisfactory as could be wished, but we can only hope that a fair decision may be reached, and even though no satisfactory result may be arrived at, there is no doubt but that much valuable information will be obtained, which in time, even if not at present, will conduce to a reasonable and honorable settlement of this vexed question.

STEEL SHIP BUILDING.

This subject has been placed before the Federal Government, and delegates from the Halifax Board of Trade had a conference with the Canadian ship builders at Toronto, and also with the Government, relative to a bounty, with good results, and it is hoped before our next meeting that something tangible will result from the efforts being made.

TOURIST TRAVEL.

It is gratifying to me to feel in a position to congratulate the Maritime Board of Trade on the general success that has attended the efforts of the affiliated boards to promote tourist travel. Much doubtless remains to be accomplished in the way of improving and perfecting arrangements, but the transportation facilities now leave little to be desired, every steamer and railway train bringing its quota of visitors, who, in nearly every instance return satisfied that every modern facility has been placed at their disposal at reasonable figures. The importance of this question can be best illustrated by quoting from Sir William Van Horne's speech at Quebec, in January, 1899: "There was no reason in the world, he said, why at least 50,000 additional tourists might not be brought into this province (Quebec). In one way and another these tourists would spend on an average $100 each, that meant the astonishing sum of $5,000,000 laid out in the community. Nor was this all. Some of the finest buildings erected in the city of Vancouver were put up by tourists. There is no limit to the possibilities that may follow a larger influx of tourists into Canada."

What is true of the province of Quebec is equally true in regard to the Maritime Provinces. We have instances in Prince Edward Island, as no doubt there are many instances in Nova Scotia, New Brunswick and Cape Breton, of wealthy tourists, who, after visiting the provinces, have erected palatial Summer residences and are occupying them at this time.

STOCK GAMBLING.

Permit me to call your attention to the ruinous spread during the past year of stock gambling,

Group of Members of the Maritime Board of Trade, taken in front of the Prince Edward Island Parliament Buildings in which the Convention was held.

The mania for speculation on margins in all kinds of securities seems to have become epidemic in Canada. While it has caused tremendous losses in Ontario and Quebec, we also in these Maritime Provinces have suffered from it. Some people quite ignorant of the simplest principles of stock dealing rush into these speculations, which are really one of the most dangerous and insidious forms of gambling, with the result of ruin to many and serious crippling of resources to more.

MARINE INSURANCE.

Suggestions have been made since our last meeting to invite an acknowledged expert on marine risks to visit all the territorial waters of the Dominion and the principal seaports in order to set at rest once and for ever the complaints as to discrimination that are continually being heard in several of our Canadian seaports. Should this proposition be carried out we may look forward to a final and satisfactory solution of a state of affairs which has been the cause of great irritation and annoyance in shipping circles in the Maritime Provinces for many years past.

FIRE INSURANCE RATES.

This matter was referred to in last year's address and a resolution passed.

The Nova Scotia Fire Insurance Company has recently opened its offices for business under promising conditions.

I am pleased to be able to report that business generally throughout Canada continues satisfactory. Failures have been few and there is an air of prosperity all along the line. At St. John, the Winter port, business last year was beyond that of any previous year. The business commenced in 1895-6, when the registered tonage of vessels employed in the service during that year was 50,892. During the Winter of 1901-2 the registered tonnage had increased to 276,746.

The number of sailings in the regular Atlantic winter service at St. John during 1901-2 was 66, while during the Winter of 1902-3 it was 98. There were in addition to this some 30 sailings of vessels for South Africa loaded with horses and hay during the Winter of 1901–2.

The increase in value of the shipments at St. John during last Winter over those of the preceding was upwards of $5,000,000.

In Prince Edward Island everything points to another prosperous year for the agriculturists, the dairying and fishing interests, while the reported failure of the apple crop in England, France, Belgium and Germany should lend encouragement to apple growers here as elsewhere in the Maritime Provinces.

In conclusion I have to report that since we last met six boards have become affiliated, making the total 33 in all, with an enrolment of 1,719 members. All of which is respectfully submitted.

HORACE HASZARD, President.

Mr. DeWolfe: "I have great pleasure in moving the adoption of this report. The address has meat enough in it to do any able-bodied man for 12 months, and would keep us all busy talking for a longer time than that. It must have taken a great deal of time and research to produce such an excellent review, and I doubt if they have as thorough a one at the big meeting in Montreal. The president has been entirely impartial in his view of things, and the address was in the interests of all the Maritime Provinces, besides giving us an insight into the South African trade, the fast Atlantic steamship service and many other important matters. In regard to a fast Atlantic service I want to say that the Maritime Board of Trade is its only salvation. If Canada ever gets the fast line it will be through the influence of this board. We are a thorn in the flesh of the Government, and we won't give it up. We won't accept a 19-knot service; it must be a 21 or 22-knot. In hearing the report read off it is not possible to judge of the immense amount of work required in its production, nor is it possible to grasp its full import." Mr. DeWolfe concluded by moving the adoption of the report and a standing vote of thanks to the president.

Mr. E. B. Elderkin, Amherst: "Instead of seconding the motion to adopt the report, I think it would be better to refer it to a committee to bring in a resolution in regard to it. I think it is too

Hon. Senator Wood
President Maritime Board of Trade.

thorough a report, too 'meaty,' as Mr. DeWolfe has said, to merely pass by in this way, and I do not think it is fair to the president either, who has gone to so much trouble to prepare it; so if it is a proper motion, I move that it be referred to the Committee on Subjects, to bring in a resolution. If this cannot be done, I will second Mr. DeWolfe's motion."

Mr. DeWolfe approved of this and the address was left in the hands of the committee to report on at a later date.

President Haszard thanked the members for their hearty reception of his address and the compliments bestowed on it.

Letters were read from Messrs. Gauvin, Gentzell & Co., photographers, inviting the delegates to have their photographs taken in a group before the assembly building, and from the Y.M.C.A., tendering the visitors the use of their library.

SUBJECTS DISCUSSED.

The Committee on Subjects having returned, Mr. Creed read their report. The order of subjects to be discussed they had decided upon as follows:

No. 1.—The unsatisfactory telegraphic service.—Charlottetown Board.

No. 2.—The most practical route between Prince Edward Island and the mainland, via Capes Traverse and Tormentine, and that action be taken to put this route in the best possible condition to meet requirements of the traffic.

No. 3.—That the terminal facilities at Georgetown be enlarged and improved in order to meet the requirements of Winter traffic between the mainland and Prince Edward Island.—Southern King's Board.

No. 4.—Is the time opportune for legislative union of the Maritime Provinces?

No. 5.—Fast Atlantic mail service.—Kentville Board.

No. 6.—Government control of telephones. Better telephone service between Alberton and Charlottetown.—West Prince Board.

No. 7.—Ways and means for preventing forest fires.—Annapolis Board.

No. 8.—The advisability of securing legislation to change the names of places in the Maritime Provinces where more than one of the same name now occurs.—Sackville Board.

No. 9.—The necessity of additional warehouse room at the wharf, Sunnyside.

No. 10.—The necessity of a suitable steamer to ply between ports on the north side of Prince Edward Island, the Magdalen Islands and the port of Sydney. A subsidy required from the Federal Government.

As far as possible the above order was adhered to, though owing to a number of boards not being represented, it could not be completely carried out; and the subjects put in by some boards were discussed by others.

A VERY POOR SERVICE.

The subject of the unsatisfactory condition of the telegraphic communication between Prince Edward Island and the mainland was introduced by Mr. F. L. Haszard, K.C., Charlottetown Board. He said: "The difficulties that exist in regard to this are fairly well known to gentlemen present, and I think it is fitting that this Maritime Board should express its regret that, notwithstanding all our efforts heretofore to have the matter righted and the telegraphic service put into good condition, nothing has apparently been accomplished. It is clearly the duty of the Federal Government to see to this, as part of the terms on which this province entered into the Dominion Confederation were that telegraph connection with the mainland should be undertaken and maintained. We not only have a very poor service, but we pay excessive rates for it, more than double those in force in other provinces in some cases. From eight o'clock in the evening until eight the next morning we are shut off from all communication by telegraph with the mainland, and we are

practically shut off from 8 p.m. on Saturdays till 8 a.m. on Mondays. The Charlottetown Board of Trade sent a delegation to Ottawa to wait on the Government in regard to this matter, though we had some correspondence with them before, and the delegation was given some promise that the Government would make an effort to improve the conditions. There was some movement to have a wireless telegraphic service installed by a Toronto company, and recently when in Ottawa I was told by the Minister of Public Works that the Government were considering the advisability of giving us a service of this kind. I believe there is a service like it in operation between Toronto and Hamilton, in Ontario. I told the Minister that as long as something was done right away we would be satisfied. What means they take to remedy the situation we do not care, as long as there is no further delay about it. So far nothing has been done. I do not think it would be suitable for me to move a resolution on the subject, as I was one of the delegation to Ottawa."

While the resolution was being prepared by Mr. W. F. Tidmarsh, of Charlottetown, Mr. Geo. E. Hughes, M.L.A., Charlottetown, gave some interesting information showing the disadvantages under which residents of Prince Edward Island labored in regard to the telegraphic service. A 60-word message, he said, could be sent from Sydney, C.B., to Ottawa, for 60c., one cent a word. But the same message sent from Charlottetown to Ottawa would cost $2. To the West Indies it cost 8c. more a word to send a telegram from a point in the island than if sent from any other part of Canada. "Telegraphic connection," continued Mr. Hughes, "means much more to us on the island than to people in the other provinces. For a part of the year it is actually our mail service, and there is no doubt but that we lose a large amount of business through the lack of proper communication, as we are limited as to time, there being no night service. It is time some decisive action was taken. The matter is one wholly in the hands of the Dominion Government. We were promised a regular telegraphic service when we entered the confederation, and the promise has not been fulfilled. The Local Government is not in a position to aid us, nor are the Boards of Trade. It is very much to be regretted that the Dominion authorities have given so little attention to the subject. They are quite aware of the condition of things here. At Sydney, last year, a committee was appointed to draft a communication to the Government. A delegation interviewed the Government also, and Hon. Mr. Emmerson went with them. The question was gone into thoroughly and was fully understood by the officials, but with no results. It is a very important subject, and I think it has gone as long as possible without being attended to. I hope the resolution to be adopted will be a strong one."

A resolution moved by Mr. Tidmarsh, and seconded by Mr. Jas. Paton, Charlottetown, was brought in, but was afterwards amended to read as follows:

"Resolved: That in view of the fact that the telegraph service is one which is clearly the duty of the Federal Government to remedy, this Maritime Board of Trade expresses its regret that nothing has yet been done to remedy the grievances complained of, and strongly urge upon the Government its imperative duty to make the service satisfactory; and that the representatives from the Maritime Provinces be requested to press this matter on the consideration of the Government, so that immediate action may

John McLean
1st Vice-President Maritime Board of Trade.

be taken, and that the secretary of the board be instructed to send a copy of this resolution to each of the Maritime representatives."

Mr. Paton seconded the motion in a few words, saying that not only the lower provinces, but the western ones as well, would be affected by an improvement in the telegraphic service.

Mr. Geo. Watt, Chatham, N.B., said: "As one who does a good deal of telegraphing, I can see that you in Prince Edward Island have a real grievance. But it is not altogether the fault of the Government. This board is composed of the leading business men of three provinces and we can compel any Government to do what we want. We now have our wishes embodied in a resolution; it is our duty to see that proper attention is given them. We, as business men, can greatly influence the elections, if we wish. The politicians' only fear is of being turned out of office, and they must be convinced that we mean to turn them out if we do not get justice in this matter. When the politicians want anything done they pull all the wires to obtain their end. We must do the same, but heretofore we haven't done so. The Maritime Board of Trade is a slumbering giant and has but to make a test of its strength to find how powerful it is. I will vote for this resolution, but we, as a board, must see that it is carried out. In the coming elections the Government will need us. Let us tell them that they will have to see to this matter, or that we will put those there who will."

Mr. Watt is a vigorous speaker and his remarks were loudly applauded.

Mr. Paton suggested that if the resolution were backed up by each local Board of Trade it would greatly add to its force.

Mr. M. G. DeWolfe, Kentville, N.S., said: "We have had this question up before in the Maritime Board of Trade, and it is well worthy of our consideration. We are getting more and more in the way of eliminating all local matters from our discussions, but this, I consider, instead of local, a subject in which we are all interested as much as you gentlemen of Prince Edward Island. Looking at it as your mail service alone, in Winter, makes it indeed a strong argument. This lack of communication with the mainland has inconvenienced this board in the past. At a former meeting a gentleman from the island was compelled to refuse to act on the board, as he could not be sure of getting to the meetings. The speaker, however, who stated that these resolutions are pigeonholed, was in error. They all reach their proper destination, and every one has been acknowledged by the Department. Our board in Kentville has endorsed the resolution on this subject adopted at last meeting, and I agree with Mr. Paton, that all the local boards should do so. It is a serious matter, and we business men are, no doubt, the force behind the throne in Canadian politics. We are helping ourselves as well as Prince Edward Island when we endorse the views outlined in this resolution. We must let the Department understand that we have become tired and disgusted at the apathy displayed by them, and the matter must be attended to."

Mr. John McLean, ex-M.L.A., Souris, thought that the resolution did not go far enough. He agreed with Mr. Hughes that the resolution must be made as forcible as possible. "Business men in other provinces are continually exchanging telegrams with us, asking and giving quotations, and sometimes two or three parties are wired to, each of whom feels

bound to answer, and the lack of proper facilities causes great inconvenience. If our representatives in the House, and all the others interested in it, could be got to press the question on the Government much would be accomplished. The Minister, doubtless, would quietly dispose of it if he could, and the only way is to have it constantly aired in the House. Then we would have results."

Hon. R. C. McLeod, Summerside: "This is not by any means a local question; and we would be glad if all the delegates from the other provinces would take part in the discussion. The trouble is that we have been considering it from too local a standpoint in Prince Edward Island, and having exhausted our efforts now must look elsewhere for aid. And where can we look with greater confidence than to the Maritime Board of Trade. We have not sought the board's assistance until we have done everything that we could do ourselves, and I trust that our friends from the other provinces will make it their cause as well as ours."

The amendment regarding the representatives of the Maritime Provinces being added, Secretary Creed read the resolution as given above, and it was unanimously approved of by the members of the board.

FOREST FIRES.

The next subject to be dealt with was that of the preservation of the forests of the Maritime Provinces from destruction by fire.

Mr. B. H. Dodge, M.L.A., Kentville, N. S., introduced it. He said: "This is an important question, and a very serious one, especially in Nova Scotia, where nearly all the forests this year have been devastated by fire. The cuts this Winter will be wholly of burnt timber, and great difficulty will be found in obtaining what is wanted. Just how protection against fire is to be secured is a difficult question to deal with. But first we should ask the owners of the timber if they wished the Government to take any action. Then we might outline some course to follow, which could be improved upon if necessary by the timber owners. In some places there are forest fire constables. They patrol the woods and put out any small fires that may be carelessly left by hunters or fishing parties, for this class is chiefly responsible for the fires that occur. They light a fire to cook their meals, and then instead of putting it out when leaving the spot, leave the smouldering embers there to be blown very often by the wind through the forests. The constables also track these parties and bring legal action against them. The constables should be paid partly by the Government, partly by the timber owners and partly by the municipality. The matter should be put before the Local Governments, and I think no body of men can urge it with greater chances of success than the Maritime Board of Tradef As to the replanting of the trees, that is the duty of the Forestry Association, who, however, are not doing very much.

Mr. W. S. Loggie, M.L.A., Chatham, N. B., gave the New Brunswicker's point of view. "It is a grave question in New Brunswick," he said. "The Surveyor-General of the province some time ago invited representatives of the lumber interests to the capital to discuss the question, and the subject was thoroughly gone into. As to how the forests could be best protected, it was a matter of opinion. How this board is to approach the question it is our duty to decide upon. The preservation of our forests so largely depends upon the cutting of undersized timber that that question is also involved. That this is done is a fact

Chas. M. Creed
Permanent Secretary-Treasurer.

known to the Government and all concerned, but it is claimed that it is not practicable for the Government to enforce the law against it. As a matter of fact the double stumpage tax is not collected. Timber men say that it pays better to haul undersized logs than to pass them by. I would be glad to support a resolution if a practicable one could be framed. Forest preservation is a subject of perhaps more importance to New Brunswick than to Nova Scotia, as the latter province has great mineral wealth. But take away from New Brunswick her forests and the province could not stand it. I do not think New Brunswick could accept the responsibilities that would be put upon her if she did not receive the $120,000 a year for local government, that has been suggested. I am not prepared to make a motion on this question."

Capt. Joseph Read, M.L.A., Summerside: "The question now before the board shows me vividly how the interests of the three provinces are interwoven. This is not a question that concerns Nova Scotia and New Brunswick alone, although the Legislature of Prince Edward Island has already dealt with the question in this province. But we in Prince Edward Island are as deeply interested in the forests of the other two provinces as they are themselves. In the island we have arrived at a point where there is little forest left, and we have to import all our wood. In consequence we pay 'through the nose' for your forest fires. So the Maritime Board of Trade as a whole can take up the question, and I think we ought to be able to rouse our slow-moving legislatures to action. The time is already here when our forest wealth is greatly enhanced in value. As the forests are cleared and the product shortened the value goes up. No doubt if the Government of New Brunswick could be moved to enforce the laws as to cutting undersized timber, etc., it would not yet be too late to save our forests. I think we should also urge drastic laws against sportsmen negligently leaving fires behind them in the forests."

Mr. Geo. S. Inman, Montague, P.E.I., recognized the importance of the subject, but pointed out that if the fires were the result of accident, no punishment could be meted out; if they were started maliciously it would be very hard to find the culprit. "I do not think that the appointing of wardens for the forests would successfully combat the difficulty. Heavy fines could be imposed on sportsmen and others setting fires for cooking or other purposes in the woods at certain seasons of the year. If the forests are to be protected these fines could be raised from time to time, until people got to fear them. A provision in the criminal code also deals with this question. If people could not be made to cease the practice by fines and imprisonment, then these punishments should be made more and more severe each year till they become a terror to those who break the law."

Mr. Dodge: "We have all these laws in Nova Scotia, but the penalties are never imposed. There is no one to inflict them. I presume your law applies to those persons setting fires at a certain time of year, but people don't set fires to clear the land. They are started for other purposes. But if this board can devise some means for preventing these fires from being set at all the question will be answered."

Hon. R. C. McLeod, Summerside: "While we are interested here, we are not so to the extent that you in the other provinces are. But if you prepare some

resolution we in the island would gladly support it. If a resolution is not prepared now, perhaps it can be before the conclusion of the meeting," and then adopted."

The President: "I think the proper course would be to pass a resolution calling the attention of the New Brunswick and Nova Scotia Governments to the subject, and let them deal with it as they think best."

It was decided that Messrs. Dodge, Loggie and McLeod, members of the three Provincial Legislatures, should be a committee to bring in a resolution in the afternoon session.

Before the adjournment for lunch, Mr. E. B. Elderkin, Amherst, said that the conditions in the three provinces were very different. New Brunswick owned its own timber. In Nova Scotia private individuals owned it. The law in Nova Scotia allowed fires to be lighted in the woods at certain seasons of the year, in other seasons they were prohibited. Thus any resolution could only be general in its nature.

An adjournment was then made for luncheon.

The Afternoon Session.

About three o'clock the meeting was called to order. The morning session had served to sharpen the members' debating powers and get them interested in the business of the meeting, and all settled down to work with evident enjoyment and relish.

FAST ATLANTIC MAIL SERVICE.

The subject to be discussed was the fast Atlantic mail service, one in which all could take a part in debating. It was introduced by one who has been identified with the efforts made to secure a fast Atlantic service for some years, Mr. M. G. DeWolfe. "This matter has been up before the Kentville Board already," said Mr. DeWolfe, "and I have been talking on the subject for the past four years and don't want to say much more about it now. But I will only ask, do all realize that the time for us to demand such a service has arrived, and that it is advisable for us to take steps to secure it? I will not make another resolution, as one was adopted at a meeting of the Sydney Board of Trade which might be endorsed by this board. Some parties have tried at different times to throw cold water on the scheme, proposing a 19-knot service, etc., but we don't want that. We want a service that will be really a fast service as compared with any now in existence. It was very noticeable that many delegates to the Convention of the Chambers of Commerce of the Empire at Montreal came by American lines, and landed in New York. Among the older members of this board the question has already been well threshed out and resolutions endorsed." Mr. DeWolfe then read the resolutions passed at Sydney.

Mr. John B. Foster, Halifax, though he had not come prepared to go fully into this question, nevertheless felt convinced that there was great need of a fast Atlantic service to some Canadian port. "And I think," he continued, "that Halifax is by nature best fitted to be the port. I have inspected the harbors of New York, Boston, Baltimore and other American cities and they cannot be compared with that of Halifax. It is very spacious and crossings can be made from the other side to this at the swiftest speed without the least danger. I would be in favor of giving the C.P.R. running rights over the Intercolonial to Halifax. Though it would be a shorter haul to

Chas. D. Stewart
Corresponding Secretary of the Board.

St. John there are so many other advantages possessed by Halifax that this argument is easily overruled. One of them is in regard to insurance, which with Halifax as the terminal port, would be little more than nominal. There is also a day's sail difference between Halifax and Portland and the other side, and three vessels from Halifax would do what four from Portland, or five from St. John could. The saving would be in the crew, in coal consumed, and many other items. As a Winter and Summer port no other will equal that of Halifax."

Capt. Read, Summerside: "I remember meeting the secretary in Halifax some 14 or 15 years ago, and discussing this very question, and I have had no cause to alter my attitude since then as to the best port for a fast line to run to. I have before advocated a fast service and my remarks were endorsed by a unanimous vote. What was true then is doubly true now. There are many elements that are to be considered in this connection which do not appear on the surface. Take the question of insurance, which Mr. Foster referred to. I am perfectly satisfied that that one item, if it were what it should be as between Halifax and Great Britain and St. John or Portland and Great Britain, would more than pay for the cost of any difference in the haul to the port. As Mr. Foster says, three steamers going from Halifax to Great Britain would do the work of four from Portland, so that the risk would only be three-fourths as much, the Halifax boat being only three-fourths as long at sea as the other." Capt. Read gave some very interesting information from a map, copies of which were in the hands of the members, showing that the proposed routes, both for Winter and Summer, were almost clear of fog and entirely clear of ice. It was an absolutely safe route, and all dangers would be minimized by the short distance to go. He began to compare the conditions in Winter between the ports of Halifax and St. John, when Mr. DeWolfe interrupted.

Mr. DeWolfe said that the two speakers, Mr. Foster and Capt. Read, were not sticking to the subject, which was, the necessity for a fast line. The question of which should be the port was not part of it, and a discussion on that subject could only result in arousing animosity between the rival factions favoring St. John and Halifax.

Capt. Read recognized the force of Mr. DeWolfe's remark, and proceeded: "We all know the advantages that would acrue to a young nation by having a fast ocean service; but I think there are not many of us who realize all the difficulties. It means a great deal to get a boat to go two or three knots faster. Take a steamer going at 10 knots an hour; to get her to go 12 knots the power would have to be doubled. That is not generally known. So that to secure a fast service, the last two or three knots after 19 would require an immense motive force. But if we were to secure a fast line it would be greatly to our advantage, directly and indirectly. Many crossing the ocean will be glad to make a trip of four days of it instead of six, and they would come by the line that made it in that time. Thus the passengers going to the United States would use the Canadian fast line in preference to others."

Mr. J. P. Longard, Halifax, thought that there was no reason for eliminating from the discussion the subject of the most suitable port. "We do not want to look upon this from a local standpoint," said Mr. Lougard, "yet if we are to arrive at a correct conclusion we must

be more or less local. I have not the slightest doubt that if when the subsidy was offered a few years ago for a fast line, the contractors were offered the choice of a port we would now have the service. But it is hard to get anyone to take up the project when Montreal or Quebec are spoken of as terminal ports. The question has got to be threshed out throughout the Dominion, and as soon as we here can decide upon a national port the better for all concerned. It seems a shame that this country should be taxed to keep up ports in a foreign country."

Mr. Foster: "The reason why Halifax has not long ago been selected as the port is because the project has been gone about in a very roundabout way. It is the introduction of politics and political necessities that has given prominence to other ports' claims. Halifax is the most accessible port both in Summer and Winter. I know enough of the railway business to know that if a railway can't run to Halifax for this purpose those who conduct it don't know their business. I do not see why the C.P.R. could not operate over the Intercolonial to Halifax. For that matter the C.P.R. might manage the Intercolonial. It wouldn't cost any more to run to Halifax."

Mr. Elderkin: "While I am in sympathy with the remarks of Mr. Foster and Mr. Read, I think it would be unwise for this board to name Halifax or any other port in particular. Mr. Foster says that politics has been the drawback in our not getting the fast line. Well, politics are altogether what we make them. If the Government named Halifax as a port, then the St. John men would want to know why they were neglected, and vice versa. Instead of looking to the needs of the country as a whole, we all try to secure the great favors for our own localities, and we make things disagreeable for the Government when we don't get them, so we cannot blame the politicians if they try to avoid our censure. If this board merely asks for a fast line and names no port, then we will have the co-operation of every maritime representative in Parliament, instead of simply those who are satisfied with the port we choose. And if Halifax is as fine a port as the speakers have said, and St. John as poor a port, then there will be no question which should be chosen. But for us to name any port I think very unwise."

Mr. McLean: "No doubt, as Mr. Foster says, politics have a lot to do with our trouble in getting a fast line, but we can easily understand how the Government at Ottawa would be approached by Quebec members and delegates wanting a terminal port there, and any Government would hesitate before offending such powerful friends. If we advocate merely a fast Atlantic service, naming no port, then the Government will feel backed up by the Maritime Board of Trade. The matter can safely be left to the contractors, who are sure to pick the most suitable port."

The President: "If this board were to express the opinion that a terminal port should be sought for in the Maritime Provinces rather than up the St. Lawrence, it would materially lessen the difficulty."

Mr. Geo. Watt, Chatham: "I have a resolution prepared, in order to bring something definite before the board to work upon. There is no question that we need a fast Atlantic service. As instanced by Capt. Read, some of the delegates to the convention at Montreal came by the New York route. Even our own Cabinet Ministers travel that way sometimes. The subject of marine insurance is also worthy of attention. If Halifax

M. G. DeWolfe
An ex President of the Board.

is the splendid port some speakers here said, then there can be no two views on the subject at all. I can easily understand why the Cabinet do not come to a conclusion as to a port. It was for the same reason that they made Moncton the terminal of the proposed Grand Trunk Pacific Railway, fear of offending either one or the other opposing parties in these provinces. Where we have opinions I believe we should state them, but as a board I do not think it would be advisable to bind ourselves to any particular port." Mr. Watt then read a resolution calling for an immediate fast line to some Maritime port.

Mr. M. G. DeWolfe read from "The Canadian Grocer" the resolution adopted by the Maritime Board of Trade on this subject last year at Sydney, and added that Mr. Watt's resolution was not strong enough. It looked like a new move on the part of the Maritime Board of Trade, and he thought something should be added to show that the board had been asking for this line for the past four years, and nothing had been accomplished by the Government. He thought it should be made a very forcible resolution.

Mr. Elderkin thought that it would really be a weakness to put it as strongly as suggested. This would be a Canadian line, one in which the whole Dominion would be interested, and "to demand that the port be here, when we are only a small part of Canada, would be a weakness."

Mr. A. J. McFadyen, Tignish, pointed out that many public men were in favor of Quebec or some other St. Lawrence port, and if a large expenditure of public money were sought by the Maritime Board of Trade for the lower provinces these men would have something to say in the matter.

Mr. Jas. Paton, Charlottetown: "If we are to have a fast line there can be no doubt but that Halifax should be the port. It cannot be up the St. Lawrence. A fast line that must go up the river becomes a slow line. So St. John, or Halifax, or at least some Maritime port, must be selected. It would be well in the resolution to insist on an up-to-date line in every respect, not a 19-knot service, but one of 22 or 23 knots an hour. We shouldn't be behind the United States.

Mr. Geo. E. Hughes, M.L.A., Charlottetown, suggested that the resolutions previously passed by the board should be sent along with this one to the Government.

Mr. D. Nicholson, Charlottetown: "I think we should leave out any mention of a Maritime port. What Canada wants is a fast line, and the Federal Government will have to provide the subsidy. Certainly we don't want the whole thing burked because we may not have a port in the Maritime Provinces as a terminus."

Mr. Watt did not agree with this. He contended that one reason why the service had not been secured was because there were too many questions to consider. "We are helping the Government by narrowing the scope."

Mr. Beer, Charlottetown: "I have listened to the debate with great interest and instruction, and the only conclusion I can come to is that we must send a delegation to the Government. Resolutions are useless. All the speakers seem strong as to the facts in the case, and should be able to convince the Government. They are not long in deciding to spend a hundred million dollars when they think it right."

Mr. Lyons, Charlottetown: "Mr. Beer struck the key note of the situation when

he said to send a delegation to Ottawa. When anything is to be done all other bodies send delegations. Let us do the same, and send representatives from all over the Maritime Provinces."

Capt. Read agreed with Mr. Paton, that for a fast line to go up the St Lawrence would be impossible. "In Winter, ice; in Summer, fog," said the captain. While on his feet he suggested that the press should take up the question of the various accidents happening on the St. Lawrence. Some of them were due to sheer carelessness. They should not be allowed to exist by the authorities."

The resolution moved by Mr. Watt, seconded by Mr. Elderkin, after the two or three amendments suggested, was then read again and adopted. It is as follows: "Re-affirming the three previous resolutions from this Maritime Board of Trade, copies of which are herewith attached, which resolutions have hitherto been ignored, resolved, that in the opinion of this board, Canada needs a fast Atlantic mail service, whose terminus shall be some Maritime Province port, and consider it the duty of the Federal Government, to immediately institute a service equal to the fastest."

The last word came from Mr. Longard. "We'll never be a nation till we get a national port," he said.

GREETINGS TO CHAMBER OF COMMERCE.

Mr. DeWolfe, at this point, suggested that it would be in good taste to send a hearty telegram of welcome to the visitors at the convention in Montreal. Mr. Longard endorsed this, and a committee was appointed to draft a telegram, consisting of Messrs. Paton, Fraser and Watt.

Later in the afternoon the telegram was read and approved of by the delegates. It was as follows: "The Maritime Board of Trade, in session at Charlottetown, greet the Congress of the Chambers of Commerce of the Empire, feeling assured that your deliberations will tend to the welfare and advancement of the great nation of which we are proud to form a part."

A SUBJECT QUICKLY DISPOSED OF.

Government control of telephones was the next subject, but it came in for little discussion. The question dealt altogether with the needs of Prince Edward Island, and Mr. DeWolfe suggested that as it was a local matter, the various boards of the island should frame resolutions first, and afterwards these could be endorsed by the Maritime Board of Trade.

TOO MANY OF ONE KIND.

In the absence of representatives of the Sackville Board, who had sent in the subject, Capt. Read introduced the eighth topic on the list, the advisability of changing the names of places where there are more than one of the same name. He said that there was a Summerside in Prince Edward Island, and one in Nova Scotia also, and it frequently led to a great deal of confusion. It should be the case that a cable could be sent from any part of the world to a town in the Maritime Provinces with the certainty that it would get there and not go somewhere else.

Mr. Loggie said that it was a matter for the municipalities to deal with separately. It was not long since Kingston, N.B., had been changed to Rexton. Someone must take the initiative; there is nothing to prevent a town changing its name if the people desire so.

Capt. Reid: "You see, Mr. Loggie, Summerside people don't want the name of their town changed; we want the other fellow to change his."

Mr. Foster did not think the matter required the influence of a body like this.

The subject was dropped.

A GREAT QUESTION.

"Is the time opportune for legislative union?" was the weighty question asked

W. S. Loggie
A former President.

by Mr. DeWolfe. "Unfortunately," said he, "a prominent man who was to take this question up is not here, but it was sent in by our board, so I bring it forward, not as requiring a resolution, but so as to open up the question and attract some attention to it for another session. We come here to gain and to give information, and, though, perhaps, some members of the different local legislatures would be opposed to the union, an interchange of opinions would be valuable. Compared with other provinces, we, in the Maritime section, are somewhat overgoverned and it is a question whether possible investors would not rather go to some other place where there were not so many high salaries and 'honorables.' There has been a great awakening in the Maritime Provinces of recent years, and material resources in splendid supply have been brought to our notice which we knew nothing of a few years ago. Canada, outside of British Columbia, has little material wealth to rival Nova Scotia in some lines. In the United States there is no great mineral wealth till we get to Pennsylvania; so that we have no rivals around us. We have a valuable seaboard here also. There is no doubt but that the Maritime Provinces could be placed in a position as powerful as that of the New England states in relation to the United States. The New England states are the industrial levers to the whole of the Republic, and the Maritime Provinces should stand in the same relation to the rest of Canada.

"To accomplish this there are some changes we must make. We must first consolidate our forces, just as we have consolidated our local boards of trade into this Maritime Board. The Maritime Board has accomplished much that could not otherwise have been done by the local boards. By a union of the Maritime Provinces under one governing body we would make these provinces a very powerful part of the Dominion. Separated, we stand in a disadvantageous position before the other provinces. Ontario people tell us that their province would cover our three, and all we can reply is that all the smartest men in the country come from the Maritime Provinces. If we were one province, we could talk to them.

"We would be better able to keep our young men at home also. They are looking for large things nowadays, and they would feel prouder and stronger if belonging to one large maritime province. There are many features that look favorable to a union. Working together we could do great things. The expenses of government would be greatly lessened. The question will come up some time forcibly and will have to be finally decided."

FOREST FIRES RESOLUTION.

The Committee on Forest Fires then brought in the following resolution, which was adopted: "Whereas there have recently been devastating fires in our forests and timber lands, and, whereas, the laws against setting such fires are either insufficient or inoperative, and, whereas, so much depends upon the preservation of our lands; therefore, resolved, that in the opinion of this board the time has fully arrived when some practical measures should be taken by our Local Governments to prevent the destruction of our forests by fire, either by the appointment of special guardians, or such other means as they in their opinion believe will attain the desired object. And, further resolved, that it is most desirable that the laws made, or hereafter to be made, regarding cutting undersized sawlogs, be strictly enforced."

WAREHOUSE ROOM AT SUMMERSIDE WHARF.

This subject did not occupy the meeting long. After a few remarks from Capt. Read, Summerside; H. W. Turner, O'Leary, and A. J. McFadyen, Tignish, it was finally resolved: "That better shipping facilities should be provided at the railway wharf at Summerside to accommodate the steamers landing freight for transportation over the Prince Edward Island Railway." Mr. McFadyen moved the resolution, and Mr. Turner seconded. Mr. McFadyen said that there was accommodation at Summerside Railway wharf for only one steamer, and all the other steamers had to land at the other wharves, their freights being trucked across the town, thus taxing importers for both cartage and wharfage. The companies said they would willingly land at the railway wharf, but couldn't get accommodation.

NEW STEAMBOAT LINE WANTED.

Mr. John P. Brennan, North Sydney, brought up a new subject. He said: "We had a meeting of the North Sydney Board, and a resolution was framed to be placed before the Maritime Board in regard to a new boat line. There is great necessity for this line which I am about to ask for. We have no communication from the Magdalen Islands or with ports here, and I might include the ports on the Miramichi. I will read a resolution which I ask you to endorse."

Mr. Brennan then read as follows: "Whereas, owing to the great necessity existing for a weekly steam communication between the ports on the north side of Prince Edward Island, the Miramichi and the Magdalen Islands and the port of Sydney, and whereas traffic has increased to such an extent that efficient steam communication must be provided; therefore,

"Resolved, that this Maritime Board of Trade press upon the Federal Government the necessity of granting a sufficient subsidy to enable a company to place a suitable steamer on the aforesaid route."

Mr. Watt, in seconding the resolution, said that it spoke for itself and needed little to recommend it. The route would be a paying one.

Mr. N. Rattenbury, Charlottetown: "What is the nature of the traffic between North Sydney and the Magdalen Islands?"

Mr. Brennan: "A petition was sent from the Quebec Legislature on behalf of the Magdalen Islands, and I thought we could include a resolution from the Maritime Board of Trade. The people in the Magdalen Islands wanted a service to Sydney, but they also wanted it to go to Prince Edward Island."

Mr. Tidmarsh: "The export of the Magdalen Islands is entirely in fish, with the exception probably of two or three carloads of potatoes. It might be desirable to open a line to the islands, though two steamers ply there now, connecting with Cape Breton ports. I wouldn't think it possible to call at any north ports in Prince Edward Island, but perhaps Charlottetown and Souris might be touched at instead, for the bulk of the cargo would come from this island; from Sydney the traffic would be chiefly with the United States."

Mr. John Agnew, Alberton (West Prince Board): "Why should not such a line call at Alberton? Alberton is quite an exporting place. More produce goes from there than from Souris. I support this resolution. I think it would benefit the west end of the island."

Mr. McLean, Souris: "I agree with Mr. Tidmarsh in some of his remarks. I don't think, however, that the trade with the Magdalen Islands is of sufficient importance to call for a subsidy. The export trade from those islands is considerable, but it would not go by this route, not in the direction of Sydney. It must also be understood that to call at the different ports a steamer would have to make almost the round of the islands."

Mr. Foster: "The Board should be acquainted with all the facts before passing any resolution. It appears that there are two steamers going there now. It is no wonder the Dominion Government does not grant all our requests if we go to them knowing as little of what we want as in this case."

Capt. Read: "I am surprised that the gentlemen speaking overlook Summerside. Summerside is the second town in importance on this island, and has no direct communication with Sydney. If a steamer is to be put on between island ports and Sydney it should of course take in Alberton, New London and other ports. I don't think, though, that it would pay at first. I would suggest Mr. Brennan's motion if he would change it to a route from Sydney, through the lakes, the gut of Canso and taking in Charlottetown, Malpecque and other ports."

Mr. Logie: "The question as to a route between the Miramichi and the north side of Prince Edward Island has been discussed before. We don't realize the great amount of produce that goes from the north of the island to the Miramichi. If we let the southern ports pass for the present, for they are already well supplied, and give steam communication to the north side, Alberton, New London and Malpecque to the Magdalen Islands, making the return trips without calling at the ports on the south side, it would be a very satisfactory and paying route. There is already some communication by the Black Diamond Line. The duty of this Board is to assist the outlying ports, not only the most populous districts.

Hon. R. C. McLeod: "If we approach the Government on this subject we ought to know fully what we want. The Government would be glad to dispose of the matter by pointing out that we are not agreed. Some of the ports spoken of are now well served, and if we ask the Government for a subsidy we must be satisfied that there is no present communication over the proposed route. It seems to me that we are not now sufficiently well informed to make known our wishes to the Government. We must ask for such as will be of sufficient importance to be carried out."

Mr. Brennan: "It has been clearly explained what we want. We want a steamer that will touch at the Miramichi, the north side of Prince Edward Island, the Magdalen Islands and Sydney. It does not matter, anyway, what route we choose. The people of the Magdalen Islands have sent out a petition signed by nearly everyone on the islands and they are bound to have the communication they desire, not what we want. Dr. Delaney, their representative in the Quebec Legislature, is also going to take the matter up."

Mr. Tidmarsh: "The distance is very great. It must be a hundred odd miles from the Magdalen Islands to Alberton, and 150 to Miramichi."

Mr. Watt: "Eighty miles to the Magdalen Islands and 45 from Alberton to Miramichi. Any boat that can't do that in a week is a poor one, and there is a great trade to be done in oats, hay, pork and other produce. Miramichi ports are the largest customers of the north side of this island. I am not interested in the Magdalens, but I am in the northern ports of Prince Edward Island."

Mr. McLean: "I understand the great export trade of the Magdalen Islands is in mackerel, and that goes to the United States, and consequently wouldn't go by this route. Other lines of produce are shipped in their own vessels, owned in the islands. The trade between the Miramichi and the north side of this Island, however, might pay."

The President: "Do you take into account the draft of notes and the size of steamers needed? On the north of Prince Edward Island a boat would be required that would draw very little water. I am merely asking for information."

Mr. Brennan: "I was told there would be no trouble about that, if a subsidy is granted. The shipowners know all those waters thoroughly."

Mr. Tidmarsh: "I think the Magdalen Islands should be withdrawn from the resolution. The Government is already subsidizing steamers to those islands to the extent of $14,000 per year, and it would weaken the resolution to ask for another calling at the Magdalens."

Mr. Logie: "One of the strongest arguments is the desire of the people in the islands to connect with Sydney and it gives a stronger claim on the Government when the service proposed is to take in four different provinces."

Mr. Hughes moved in amendment that the resolution be referred to a committee to define a route and report as early as possible. He thought it would be a mistake to let the matter pass now. The Government were proposing to spend millions to bring the products of the northwest to the Atlantic, and now was the time to get their own products carried also.

Mr. Tidmarsh seconded the motion and the route was referred to a committee of Messrs. Brennan, Watt, McFadyen, Hughes and Dodge.

An adjournment was then made till 8 p.m.

The Evening Session.

Promply at 8 o'clock the assembly was called to order, and Mr. G. S. Inman, Montague (Southern King's Board), rose on behalf of his Board and submitted the following resolution: "Resolved, that in the opinion of this Board, the terminal facilities at Georgetown, P. E. I., should be enlarged and improved in order to meet the requirements of winter traffic between the mainland and Prince Edward Island."

"What concerns Prince Edward Island in this matter," said Mr. Inman, "also concerns the mainland. In the winter months we ship considerable goods from Georgetown to Halifax and Sydney, and shipments of smelts, eels, etc., in winter to Boston are also heavy. The terminal facilities in Georgetown for steamers will not for a moment compare with those in other ports and they are miserably inadequate to the requirements. The building in Pictou is 150 x 450 feet, and in that two lines of railway can load and unload. Georgetown has to handle almost the same amount of freight and the freight shed is only 200 by 22 feet. With such a narrow building, not only is much inconvenience caused, but

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damage is also done to the freight in some cases. Goods have to be piled up along the sides of the building and a great weight is often placed upon the goods at the bottom. Once there was plenty of room, but the traffic has now grown larger, and conditions are also different. It is not till winter now that many of the farm products are shipped. The warehouse should be so constructed that trains could load inside it. Last year a whole carload of smelts was destroyed by being left out in the sun; had there been a suitable shed they would have been saved. This resolution will not interfere with that in regard to a better route between the island and mainland. Until a better route is established the route by which freight now goes should have ample facilities for shipping."

Mr. McLean: "I have much pleasure in seconding this motion. There are two steamers now calling at Georgetown, where formerly only one was required, and a great part of the traffic that used to be carried on in summer is now done in winter. It is necessary that the freight should be unloaded into the sheds in readiness for the steamer, and the shed should be large enough to allow of the freight being assorted. When it is all thrown together in a small shed days of delay are caused before it can be assorted and sent to its destination. Even though the time should arrive when we should have another route from the island to the mainland, it is necessary now to improve the facilities at Georgetown."

The President: "I know from my own experience of innumerable delays of goods at Georgetown, necessitating telegrams and inquiries of all kinds. It is necessary that something should be provided against this."

After some further discussion, in which Hon. Mr. McLeod, Mr. DeWolfe, Mr. W. H. Aitken and Mr. McLean participated, the resolution introduced by Mr. Inman was adopted by the Board.

This question having been disposed of, the committee appointed to consider the route of a steamer plying between the island, the Magdalen Islands and Sydney brought in their report. It read as follows: "To the President and members of the Maritime Board of Trade: Your committee on the route of steamers between North Sydney, the Magdalen Islands and other ports respectfully recommend the following as a feasible route: Leaving North Sydney, calling at a safe port in the Magdalen Islands, thence to New London and Alberton, P.E.I., thence to Chatham, N.B., returning calling at Alberton and New London, thence to North Sydney, a round trip of 625 miles. Your committee consider a steamer can give a weekly service on this route." This report being adopted, Mr. Brennan's resolution, as above, was passed by the Board.

COMMUNICATION WITH P.E.I.

Subject No. 2 on the list, which had been left over from the morning, in the expectation of several other members arriving, was then taken up by Mr. F. C. Harris, Sackville, N.B., manager of the N. B. & P. E. I. Railway. He read the following resolution: "Resolved, that the Dominion Parliament be requested to put one of the winter steamers on the Summerside-Cape Tormentine route immediately on the close of summer navigation, with a view to keeping up regular communication with the western part of Prince Edward Island, including Charlottetown and New Brunswick, as long as practicable, and that the necessary steps be taken to provide safe terminal facilities at Cape Tormentine pier.

Speaking to this, Mr. Harris said: "I think this question is pretty well understood by the people of Prince Edward Island. For the last two winters trials have been made to see how the route could best be kept open. The first winter it was fairly successful; last winter it was also successful for a time, but owing to an accident to the 'Stanley' communication was terminated. It is not worth while to go into all the advantages that would accrue from this route being followed. The idea is to have a steamer leave this side (Prince Edward Island), say, at 7 a.m., taking two hours to Cape Tormentine and transporting the passengers to the N. B. & P. E. I. Railway. They would thus catch the noon trains, while by taking other routes they would have to take the evening trains. While the steamers were running on this route the passengers expressed themselves as very well satisfied with the service, and hoped that it would be maintained. The mails were also carried satisfactorily."

Mr. Hughes—"I would call the attention of the board to the list of subjects for discussion. According to the list, this should be a discussion of a route between Cape Traverse and Cape Tormentine, not between Summerside and Tormentine."

Capt. Read—"The test of a Summerside-Tormentine route is the same as a test of a Cape Traverse-Tormentine route. Unfortunately our people seem bound to work for the Georgetown-Pictou route without giving the western route a fair trial." Capt. Read went on to show that in the former trials between Summerside and the mainland there had been none made under fair conditions. Mr. Prefontaine had said he would come down and look over the route, and he (Mr. Read) was satisfied that, with the endorsement of the Maritime Board of Trade, the Minister would put the "Stanley" on the route as soon as the "Northumberland" was unable to perform the service.

Mr. Hughes moved, seconded by Mr. Watt, that the resolution now before the board be referred to the Committee on Resolutions.

The matter was left thus until the following morning.

Mr. E. B. Elderkin, President of the Maritime Stock Breeders' Association, asked to have the following subject discussed in the morning: "The Maritime Stock Breeders' Association for the development of trade with the West Indies and South America."

VOTE OF THANKS.

Before the adjournment Mr. Logie moved a vote of thanks to the Premier and Government of Prince Edward Island for the use of the Legislative Assembly rooms, and to the City Council of Charlottetown and the local Board of Trade for their kindness and hospitality to the visiting delegates. Mr. DeWolfe seconded this, and a hearty vote of thanks was passed.

An adjournment was made until 10 a.m. on the following morning (Thursday).

Thursday Morning Session.

The first business of the morning was the reading and adoption of the committee's report on the President's address, which was moved by Capt. Read, seconded by Mr. Longard, and unanimously approved of by those present. The report read: "To the President and members of the Maritime Board of Trade: Your committee beg leave to submit the following report in reference to the President's address: We recommend that the President's address and the proceedings of the board be published in pamphlet form for distribution as may be deemed advisable. It affords your committee much pleasure in recommending that the thanks of the Maritime Board of Trade be conveyed to President Hassard for his able, instructive and comprehensive address, which must have entailed a large amount of labor and research to prepare, embracing as it does such a vast range of subjects."

The President, in a brief reply, thanked the board for the manner in which his address had been received and for the compliments bestowed upon it by the committee.

FINANCIAL STATEMENT.

Secretary Creed then read the financial statement of the Board for the past year as follows:—

The Maritime Board of Trade.

In account with C. M. Creed, Permanent Secretary-Treasurer.

To expenses for 1903	$ 43.81	
To Secretary's salary	125.00	
	$168.81	
Credit.		
By balance from 1902	$140.11	
By subscription for 1903	246.50	$386.61
Balance		$217.80

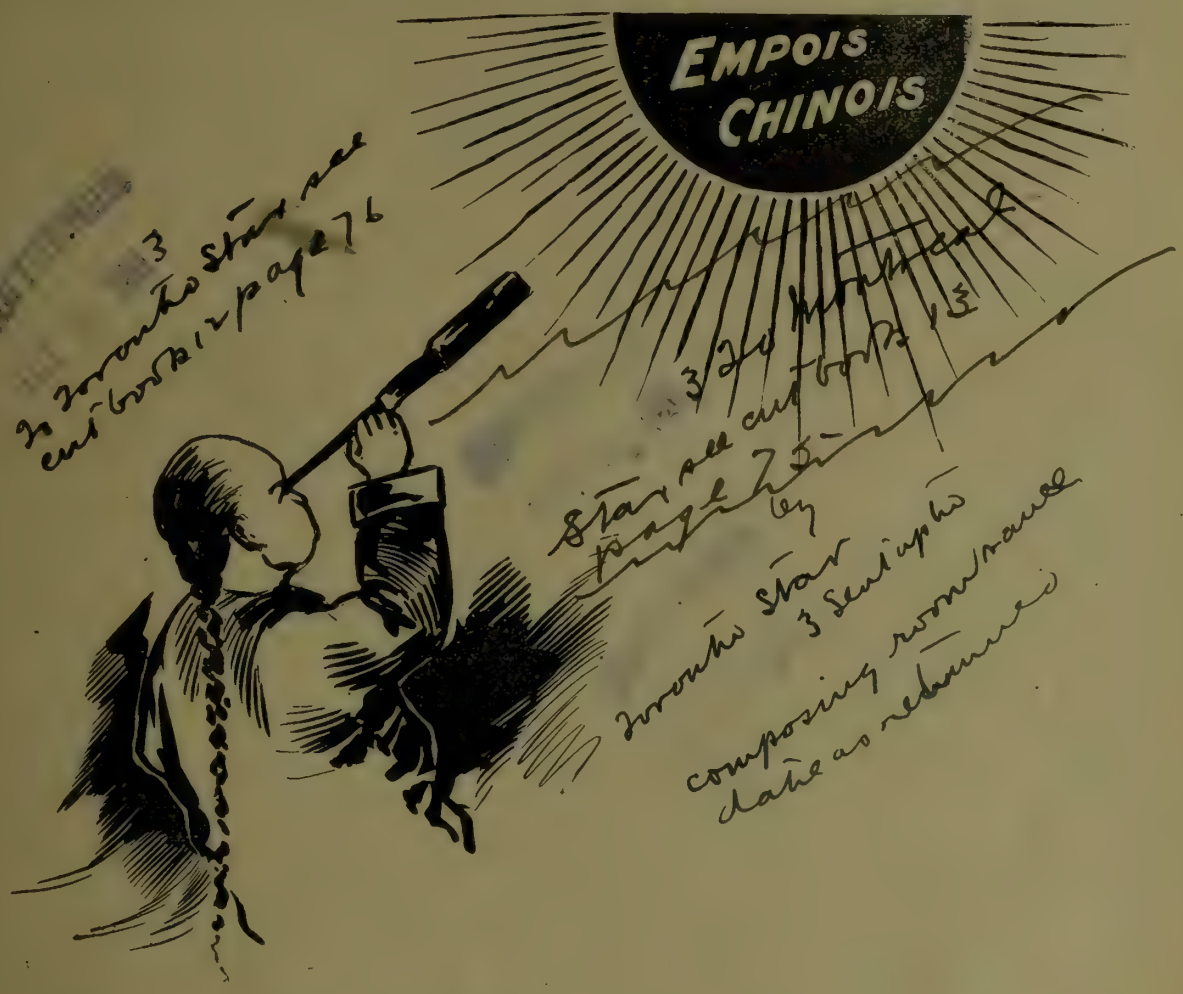
PROVINCIAL UNION.

Mr. DeWolfe then read his resolution re Provincial union. It read: "Whereas, at various times the union of the Maritime Provinces has been proposed, and as yet has not been discussed, and whereas it has been proposed by the Board for discussion at this meeting; be it resolved, therefore, that in our opinion it is desirable; that it would add to our revenue collectively, reduce greatly our expenses, and thereby add to our wealth commercially and financial standing."

The subject was left over for discussion at the next annual meeting of the Maritime Board of Trade.

WINTER COMMUNICATION AGAIN.

The subject of a winter route between Capes Traverse and Tormentine



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OCEAN MILLS, MONTREAL, P. Q.

FOR SALE BY ALL JOBBERS, OR ADDRESS THE MANUFACTURER.

CHINESE STARCH Retails at 10c. package.

was again brought up, and the resolution put in by the Summerside Board was cancelled.

Mr. Hughes: "Should not that be submitted to the Committee on Resolutions? The terms of Confederation in regard to winter communication with the mainland have not been carried out. The matter is wholly in the hands of the Dominion Government, and let them carry out the contract. It is not within our province to insist on any particular route. That would prejudice our claim."

Mr. Tidmarsh: "I think it would be very imprudent to experiment again on the route from Summerside. When the winter sets in all lines of communication are sometimes shut off in one night. If a steamer is put on that route this year it will still not be an established route, and there will be some uncertainty as to whether it is to be counted upon or not; consequently shippers would not use it. Both steamers should be put on the Charlottetown route as long as possible and then put on the Georgetown route. Give that a fair trial. It is too sectional a question, anyway, for the Maritime Board of Trade to define any route."

Capt. Read: "The speakers have gone beyond the resolution. All it calls for is that a steamer should take up the western route and keep it open as long as possible. I would also like to see the experiment made under more auspicious circumstances than prevailed last time."

Mr. Wm. Yould, Kentville Board, put in a resolution to take the place of that brought in by the Summerside Board and which was cancelled. His resolution read: "Resolved, that while this Maritime Board of Trade fully realize the very great importance of better winter communication between Prince Edward Island and the mainland, and urge upon the Government to use every means in their power to bring about that most desirable result, this Board do not feel that they have the information before them at present to define the route that should be adopted. And further resolved, that a copy of this resolution be sent to the Minister of Marine and the Prince Edward Island representatives at Ottawa."

The resolution was seconded by Mr. J. P. Longard.

Mr. MacDonald, East Point (Souris Board), thought that a delegation should be sent to Ottawa to show the Government how they had failed to carry out the terms of Confederation in this matter. Another boat, a more powerful one, should be put on the old route; then the other boat could be left at Summerside to ply there as long as possible.

After some further discussion Mr. Yould's resolution, as given above, was substituted for the original resolution, and adopted by the Board, Mr. Harris and Capt. Read consenting to withdraw their motion.

STOCK-BREEDING INDUSTRY.

Mr. Elderkin then introduced the subject of the Maritime Stock Breeders' Association. "Some members might wonder why such a subject is introduced in this meeting," he said. "To which I answer that the functions of the association are the same as those of the Maritime Board of Trade: to further the business interests of these provinces. The difference is merely that this is a particular line of work, and yours is general." After briefly sketching the history of the Stock Breeders' Association, and showing what it had accomplished, Mr. Elderkin continued: "Mexico and South America are large buyers of cattle and farm products, and we are on the direct route to them. There is no reason why this trade should not come to the Maritime Provinces. Then our stock-breeders would take their place among the leaders in the business in Canada. At the Buffalo Exposition we had a great many inquiries for cattle, horses and other animals, but we could give no information as to where and when to buy them. Now the association intends holding annual auction sales of pure-bred cattle. The first will be on February 5, 1904. We intend to advertise these sales in the West Indies and South America, so that buyers there will know just when and where to come to make purchases. If we can get these auction sales fairly established, and have it known in those southern countries that at a certain time and place each year the sales will be held, then the matter is settled. We don't want to have one sale and then drop out, but we intend to continue them year after year till they come to be a recognized institution. We ask the Maritime Board of Trade to endorse this idea, feeling sure that their influence will greatly tend to its success. There are at present few pure-bred animals of the kind wanted here at present, but there is no spot in Canada where live stock can be more successfully grown than here. The agricultural prosperity of the country is the basis of all commercial prosperity, and this will have some results in improving it. I therefore ask you to endorse this resolution:

"Whereas the Maritime Stock Breeders' Association are conducting an educational institution in the interests of the farmers of the Maritime Provinces, and whereas, with this object in view, they have already held two fat stock shows, and purpose holding a third from December 14 to 17, at which, through the kindness of Mr. F. W. Hodson, Dominion Live Stock Commissioner, men of national reputation, as well as some from the mother land, will give addresses on animal husbandry, using living animals for illustration, and whereas they purpose holding an auction sale of pure-bred cattle on February 5, 1904, having for its object the bringing together of buyers and sellers—to their mutual advantage; therefore, resolved, that this Maritime Board of Trade in Charlottetown convened heartily endorse the aims and objects of the said association, and commend it to the favorable consideration of the Federal Government, and ask for its generous financial support. Further, resolved, that the clerk be instructed to forward a copy of this to Hon. Sydney Fisher, Minister of Agriculture, at Ottawa, and the several Maritime Governments."

The resolution, which was seconded by Mr. DeWolfe, was unanimously adopted.

THE ELECTION OF OFFICERS.

The convention then proceeded with the election of officers for the ensuing year, the results of which were as follows:

President.—Hon. Senator Wood, Sackville, N.B.

1st Vice-President. — Mr. John McLean, Souris, P.E.I.

2nd Vice-President. — Mr. J. R. Wyman Yarmouth, N.S.

Permanent Secretary-Treasurer.—Mr. C. M. Creed, Halifax.

Corresponding Secretary. — Mr. Chas. D. Stewart, Sackville, N.B.

Auditor.—Mr. M. G. DeWolfe, Kentville, N.S.

The next place of meeting was decided upon as Moncton, N.B.

THANKS TO THE PRESS.

Mr. M. G. DeWolfe moved a vote of thanks to the MacLean Publishing Company for their annual report of the proceedings. "There are no papers that we could wish to have our meetings reported in better than these," said Mr. DeWolfe. "There are four or five of them, and they not only circulate all over the Dominion from coast to coast, but go to the old country as well. The greatest possible publicity is thus given to our proceedings. With this vote I would like also to couple with it a vote of thanks to the local press, who are so ably reporting our meetings. If it were not for the press I don't know what we should do to have our influence extended beyond this board."

In seconding this Mr. Elderkin said: "We don't appreciate the local press as much as we should. They circulate all over the Maritime Provinces and reach all our people, showing them what we are doing, and in some degree moulding their opinions along the lines we are following ourselves. We owe a great debt of gratitude to the papers. They are even going beyond what we might expect them to do for us. I want to say before I sit down that in going through every part of Canada I have found MacLean's trade newspapers everywhere, in the stores and on the tables in the hotels, where they are eagerly read."

PRESIDENT APPRECIATED.

A vote of thanks was passed to the President for the efficient manner in which he had conducted the duties of his office.

The national anthem closed the convention of 1903.

Notes.

On Thursday afternoon the delegates and many prominent gentlemen of Charlottetown, with their wives and daughters, enjoyed a trip on the Government steamer "Minto," the invitations coming from the Charlottetown Board of Trade. Luncheon was served on board and a very pleasant af-

COMING TO THE FAIR ?

DON'T FAIL TO SEE OUR DEMONSTRATION OF

"GOLD MEDAL" COFFEE

THE FINEST COFFEE PUT UP IN TINS. THE BEST SELLER YOU CAN HANDLE.
WE EXTEND A HEARTY INVITATION TO MAKE OUR WAREHOUSE YOUR HEADQUARTERS WHILE IN THE CITY. OUR STAFF AND SERVICES ARE AT YOUR DISPOSAL.

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO.

ternoon was spent. The band of the 4th Regiment was in attendance and rendered a programme much appreciated by all.

A very pleasing feature of the visit to Charlottetown was an informal reception given by the new First Vice-President, Mr. John MacLean, to the delegates in the parlors of the Davies Hotel on Thursday evening. It lasted from about 11 o'clock p.m. to 1 a.m., and speeches were made by all the delegates on various important subjects, the remarks proving as interesting as any delivered during the meetings. Refreshments were served.

Returning home, a number of the delegates, including Messrs. DeWolfe, Dodge, Ward, Simpson and Yould, visited the large biscuit and confectionery factory of Messrs. G. J. Hamilton & Son, Pictou. They were accompanied by Mr. Storey of the Intercolonial Railway and Mr. Hilliard of the Grand Trunk. Messrs. Hamilton have found their business increasing so rapidly that they have purchased another factory at Halifax, where they intend to manufacture also. The Newfoundland trade will perhaps be supplied from there.

Before their departure from Charlottetown each delegate found a package of the famous "Brahmin" tea waiting for him at his hotel. This was the gift of Mr. Horace Hassard, President of the Board, who has made a great success of this tea.

A number of the delegates took a pleasant trip into the country on Thursday and admired the beautiful Prince Edward Island scenery.

It is expected that the meeting at Moncton next year will be a very large one.

The delegates took the opportunity of inspecting the new market being erected in Charlottetown. It is to cost about $50,000.

The Hillsborough bridge came in for a good deal of attention.

"Parva sub ingenti" is Prince Edward Island's motto. An enthusiastic delegate translated it, "Little, but Great Caesar!"

The Maritime Board of Trade can boast of some pretty forceful speakers, and a host of level-headed thinkers.

ABOUT BUSINESS MEN.

Park & Hodgins, of Sutton, Ont., have opened a branch at Belhaven.

Mr. Albert Hebert, of Hudon, Hebert & Cie., Montreal, is taking a week's holiday with his family at Riviere du Loup.

S. H. & A. S. Ewing, Montreal, are increasing their coffee roasting plant by the addition of a new roaster and a coffee granulator.

J. Jeffers, late of Brampton, has bought the store premises just erected by Mr. Mould, on Royce Ave., Toronto, and installed a complete stock.

R. J. Clare, formerly of Queen street west, Toronto, has purchased the McLellan grocery business on Sussex avenue, and is putting in a much larger stock.

Mr. Shaw T. Nishimura, representative at Montreal of the Japan Tea Growers' Association, is leaving for a trip to the Maritime Provinces, visiting St. John, Halifax and other principal centres in the interests of his association.

Mr. J. J. Speirs, western representative of Messrs. Chase & Sanborn, is visiting Montreal this week. Mr. Speirs has just returned from a trip to the Soo, Port Arthur and Fort William, and reports that trade has been exceptionally good with him this season.

C. J. Halliday, general merchant, Chesley, Ont., is rapidly getting into working order again his store, which was burned out recently. He is making some improvements in the rear part of the store and also in the show windows. These improvements will make an already very fine store more up-to-date.

Mr. C. J. Williams, who has been representing Hunt & Co. at Montreal since the late A. E. Tren went to Chicago, is, after October 1st, to devote his whole attention to the interests of Crossfield, Lampard, Clarke & Co. He is to be succeeded by Mr. Barnard, of Hamilton, formerly representative of Bernard & Co., Japan

Mr. H. Bell-Irving, of The A. B. C. Canning Co., Vancouver, was seen in reference to the salmon situation at the Coast. He confirms the report in last week's GROCER as regards the shortage in this season's pack. He states that the season's run will be the most disappointing in his recollection, that is, taking one river with another.

A visitor to Montreal this week is Mr. David Greig, representing D. McDougall & Co., Glasgow, Scotland, manufacturers of pipes. Mr. Greig's massive form and genial countenance is well known to Canadian grocery jobbers, as he has for many years crossed the seas to supply the trade with the "T. D." Mr. Greig goes west this week and will visit all the leading jobbing centres as far as Chicago.

Mr. I. C. Stewart, of The Maritime Merchant, was in Toronto on Tuesday on his way home from a holiday trip in Western Ontario. Speaking of the trade conditions in the Maritime Provinces, Mr. Stewart said they were, compared with four or five years ago, exceedingly good, although perhaps there was not so much bustle as a year ago. The apple crop, he said, was exceptionally good, and the yield of hay large. The fishermen, too, were doing fairly well.

Mr. Chas. Sutherland, manager of the Detroit branch of The "Salada" Ceylon Tea Co., was in town last week. He reports that the "Salada" business in Detroit for the first seven months of this year has increased 73 per cent. over the seven corresponding months of last year. He states that every wholesale grocer, and practically every retailer in the state of Michigan sells "Salada" tea. He is now pushing his way into the state of Minnesota, having opened up St. Paul, Minneapolis and Duluth.

At a recent meeting of the provisional directors of Provincial Grocers Limited the following officers were elected: Pres., W. B. Rogers; 1st vice-pres., Wm. Scott; 2nd vice-pres., John Medland; mgr., M. M. Clancy; sec.-treas., John L. Davidson.

Windsor Salt.

You buy the best butter, why not the best Salt? Do you forget that it is the little things that count? A woman doesn't tell all she knows. Perhaps she has been trading at some other store just because she can't buy Windsor Salt of you. She doesn't say this to you, **but there are a good many chances that she tells her friends.**

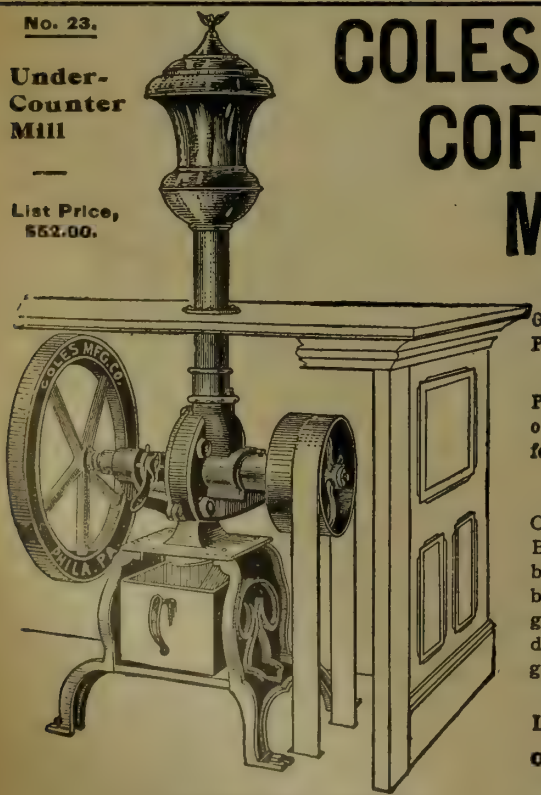
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.



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TO OUR FRIENDS.

DURING the next two weeks a large number of our readers will doubtless visit the Dominion Exposition. "The Grocer" extends a cordial invitation to all such to call and make our Toronto office their headquarters during their stay. Our office is centrally located at 10 Front street east, just around the corner from Yonge and right in the midst of the wholesale warehouses. Visitors may find it convenient to have their mail forwarded in our care and every accommodation will be afforded those having correspondence to attend to. It is always a pleasure to make or renew the personal acquaintance of our subscribers and we are looking forward to meeting a large number of them during the next two weeks.

WINDOW DRESSING COMPETITION.

ATTENTION is directed to the extension of the time set for closing our window dressing competition. It is desired that our subscribers enter heartily into the spirit of this competition and be not content with one entry. The opening Fall trade should bring to the front some bright ideas in window dressing. Send photos and brief description to "The Grocer" as according to directions elsewhere. Call the attention of your employes to this competition and see what your store can accomplish in the way of up-to-date window dressing.

CIVIC ENTERPRISE.

CANADA is experiencing a wonderful era of prosperity. Nature has been prodigal in her gifts and the agricultural classes have enjoyed a series of bountiful harvests. The trade and commerce reports overflow with evidences of our industrial progress. With an unexampled immigration record no man need be idle who is able and willing to work. The opening of the Great West, which has now fairly begun, will, so far as Canada is concerned at least, guarantee the continuance of the present good times.

The larger industrial centres are pledging their faith in the future of Canada by large expenditure on capital account. Everywhere plants are being increased and branches established. The demands of our population, growing at once in numbers and wealth, must be met.

This is indeed "a tide in the affairs of men which taken at the flood leads on to fortune." But what are our smaller towns doing to secure their share of the general prosperity?

It is a fact that a number of our smaller Canadian towns are making a name for themselves as manufacturing centres. They have their canning factories, their beet sugar factories, furniture works, knitting works, piano factories, brush factories, or cereal companies, and the proposal of a new industry is hailed with acclamations. Every assistance is given a new project; it is talked up, taken hold of, pushed along, achieves success. The citizens of such towns are full of enthusiasm and faith; they are good townsmen, admirable Canadians.

Unfortunately all our towns are not of this kind. Too many have no enterprise. The articulate voice seems vested in a class of retired farmers whose only interest is in keeping down the tax rate and the maintenance of the status quo ante. Their money invested in farm mortgages, directly or through the local loan company, they would no more think of subscribing to the stock list of a local industrial enterprise than of flying. The proposal to exempt from taxation a prospective local industry which would give employment to surplus labor always found in a small city or large town is met with a storm of protests. So the town continues to vegetate. Funds accumulate and are deposited in the local branch of a chartered bank to be devoted to financing the industrial ventures of a neighboring town that is alive to its opportunities.

Possibly the funds which should be productively employed in the town, weary of idleness, are inveigled into playing the stock markets. And indeed the stock broker finds his easiest marks in just such localities.

In either case the town is bled, while the citizens wonder at the prosperity of its rival, which, very possibly, is not nearly so favorably situated.

Success demands alertness and energy in the town as in the individual. It is time that the boards of trade of some Canadian towns called a special meeting to find out what ails them.

Now is the time, during a period of prosperity, to lay the foundations of a permanent industrial importance.

A BOUNTIFUL HARVEST.

A PERUSAL of the August crop report issued by the Ontario Department of Agriculture should be very gratifying to the business man who is anticipating a large Fall trade. The high average excellence of the crops and the firm prices the farmers are getting for their produce of every sort should make money free this Autumn, and it is ready money in the pockets of the farmers in this young country of ours that sets in motion the wheels of prosperity. Nor is Ontario alone blessed with a bountiful harvest. Reports from the east are all of an encouraging nature and the latest from the west would indicate that the yield is showing better in threshing than was anticipated. A few weeks will see the western crops safely secured, when Canada may begin to prepare for Thanksgiving for the most prosperous year in her history.

DESPICABLE IMITATION.

A NUMBER of manufacturers, wholesale grocers, spice and coffee houses and kindred trades to the grocery, have lately called the attention of THE CANADIAN GROCER to the subject of substitution by dealers of their respective lines of manufacture.

The question is an important one and worthy of consideration by the trade. It is a serious matter to any concern when it has spent probably thousands of dollars, months and years of time and labor to perfect and place on the market a really intrinsic article, to learn that certain dealers are continually substituting inferior goods, and if not exactly inferior, still not what is called for by the consumer. It is regrettable that so little is thought of the wrong act on the part of the trade, and it is only when a case is brought home to the perpetrator that the injustice is acknowledged, and an argument in favor of its abolition can be made bear fruit.

A leading Canadian manufacturer only lately had occasion to notice a case of substitution of his goods by a dealer. He has made it a point for many years past to put up a line of pure goods—we'll say cream of tartar—and to guarantee against his package being used for any other grade of these goods, had it stamped for use only by the grocer for his special line. One of his travellers, in looking up his orders from the retailer, found that he had not bought either from him or direct from the mill any of these pure goods. He bought a quarter pound out of the package and had it tested and analyzed, with the result that the goods were found to be not only not pure, but indifferently compounded. He could, of course, not bring the grocer to task without risking the loss of the trade. This is not an extreme case, as we learn from inquiry among manufacturers that the custom is all too prevalent.

Fair dealing should be the ruling principle on all sides, and the grocer who acts upon that principle will, in the end, reap his reward in steady and profitable custom. Is it fair to the consumer who has used a certain line of baking powder that has given satisfactory results, to substitute another brand? Is it fair to the manufacturer who has spent his time, labor and good money to place a good article on the market, to deprive him of his reward?

It is admitted that the tastes and customs of the consuming public are continually changing, and the modern mode of living calls for "something new" all the time, but this fact should not be considered a license for deliberate substitution. The grocer, more than anyone else, is continually on the lookout for something new to tickle the palates of his customers and hold their trade. This is quite right and as it should be, but is it right to sell a pure pepper to a customer when it is known for a fact that, judging from the price of whole pepper, it is impossible (looking to a profit) to sell the ground pepper at the price charged? Does the merchant not know when the traveller offers him the goods at a price the market will not warrant, that something is wrong about the goods? If not, it is a bad commentary on his knowledge of the market; if he is aware of it, is it fair to his customer, the consumer, to sell the article for pure goods knowing it to be otherwise?

Manufacturers, too, are, we have had occasion to learn, given to imitating in design, shape, color and other characteristics the output of rivals who have at great expense secured a trade on their products to such an extent as to bring themselves within the infringement of Copyright and Patent Act. In many instances the imitation is so positively close as to deceive the ordinary consumer, and this is, to our mind, nothing less than a palpable steal and should be discouraged by the merchant wherever and whenever the attempt is made to pass the article on him. Originality is possessed to a certain extent by everyone, and it is a reflection on a manufacturer's ability when he has to copy or fall back on the ideas of a rival.

Fair competition is commendable and worthy of every encouragement, but deliberate infringement is despicable.

FRANKNESS IN BUSINESS.

THE confidence of one's customers is the most valuable asset a business man can possess. Having deservedly won that confidence, a merchant can smile at unfair competition and fake schemes for seducing his trade into alien channels.

The assurance that reliable goods may always be had for a fair price is what the best people in any community want. These are the people whose custom is most desirable, who give a firm a standing, who make business a pleasure.

The basis of this confidence is perfect frankness upon the part of the seller. It is poor policy to please a customer for the moment with the price when he is certain shortly to be dissatisfied with the quality. A few frank words of explanation would point out the advantage of taking a better quality at, in the long run, a more favorable price, and a friend would be made.

A case in point: Two salesmen representing rival houses approached a business man with a view to booking his order for an expensive piece of machinery. The business man, for his own reasons, was disposed to give the preference to one of the houses. But the representative of this house, instead of making it a point to satisfy the buyer, not alone with the price, but with the quality, thought only of quoting a figure which would shut out his rival. He got the order, but to come within the price he supplied an inferior article. There was trouble. In the long run he was compelled to supply what he should have offered in the first place. He lost the profit on the sale, and, what was of vastly more importance, the confidence of the customer.

At best it is a sorry business selling inferior goods, but when customers will have them the facts should be clearly set before them. They will return sadder, perhaps, but wiser.

People constitutionally suspicious are disarmed by frankness. In a run on the bank people only want their money because they fear they cannot get it. People are always more satisfied with a purchase

when they know they can get their money back if they want it.

Be frank with your customers. Consult their interests. Advise with them. Educate them into taking you for their "guide, philosopher and friend." It will pay you—and them. Try it.

A FIRM TEA MARKET.

THE tea situation appears to be steadily and surely strengthening itself, and a reference to the latest advices from London is both instructive and interesting, and should be of great use to our readers in influencing their conduct regarding buying. The existing stock in London has been so materially reduced since the end of July as to leave barely sufficient to meet a two-months' consumption, whilst the arrivals from primal markets are upwards of 2,000,000 below the average of similar date last year. The demand at the same time maintains a steadily increasing character. A relief to the situation is found in the general belief that the diminished arrivals may to a large extent be accounted for by the fact that a quality of tea which generally found its way through the London markets to Canada and to the States has recently been exported direct from primal markets to those countries.

Whether or not this is likely to become a fixed rule is still open to question. At the same time the advance of 1 to 1½d. per lb. is fully maintained.

THE BEAN CROP.

THE bean crop in the counties of Kent and Elgin, the home of the bean in Canada, has reached an interesting stage. "The Grocer" is advised by Messrs. D. McKillop & Son, grain dealers, West Lorne, Ont., that the crop is very large, indeed the largest acreage in years, but fully three weeks late. Many beans will never be harvested unless fine, warm weather is experienced. The crop all depends on the weather now. Usually the bulk of the beans are already harvested, but it has been so wet and cold that the beans are not showing any signs of ripening. The old crop has all been shipped out. Enquiries are quite numerous and indications point to a fair export trade, which has not been experienced in the last four years.

SATURDAY MORNING CHATS.

THE GROCER called upon a number of the Toronto travellers Saturday morning and found them pretty generally satisfied with the first trip after the holidays. The opinion was unanimous that a bumper business would be met this Fall. The strikes, which have been a serious detrement to business in the cities, are practically over and a bountiful harvest promises to stimulate trade both in the country and city.

A few line interviews with representative travellers are given below :

W. Anderson—Prospects in the east are very good. Farmers are getting their crops in in good shape and money should be free.

J. W. Shouldice—Feeling is good for the Fall. If money will not be plentiful this Fall with such magnificent crops, when will it ?

J. A. Milne—Last week along the north shore was just between seasons, but next month will be strong.

W. B. Dack—A very fair trade in the Niagara district. Fruits are very plentiful, particularly plums.

Jas. B. Mayled—The holidays were a great success. Every one is found in good humor.

F. Anderson—The city trade is pulling up. Had it not been for the strikes this would have been the best year we have ever had.

Chas. Rishor—The outlook is good for a real nice trade this Fall.

J. B. Gouinlock—Unless there is a set back, the prospects north, east and west are grand.

T. L. Willis—Trade is showing improvement, a very satisfactory week.

FLORIDA ORANGE OUTLOOK.

According to advices from Florida orange sections the crop of oranges this season gives promise of being considerably larger than that of last year, says The N. Y. Journal of Commerce. John S. Arnold, of the firm of John S. Anold & Sons, who has completed a trip of the several orange sections of the state, is quoted as making the following estimate of the crop by counties :

	Boxes.
De Soto	600,000
Hillsboro	375,000
Manatee	300,000
Polk	125,000
Osceola	100,000
Lake	150,000
Lee	125,000
Orange	150,000
Marion	50,000
Volusia	50,000
Brevard	50,000
Alachua	35,000
Putnam	25,000
Dade	10,000
Pasco	15,000
Scattered	50,000
Total	2,165,000

Others who have studied the conditions claim that the estimate is entirely too high, and that it exceeds by 500,000 boxes what a fair estimate would be of the crop. In some of the countries where the groves are being reclaimed the situation is difficult to define. There are a great many new trees coming into bearing, and in some groves the crop this year will be double what it was last.

"In the lower counties," says The Times-Union, "the promise for a yield is not as good as it was early in the Spring, when the trees first bloomed. There is a great growth of leaves, and some of the trees in that part of the state have been putting on a remarkable growth at the expense of preventing the yield of fruit, which was expected early in the year."

NEW BRUNSWICK CANNERIES.

Canning operations have begun at the blueberry canning factory of The W. S. Loggie Co., Limited, on the St. Croix, says The St. John Globe; the berries for the most part coming from the eastern part of New Brunswick. The crop is very light in Washington and Charlotte counties and most of the berries canned this year by the firm will be brought from eastern New Brunswick. Henry Burbridge, of Chatham, N.B., an experienced man in the canning business, is in charge.

FAILURE OF JAPAN RICE CROP.

The Japanese Consul-General, Y. Nosse, writes the Department of Agriculture that owing to cloudbursts and floods the crop of rice in Japan this year will be much lighter than usual. It is suggested that the time is opportune to push the sale of Canadian flour.

EXHIBITION BRANCH IMPERIAL BANK.

The Imperial Bank, with a very commendable spirit of enterprise, has established a branch on the grounds of the Dominion Exhibition. The office is handsomely equipped, and, with a full staff of clerks, will be in a position to handle banking business of any description. In the matte of deposits, issuing and cashing of drafts, cheques, etc., both the public and exhibition authorities will find the branch a great convenience. We are glad to learn that it is the intention of the bank to make this a permanent institution so far as the exhibition season is concerned.

GOLDEN TIPS.

At the tea sale at the Chamber of Commerce sales room to-day, says the last number of The Times of Ceylon, a box of golden tips was offered for sale by Messrs. Somerville & Co., and was bought by Mr. W. Mitchell, of Messrs. Carson & Co., at the rate of R5.25 per lb.

We Extend a Most Hearty Invitation To All Grocers

visiting Toronto during Canada's Great Fair to come and see us at our home, 32 Yonge Street.

Fill in your name and address here :

.....

.....

then tear the advertisement out and present to us when you call, and we will be pleased to show you over the most modern and up-to-date tea establishment in the world.

Don't fail to give us a call if you visit Toronto. It will well repay you.

"SALADA" TEA CO., TORONTO and MONTREAL.

WHOLESALERS ARE NOW OFFERING FOR FORWARD DELIVERY

New Pack "Horse Shoe" Salmon.

For quarter century "Horse Shoe" Brand Salmon has led the Canadian market.

All leading grocers throughout the Dominion sell it.

"No one knows a thing for sure until he tells it to someone else." Thousands of women are telling their friends that

Celluloid Starch
Never Sticks Requires no Cooking.

is the best starch in the market. That's what is making the demand for it continually increase—it is doing good work and everyone is telling everyone else about it.

Now, send in your order.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, August 27, 1903.

TRADE reports coming to hand all denote a healthy state of activity, a decided advance over previous seasons being manifest. Along the street there appears to be considerably more caution in buying than would appear warranted by state of trade, jobbers showing disposition to hold back somewhat. In canned goods trade has been good, and prices rule firm. In coffee more interest has been taken and sales have advanced accordingly. Sugar is moving slowly, with prices ruling firm, and dealers are expecting a large increase in sales at an early date. In spices, trade is uninteresting and quotations firm. Rice and tapioca have been in fair demand, with primal market denoting delay in harvesting and slightly firmer prices. Syrups and molasses have been moving a little, and prices are ruling firm. Tea reports are all denoting great firmness, with statistical position considered firmly secured. Sales are moving at firm and slightly higher rates. Foreign dried fruits are moving freely, with stocks falling very short. New season crops are, consequently, eagerly looked for, whilst reports from primal markets are denoting weakness.

CANNED GOODS.

The steadily maintained run on the goods has very materially reduced spot stocks, with the result that prices are remaining firm. In corn and tomatoes there are practically no stocks on hand. Information to hand points to extremely firm position with regard to these two lines, canners having withdrawn their quotations and accepting only limited orders. We quote :

Apples, 3s	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 87½	1 00
" sifted	1 10	1 25
" extra sifted	1 30	1 50
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 35	1 55
" 3's	2 25	2 50
Plums, green gages, 2's	1 15	1 25
" Lombard	0 95	1 00
" Damson, blue	0 95	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 45	1 50
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼'s	....	0 14
" ½'s	0 19	0 20
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03¾	0 04
" " ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ½'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

There appears to be more interest in coffee recently, and trade is pointing toward an increase. Home prices are remaining firm at previous quotations. The foreign markets are all reporting dulness, the crop movements continue heavy and offerings at New York from primal markets were at prices which failed to attract buyers. European markets report better situation. We quote :

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

The firmness noted in our last issue has been fully maintained and we have to record a further advance in raws of 1-32 to 3-32. Purchases of Javas, referred to last week, were made at 9s. 9d., c. & f. New York, which was equal to 3 13-16, about 15,000 tons being purchased on this basis. At same time there were heavy purchases of West-Indian sugars on equivalent basis, including about 10,000 tons Cuba centrifugals at 2 3-32, c. & f. New York basis, 95 per cent. for prompt shipment from Cuba, as well as further lots of same description, and 1,000 tons Trinidad centrifugals, ex store, at 3 13-16, duty paid, for basis 96 per cent. There were also sales of Muscovado at 3 5-16, duty paid, basis 89 per cent. Since then the market has developed further firmness and there have been sales made ex warehouse New York on basis of 3 7-8, duty paid, for 96 per cent. test, thus establishing quotations at 3-32 above closing prices of last week. Europe remains unchanged at 8s. 6d. f.o.b. Hamburg, for 88 per cent. August and September shipment. Receipts at United States four ports for week ending August 19, were 53,817 tons, with meltings same as previous week—45,000 tons. Total stocks in four ports were 278,149 tons, an increase of 8,817 tons over previous week. Combined stocks of Europe and America at latest uneven dates were 1,960,649 tons, or 56,020 tons less than same period last year. The whole appearance of market is strong, and, from what we have indicated, it will be inferred that United States refineries, in spite of their present heavy holdings, which on August 19 were 207,721 tons, or about five weeks' supply on present basis of meltings, have considerable faith in the future of the market. Holders are strong in their views and disposed to ask still higher prices. New business in refined for the week has been light, but withdrawals have been fairly large, whilst prices and general conditions remain unchanged. The same applies to the Canadian situation, but, with the near adjunct of the large fruit crops, dealers look for a considerable increase in the distribution. Prices locally are firmly held, and we understand that refiners have difficulty in covering on present basis of values. We quote :

Paris lumps, in 50-lb. boxes	4 88
" in 100-lb. "	4 78
" "Domino" brand, 50-lb. boxes	4 83
" " " 100 "	4 73
St. Lawrence granulated	4 28
Redpath's granulated	4 28
Acadia granulated	4 18
Maple Leaf granulated (Berlin)	4 13
Crystal granulated (Wallaceburg)	4 18
Imperial " (Dresden)	4 13
Beaver " (Wiarton)	4 13
Phoenix	4 13
Cream	3 98
Bright coffee	3 98
Bright yellow	3 98
No. 3 yellow	3 88
No. 2 "	3 68
No. 1 "	3 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

Home trade continues slow and uninteresting, with prices firm at previous quotations. Foreign market reports all point to increased dulness, with prices steadily firming up. We quote :

	Per lb.		Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

RICE AND TAPIOCA.

Business continues steady in rice, with firm prices. Primal market reports denote delay in harvesting new crops on account of unfavorable weather. Tapioca reports are interesting as showing a steadier situation and better demand. We quote :

	Per lb.		Per lb.	
Rice, stand. B	....	0 03½	Sago	0 03¾	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

SYRUPS AND MOLASSES.

Trade in these lines is more interesting as pointing to increased demand, with prices continuing firm. New York reports offerings of molasses as small on account of light stocks and prices more steady. Difficulty has been experienced in obtaining centrifugal grades, the market being comparatively bare. We quote :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02¼
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 22	0 30
" open kettle	0 45	0 50

Barbados	0 38 0 40
Porto Rico	0 38 0 42
Maple syrup—	
Imperial qts	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

TEAS.

The home tea trade has been moving somewhat slowly, little interest being manifest beyond mere present requirements. The latest London market reports denote good general inquiry with prices ruling firm at about 1d. advance on same time last year. The stock of all tea in London at present time is less than at any period since June 1900. It is estimated to be only about sufficient for two months' consumption. Exports from India and Ceylon both continue on a moderate scale, the latter being considerably below last year, hence the industry is now in a sound position, and if coarse plucking can be avoided, prices may be on a more renumerative scale. The early invoices to hand are giving general satisfaction and it is expected the Autumn season will start a good market. The statistical position is considered now a fixed one for present season and prices are consequently ruling firm, with indications of greater stiffening. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12 0 60
caddies, Paking, Kaisow	0 19 0 50
Indian—Darjeelings	0 35 0 55
Assam Pekoes	0 20 0 40
Pekoe Souchongs	0 19 0 25
Ceylon—Broken Pekoes	0 36 0 42
Pekoes	0 27 0 30
Pekoe Souchong	0 17 0 35
China Greens—Gunpowder, cases, extra first	0 42 0 50
" half-chests, ordinary firsts	0 22 0 28
Young Hyson, cases, sifted, extra firsts	0 42 0 50
" cases, small leaf, firsts	0 35 0 40
" half-chests, ordinary firsts	0 28 0 38
" " seconds	0 23
" " thirds	0 16 0 18
" " common	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28 0 32
" " seconds	0 18 0 19
', half-boxes, firsts	0 28 0 32
Japan—½ chests, finests May pickings	0 38 0 40
Choice	0 33 0 37
Finest	0 30 0 32
Fine	0 27 0 30
Good medium	0 25 0 28
Medium	0 21 0 23
Good common	0 20
Common	0 19

FOREIGN DRIED FRUITS.

Home trade continues very good and spot stocks are now well reduced, all denoting a ready market for new arrivals. The first shipment of Valencia raisins is reported and expected to arrive during September. Currants are opening somewhat weak, but there are better indications ahead. We quote :

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07 0 08
Patras	0 06¼ 0 06¾		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 07 0 08
" selected	0 08½ 0 09
" selected layers	0 09 0 10
Sultana	0 09 0 13
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04 0 05	Fards	0 07½ 0 08
Sairs	0 03½ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 07 0 07½
90-100s	0 04½ 0 05½	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 04	Elemes	0 10 0 15
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 08 0 12

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12
Old stock, on track, Toronto, per bag	1 25 1 35
New American, on track, Toronto, per bbl	5 00
Ol stock, on track, Toronto, per bag	1 25 1 35

COUNTRY PRODUCE.

EGGS.—The market continues steady for strictly fresh stock, which is hard to obtain. What is coming forward is in poor condition. We quote :

Fresh laid eggs, per doz	0 14½ 0 15½

HONEY.—This market is beginning to show some activity and considerable honey changed hands at quotations this last week. We quote :

Extracted clover, per lb	0 06½ 0 07½
Sections, per doz	1 00 1 50

WHITE BEANS.—The market is quiet, as stocks are well cleaned up. Advices from the bean fields report the crop in good condition, but a fortnight late. All depends on the weather of the next few weeks as to whether or not the bean crop will be a bountiful one. We quote :

	Per bush.		Per bush.
Mixed	1 50	Prime	1 50 1 60
Handpicked	1 80 1 90		

DRIED APPLES.—There is nothing noticeable just at present. We quote :

Apples, dried, per lb	0 03 0 03½

POULTRY.—There is a fair demand for what is coming forward, not a very large quantity just now. We quote :

Chickens, live per lb	0 10 0 12
Old hens " "	0 07 0 08
Ducks " "	0 09 0 10
Turkeys " "	0 10
Spring chickens, dressed, per lb	0 12 0 14
Old hens, " "	0 09 0 10

(For Butter and Cheese see Dairy Produce).

GREEN FRUITS.

All kinds of fruits are coming in in very large quantities, indeed the supply is in excess of the demand. On Tuesday the late boats and trains aggravated the congestion. Bananas have become an intesesting feature, owing to the storm in the West Indies. Small bunches are almost impossible to get and large bunches have advanced considerably. Tomatoes were almost a drug on Tuesday and California fruits have been temporarily displaced by Canadian peaches, plums and pears, which are of excellent quality and ample quantity. The first Canadian grapes are offered at 2½ to 3c. per pound, in 10-lb. baskets. We quote :

Mediterranean sweet oranges	3 75 4 25
Sorrento oranges	3 00 3 25
Late Valencias	4 50 4 75
Bananas, large bunches	2 00 2 50
Messina lemons, old, per box	2 50 3 00
Verdilla lemons, new, per box	3 25 4 50
Limes, per crate (8 doz.)	1 25
Tomatoes, Canadian, per basket	0 15 0 25
Canadian apples, baskets	0 12½ 0 20
Cocoanuts, per sack	3 50 4 00
Watermelons, each	0 15 0 25
Cantelopes (musk melons), per basket	0 25 0 30
Blueberries, per basket	1 00 1 25
Lawton berries, per qt	0 04 0 05
Canadian peaches, white, per basket	0 20 0 30
" " St. John yellow, per basket	0 30 0 50
" plums, small basket	0 10 0 15
" " large "	0 15 0 30
" pears, Bartletts, per basket	0 25 0 35
" " Clapp's Favorite, per basket	0 25 0 30
" " Bell, per basket	0 15 0 20
" Grapes, 10-lb. basket	0 25 0 30

VEGETABLES.

Prices, on the whole, have been maintained, but some have eased off with the

New Lemons
Fanncy Oranges
Bananas

Our goods are the freshest and best to be had.

Watermelons
Peaches
Pears
Plums.

GET OUR PRICES
WHITE & CO.
Toronto.

Few Flies last year
No Flies this year
if you use
Wilson's Fly Pads

TEA.
AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,
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CANADIAN GROCER,
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FRUIT.
Our prices are right.
Our goods are right.
Write, wire or 'phone your order.
Special attention given to mail orders.
HUSBAND Bros. & Co.
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Is the fruit you want—THE BEST.
Everything in season—Domestic and Foreign
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SPECIAL VALUES
In Lemons, Oranges, Berries and Vegetables.
GET OUR QUOTATIONS.
CLEMES BROS.
37 to 41 Church St. TORONTO.
ASK FOR OUR WEEKLY PRICE LISTS.

advancing season. Vegetable marrows are 40 to 60c., green corn, 8 to 10c., celery, 40 to 50c., egg plant, 30 to 60c., bdtter squash, 50 to 75c., hubbard squash $1.50 to $1.75. The demand keeps good and the quality and quantity of supplies all that can be desired. We quote :

Cabbage, per doz	0 35	0 40
New potatoes, Canadian, per bush	0 45	0 50
Cucumbers, Canadian, per basket	....	0 25
Egyptian onions, per 100-lb. sacks	2 75	3 00
Cabbage lettuce, per doz. bunches	....	0 20
Butter beans, per bush	....	0 75
Fresh onions, per doz. bunches	0 10	0 15
Rhubarb " "	....	0 20
Radishes, per doz. bunches	....	0 20
Mushrooms, per lb.	....	0 75
Mint, per doz bunches	0 10	0 15
Parsley, " "	0 15	0 20
Spinach, per bush	....	0 25
New beets, per doz	....	0 15
Cauliflowers, per doz	0 25	1 25
Carrots, per doz	0 10	0 15
Parsnips, per doz	....	0 25
Vegetable marrows, per doz	0 40	0 60
Green corn, per doz	0 08	0 10
Celery, per doz	0 40	0 50
Green peppers, per basket	0 40	0 75
Red peppers per doz.	....	0 10
Egg plant, per basket	0 30	0 60
Butter squash, per doz	0 50	0 75
Hubbard squash, per doz	1 50	1 75
Pumpkins, per doz	0 75	1 25
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz	....	0 40

FISH.

The demand remains firm, but supplies have not been equal to calls. We quote :

Whitefish, fresh per lb	....	0 09
Trout, fresh, per lb	0 08	0 09
Herrings, fresh, per lb	....	0 07
British-Columbian salmon, per lb	0 20	0 25
Halibut, per lb	0 12	0 15
Perch, per lb	....	0 05
Mackerel, each	....	0 25
Eastern salmon, per lb	....	0 25
Haddock, per lb	....	0 06
Cod, per lb	....	0 07

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Since quoting last week Manitoba wheat has gone up and declined. No. 1. hard was above the dollar mark, but is now down to 96½c., 2½c. less than last week at this time. The fluctuations in Northern have been as great and it is now quoted 3c. below last week's price. Ontario wheat remains firm at last week's quotations. Oats are slightly firmer this week. Otherwise quotations remain unchanged. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	....	0 96½
" " Northern " "	....	0 95
Red, per bushel, on track Toronto	0 77	0 78
White " " "	0 77	0 78
Barley " " "	0 40	0 42
Oats " " "	0 32	0 32
Peas " " "	0 60	0 62½
Buckwheat " " "	....	0 41
Rye, per bushel, " " "	0 49	0 50

FLOUR.—The price of flour has not changed since last week's quotations. Although Manitoba wheat went so high, dealers did not think the rise was stable enough to warrant the price of flour being increased, and the slump this week has proved their judgment correct. We quote :

Ontario patents, per bbl	3 50	3 75
Hungarian patents "	4 40	4 50
Manitoba bakers' "	4 10	4 20
Straight roller, "	3 40	3 50

BREAKFAST FOODS. — This market shows no change this week. Fall is approaching and dealers report good trade expectations. The demand at the present time is fairly good. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	....	4 25
Rolled oats, standard, carlots, per bbl., in bags	....	3 75
" " " " " in wood	....	3 90
" " " " for broken lots	4 00	4 15
Rolled wheat, per 100-lb. bbl	....	2 25
Cornmeal	....	4 00
Split peas	....	4 75
Pot barley in bags	....	4 00
" in wood	....	4 15
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

HIDES, SKINS AND WOOL.

The market in hides has been dull this last week with prices unchanged. Ca,f-

CANADIAN MEATS
CHEESE and BUTTER.
Consignments handled in—
London, Liverpool, Glasgow,
or sold cost freight and insurance.
WHITELEY, MUIR & CO.,
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Butter, Eggs, Cheese, Poultry, Fish, Game, —and also—
DRIED, GREEN, EVAPORATED APPLES.
WE HAVE THE BEST MARKET IN CANADA TO GET YOU GOOD PRICES. GIVE US A TRIAL SHIPMENT.
Quick Returns. Capital Fruit & Produce Co.,
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WHOLESALE FRUIT and PRODUCE COMMISSION MERCHANT.
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THE CANADIAN BROOM CO.,
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cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

skins are steady at former quotations and wool is unchanged from last week. We quote :

HIDES.

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " " "	0 07½
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lo. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60
Lambskins, each	0 45
Pelts, each	0 45

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 16	0 17
" " extra "	0 19	0 20½
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

GROCERIES.

Montreal, August 27, 1903.

BUSINESS, on the whole, is reported fairly good by jobbers. Sugars are moving a little more freely and indications are said to point to higher prices, as raw and beet are strong. Teas are dull, no feature in Japans being noted except a demand for low grades, about 16 to 18c. obtaining business. China blacks and greens are very quiet and little doing. Ceylon greens continue scarce and are much sought after. In canned goods the report that the Canadian Canned Goods Association would not take any more orders for corn, tomatoes or beans has firmed up jobbers in their prices. Peas will most likely receive firm prices on account of the booking of an order for South Africa of 50,000 cases. Canadian sardines are higher and almost unprocurable. Green fruits are active, Canadian peaches being the principal line selling. California peaches are dropping off some owing to arrival of Canadian goods. Spices are dull. Pepper and pimento are strong, other lines also being firm. Cheese is easier, country boards having declined ½c. during the week and the large production throughout the country will tend to ease off prices more shortly. Eggs are quiet. Butter is dull, though the demand is steady. In fish little is doing. Dried fruits are steady. It is thought that owing to earlier maturing of currants the Greek Government is permitting shipments on August 24, four days earlier than usual. Rice and tapioca are quiet. Syrups are quiet. Molasses is high, particularly in Barbados, jobbers having firmed up their prices 2c. per gallon. Coffee is very quiet. The provision market is dull, hams and bacon being slightly stronger. Flour and grain are steady.

SUGAR.

Though the outside markets are reported strong, locally there is no change to report. The Cuban market is reported particularly strong. The outlook is considered promising for good business during the next two months as a fair average canning season is expected. According to contracts now outstanding on refiners' books a large quantity of sugar is due to be delivered to the trade during the next 60 days. A factor that is being discussed to some extent is the prospective competition of domestic beet sugar. The outlook is for the largest crop thus far grown in this country, reports The New York Journal of Commerce, and Commercial Bulletin. Local quotations as under :

Granulated, bags and bbls	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, boxes and bbls	4 75
" " ½-boxes and 1½-bbls	4 85
Extra ground, bbls	4 60
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Domino lumps, boxes and bbls	4 65
" ½-boxes and ½-bbls	4 75
Phoenix	4 05
Cream	3 90
Bright coffee	3 90
" yellow	3 90
No. 3 yellow	3 80
No. 2 "	3 60
No. 1 " bags and bbls	3 45 3 50
Raw Trinidad	3 25
Trinidad crystals	3 30 3 35

SYRUPS AND MOLASSES.

The situation in molasses is unchanged though from reports received from the islands another advance may be looked for. There is very little old Barbados held here and holders, owing to shortage in new season's crop, are stiffening up their prices. It is also stated that the old stock does not show well in color and body. Syrups are, if anything, in slightly better demand, owing no doubt to high price of molasses. We quote :

Barbados, in puncheons, old		0 40
" new	0 41	0 42
" in barrels		0 42½
" in half-barrels		0 43½
New Orleans	0 22	0 25
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls		0 02½
" ½-bbls	0 02¾	0 03
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb		2 50
½-bbls. "		2 65
Kegs "		2 80

TEAS.

Japan teas continue firm in lower grades. It has been difficult to obtain acceptance in Japan of cable offers, for in most cases limits have had to be advanced, but with the advances of 3½ to 4 per cent. they have been enabled to execute orders via Suez. There has been little or no enquiry for teas from 19 to 23c. In China greens there is no change. Market is about the same. China blacks are quiet. Ceylon greens are salable all the time and still scarce. Ceylon blacks have been rather slow during the past week on account of the easier feeling at primary markets. Market is firm and shows no indication of easier prices for some time. Formosa Oolongs are still realizing high prices for high grade goods. There is also a little more demand for Foochow Oolongs and several parcels of sweet liquoring teas have been sold during the past week at 10 to 12c. We quote :

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

The trade in coffee is dull. The indications from New York towards end of last week were for somewhat better prices, but latest reports show no change. We quote :

Good cucutas	0 09½	0 09¾
Choice "	0 11	0 12
Jamaica coffee	0 07½	0 10½

SPICES.

The situation of the spice market shows no change from last week. New York market is dull, though firm, interest, if any, being centred in pepper and pimento. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 15	0 18
" " African	0 12	0 13
" ground Japan		0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14

RICE AND TAPIOCA.

The demand for rice is only fair. The market is featureless. Reports from Japan speak favorably as to crop, but indications show continued interest from buyers of the Japanese Government for commissariat purposes.

Tapioca is dull and no change to report. We quote :

WE WOULD LIKE TO SEE YOU DURING - - - "FAIR TIME"
IN TORONTO or LONDON.

TORONTO—From August 31st to September 12th.
Our Representatives—Messrs. Wm. Gray, T. C. Fleming, T. Johnston, A. E. Barbour and J. G. Wallace
will occupy warerooms at
62 Bay Street, - - TORONTO.

LONDON—From September 14th to 19th.
Messrs. Gray and Fleming
will be at their old quarters,
Room 3, Tecumseh House, LONDON.

CHINA
CROCKERY
GLASSWARE

The John L. Cassidy Co, Limited,
OF MONTREAL.

B rice, in bags		3 40
" ½-bags		3 40
" ¼-bags		3 50
" pockets		3 50
In 10-lb bag lots an allowance of 10c. is made.		
CC rice, in bags		3 30
" ½-bags		3 30
" ¼-bags		3 40
" pockets		3 40
Imported Patna rice, in bags		4 62½
" " in ½-bags		4 75
" " in ¼-bags		4 87½
In the open territory prices are about 10c. less.		

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl			0 02½ 0 03
" seed pearl			0 03 0 03¼
" flake			0 04¾ 0 05
Imported Italian			0 09

CANNED GOODS.

Business this week has shown better. The demand is good. Canned apples, 3s, are quoted stronger, 82½ to 85c being price of the Canners' Association. It is reported that advices have been received from the association that they will not take any more orders for corn, tomaties and beans, even at open prices. The weather conditions are so unpropitious that quotations must be held back. Prices on spot canned apples, 3s, have been advanced to 80 and 90c., and gallons to $2. Pears and peaches are reported as likely to rule higher this Fall though the Canners' Association has not given out prices. As regards canned peas, the fact that 50,000 cases have been booked for South Africa by the Packers' Association will have a tendency to put up the price on these goods. Canadian sardines are very high and scarce, and scarcely procurable. The price ruling here is $3.80 to $4, the inside price of $3.80 being exceptional. Gooseberries, 2s, are given as being sold out of this year's pack. We quote :

Tomatoes		1 60
Corn		0 90
Peas	0 87½	1 40
String beans	0 80	0 85
Strawberries, preserved	1 40	1 60
Succotash	0 85	0 95
Blueberries		1 70
Raspberries		1 40
Gooseberries		1 50
Pears, 2s	1 20	1 40
" 3s	2 10	2 25
Peaches, 2s	1 40	1 60
" 3s	2 35	2 50
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples	0 82½	0 85
Gallon apples		2 00
2-lb sliced pineapples	2 00	2 10
Grated pineapples	2 15	2 35
Singapore whole pineapples	2 20	2 30
Pumpkins, per doz		0 90
Spinach		1 40
Sugar beets	0 95	1 00
Salmon, pink	0 90	0 95
" spring		1 25
" Rivers Inlet red sockeye		1 30
" Fraser River red sockeye	1 42½	1 47½
Lobsters, talls		3 25
" 1-lb. flats		3 75
" ½-lb. flats	2 00	2 05
Canadian Sardines, ¼s	3 40	3 60

FOREIGN DRIED FRUITS.

Early Valencia raisins are afloat and expected here about September 14. The currant market is steady in Patras. Shipments have been authorized by the Greek Government about August 24, four days earlier than customary. This is attributable to early maturity of crops. In figs and dates nothing is noticeable and sultana raisins, though easier than for some time, are little called for. Prunes are receiving some attention. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	0 05	0 05
" " cleaned		0 05½
" " in 1-lb. cartons		0 06
Finest Vostizzas "	0 06½	0 07¼
Amalias "	0 05¾	0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 09	0 12

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½	0 07
Selected, per lb	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	0 90	1 00
Elemes, per box	0 75	0 85

DATES.

Dates, Hallowees, per lb	0 04½	0 05

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 10	0 10½
Peaches "	0 09	0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 25
"Royal Buckingham Clusters," ½-boxes		1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ⅛s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb		
" " seeded, in 1-lb. packages		0 09
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08½
50-60s		0 07½
60-70s		0 07¼
70-80s		0 07
80-90s		0 06½
9 0-100s		0 06½
Oregon Prunes (Italian style) 40-50s		0 07½
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s	0 04½	0 04½
" " 100-120s		0 04

GREEN FRUITS.

Trade during the week has been very good. Very heavy receipts of Canadian fruits are reported, increasing from 4 to 6 cars per day, most of them being peaches. California fruits are coming in less freely. It is no doubt largely due to the good prices ruling in United States markets, and, of course, the larger receipts of Canadian fruits are responsible for the dropping off of Californian goods. Canadian tomatoes are arriving in good lots and prices are easing up considerably ; the demand at early part of the week left prices at 75c., but now 40 to 50c. are the ruling figures. We quote :

California late Valencia oranges	4 00	5 00
Sorrento " 300's, compartment cases		3 50
" " 300's, ordinary boxes		3 00
Maiori seedless lemons, 300's, extra fancy		4 00
Messina lemons 300's, fancy		3 75
" " 360's, fancy		3 00
" " 300's, choice		2 75
" " 360's, choice		2 25
Cocoanuts, per bag of 100		3 25
Canadian apples, in bbls	2 00	3 00
Bartlett pears	2 75	3 25
Peaches	1 25	1 50
Plums	2 00	2 25
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	1 75	2 00
Canadian peaches, per basket		0 35 0 40
" plums "		0 30 0 50
" pears "		0 30 0 50
Tomatoes		0 40 0 50
Watermelons		0 35

NUTS.

Shelled walnuts are believed to be absolutely exhausted on the other side. Stocks have recently been withdrawn from London ice house supplies, but these also are now wanting. The demand for nuts generally is poor. We quote :

Grenoble, per lb	0 12	0 13
Filberts, per lb	0 08	0 09
Tarragona almonds, per lb	0 11	0 12
Brazils, medium, per lb	0 12½	0 13½
Pecans, " per lb		0 12½
" large, per lb		0 13½
Peanuts, per lb	0 07½	0 12
Valencia shelled almonds, per lb		0 26
Bordeaux shelled walnuts, per lb		0 25

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CANADIAN AGENTS.

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We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

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COFFEE BROKERS,
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CHEAPER AMMONIA
During the summer months our Household Ammonia will be 50c. per gross less in price.
Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.
JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

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WRITE CAMERON GORDON & Co.
WHOLESALE COMMISSION AGENTS
WINNIPEG MANITOBA

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Wholesale Commission Merchant and Broker.
Correspondence and Agencies Solicited.
P.O. Box 731. - - WINNIPEG, CANADA.

EASTERN MANUFACTURERS
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SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
I
Represent some of the leading houses in
CANADA and the U. S.
INCREASE YOUR TRADE. WRITE ME.
E. NICHOLSON, - WINNIPEG,
Wholesale Commission Merchant and Broker.

FISH.

The demand for all kinds of fish is good, though until the Manitoba pickerel arrive, which will be about first week in September, there will be a scarcity. Pike is somewhat lower this week, also No. 1 large green cod. We quote :

Haddies	0 07
Smoked herring, per box	0 15
Fresh haddock, per lb.	0 04½
Dore, per lb.	0 08
Pike, "	0 04
Halibut, per lb.	0 11
Gaspe salmon, frozen, per lb.	0 15
Salmon trout, per lb	0 09
" B.C., per lb	0 16
Steak cod	0 05
Brook trout, per lb.	0 17
White fish, per lb	0 08
No. 1 Herring, Nova-Scotian, per bbl.	5 00 5 50
" " half bbl.	2 80 3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	0 95
Holland herring, per keg	0 65 0 75
No. 1 green codfish, new, per bbl.	5 00
No. 1 large green codfish, new, per bbl.	5 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
Loose boneless cod, per lb. in 40-lb. boxes	0 05
Dried codfish, new, per 100-lb. bundles	4 75
Alaska salmon, per bbl.	14 00
Standard bulk oysters, per gal.	1 50
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz.	0 90
Canadian ¼ sardines, per 100	3 75
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size per doz	2 25

COUNTRY PRODUCE.

BEANS.

There has been a little more business doing in beans this week. Prices have fallen away some since last quotation. Market is steady. We quote :

Choice prime, per bushel	1 60 1 65
" carlots	1 40 1 45
Choice, small lots	1 20 1 40
Ordinary, carlots	0 90 1 00

HONEY.

Business continues quiet and nominally prices are unchanged. We quote :

White clover, comb	0 12 0 13
White, strained, in tins	0 09 0 09½
Buckwheat, strained	0 07 0 07½
" comb	0 08 0 10

MAPLE PRODUCTS.

Market is quiet and featureless. Prices are practically unchanged. We quote :

New syrup, in wood, per lb.	0 05½ 0 06
New syrup, in large tins	0 70 0 75
Old " "	0 55 0 60
Old " in wood	0 05½ 0 06
Pure sugar, per lb.	0 07 0 07½
Pure Beauce sugar, per lb.	0 08 0 09

HOPS.

Advices from Pacific coast report strong prospects for firmer prices. Locally things are quiet, though firm tone prevails. We quote :

Old hops	0 09 0 10
Choice No. 1	0 19 0 20
Fair to good	0 16 0 18
Yearlings	
Choice Eastern Townships	0 20 0 22
Fair to medium Eastern Township	0 15 0 18

POTATOES.

A very fair business is being done in potatoes. The tone of the market is quiet. We quote :

New, in jobbing lots, per bbl	1 25 1 40
" " per bag	0 75
" jobbing round lots, in bags	0 55 0 65
" bushel baskets	0 50 0 60

FLOUR AND GRAIN.

FLOUR.—Market is very firm at last week's prices, but no activity on spot, where business is purely local. We quote:

Manitoba patent	4 35 4 50
" first bakers	4 05 4 10
" second bakers	3 60 3 80
Winter wheat patents	3 80 3 90
Winter patents	4 05
Straight rollers	3 40 3 50
90 per cent. patents	3 45 3 60
Extra	1 60 1 65
90 per cent. bags	1 70 1 75
Straight rollers, bags	1 60 1 65

GRAIN.

WHEAT.—Receipts this week show a great decrease, as compared with last week, over 250,000 bushels short. Strong feeling in Manitoba wheat continues. No. 1 hard is quoted at Fort William at 88½ to 89c., afloat August, and No. 1 Northern at 87c. Locally, prices are 93 to 94c. afloat. We quote :

No. 1 hard Manitoba	0 93½
No. 1 Northern	0 92
Rye	0 58 0 58½
Peas	0 72 0 73
Corn	0 59 0 60
Buckwheat	0 48½
Barley	0 50 0 51
Oats	0 37½ 0 38
Malt	0 75 0 80

CORNMEAL.—There is no change. Market uninteresting at prices below :

Gold dust, bags	1 80 1 90
" bbls.	3 90 4 00
Ordinary, bags	1 40 1 45

BALED HAY.—The market has undergone no noteworthy change. Farmers are not selling old baled hay too freely owing to the poor outlook for new hay. We quote :

No. 1 timothy	11 50 12 00
No. 2 timothy, choice	10 00 10 50
No. 2 timothy, ordinary	9 00 9 50
Clover	8 00 9 00

FEED.—Unchanged since last report. Very little doing during the week. We quote :

Ontario bran, in bulk	16 00 16 50
" shorts	19 50
Manitoba bran, in bags	17 00
" shorts	20 00
Mouillie	24 00 30 00

ROLLED OATS.—Market remains quiet. Prices as under :

Rolled oats, in bbls.	3 80 3 85
" " in bags	1 85 1 90

ASHES.

Market is firm ; slightly better demand for pearls, which are scarce. We quote :

First pots	5 75 5 80
Seconds	5 40 5 50
Pearls, per 100 lb.	6 75

HIDES.

No change to report. Lambskins continue irregular and are the most interesting feature. We quote :

No. 1 beef hides	0 09
No. 2 "	0 08
No. 3 "	0 07
No. 1 buff sheepskins	0 77 0 79
Lambskins	0 45 0 50
No. 1 calfskins	0 11 0 12½
No. 2 "	0 09 0 09½

RAW FURS.

As reported last week, no changes (in raw furs) of any account are looked for locally until the season opens in October. London sales in October are usually first notable changes. We quote :

BEAVER—Labrador and choice Eastern	Large $6.00	Medi'm $5.00	Small $2.75	Kitts $1-1.50					
" Territory Rocky Mountains and Western									
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75	Fall Beave $2.00 to $2.50 per pound.			Spring Bear $3.00 to $3.25 per pound.	
Partly Prime, or, No. 2	4.00	3.00	2.00	.50					
Unprime, or, No. 3	3.00	2.00	.75	.40					
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25					
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's	
BEAR—Black—Choice only	15.00	10.00	7.50	5.00	3.00	.50	$2.00 to	$8.00	
" Brown "	12.00	7.00	5.00				1.00 to	5.00	
	1	2	3	4					
BADGER—Of all sections	.50	.25	.10	.05					
	Dark	Brown	Pale	1	3	4			
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50			
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50			
	Large	Small	2	3	4				
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20				
" Territory and Western	4.00	2.75	1.40	.50	.20				
	Dark	Fair	Pale	2	3	4			
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50			
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50			
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50			
	Large	Medi'm	Small	2	3				
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25			
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20			
	Dark	Brown	Pale	2	3	4			
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25			
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20			
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25			
	Large	Medi'm	Small	2 Large	2 Small	3			
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25		
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25		
	Spring	Winter	Fall	Kitts					
MUSKRAT—Eastern, best large	25-28c.	.10 to .13	8 to 10	2 to 5					
Territory and Western	20c.	5 to .10	.07	2 to 4					
	Large	Small	2	3	4	Cubs			
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00	$1.00 to	$2.00		
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50	.25 to	.50		
	Large	Small	2	3	4				
RACOON—	.75-1.25	.60-75	.33-50	.25	.15				
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25				
	Black	Sh'rt St	Long St	White					
SKUNK	.75-1.25	.75	.40-.50	.05-15					
	Dark	Brown	Pale	2	3	4			
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25			
CASTOREUM—	$5.00 to $6.00 per pound.								

NOVA SCOTIA MARKETS.

Halifax, August 24, 1903.

THE wholesale grocery business of the city continues remarkably good and dealers are satisfied that the volume is quite up to the average of former years. The general conditions prevailing are good and denote that business throughout the balance of the Summer and the Autumn will be good. The retail trade at this season is also good and an exceptionally large amount of imported fruits is being handled. Work is plentiful in the city and the retail grocers find little difficulty in collecting bills. The retailers in the country, where a month or two ago money was very short, now report a more healthy condition and a more hopeful prospect generally, since it is found that the crops are turning out much better than expected.

* * *

Molasses and sugar remain firm and there is an advancing tendency in both. Small cargoes of molasses are still arriving, but there will be a great shortage in Porto Rico before the season is over. Orders for nearly all canned stocks have now been placed and the prices are found to be a little stronger than a year ago, the reason given being a shortage in the crop of peas, corn, tomatoes, etc., in the western districts where these goods are principally put up. Canned salmon is expected to be high, as the British Columbia pack is said to be showing a great shortage.

Expected in a Few Days

Ex-Ship "DEVONIA"

1000 packages, hogsheads, tierces and barrels,
of finest new crop

BARBADOES MOLASSES

WRITE NOW FOR PRICES.

Actually in stock, the very best value in

JAPAN TEAS, "VICTORIA" and "PRINCESS" Brands.

New crop. Try a sample box.

EXPECTED BY 1st OCTOBER—Very high value in

GREEN CEYLON TEAS

IN HALF-CHESTS. NEW CROP.

"Duchess" brand—fancy style, producing finest liquor.
"Lady" brand—very good liquor.

SAMPLES CHEERFULLY SUPPLIED ON APPLICATION.

Laporte, Martin & Cie,

WHOLESALE GROCERS,

MONTREAL.

The White Pass Road has notified wholesalers and other shippers that the through commodity rates on bills of lading which are given during the Summer months will not be extended beyond August 31. This has had the effect of increasing materially the activity in northern shipments and every inch of cargo space is in demand on every boat sailing from here for Skagway. The effect of the notice has an important bearing in that the efforts to bring up river from St. Michaels to Dawson the enormous quantities of staples of foodstuffs sent in by that route for next Winter's stocks have been unsuccessful except in very small degree. Hundreds of tons shipped from this port and Seattle during the Summer by the big commercial companies are hung up away down the river, and the companies are re-ordering to duplicate the stocks, as it is important to get in supplies within the next six weeks. There is bound to be the biggest rush of goods on record before the freeze-up on the Yukon.

* * *

The receipt of fresh California fruit in bad order has moved local merchants to ask The Pacific Coast Steamship Co., which carries all goods from Frisco to these ports, to improve conditions of handling. Crates of delicate fruit, such as peaches, are upset and tumbled in handling, and the depreciation is very marked. Another feature which can be improved is in the storing of fruit on shipboard. It is put on deck and covered closely with a tarpaulin fastened down. Little or no cool air can circulate round the goods, and it ripens up very quickly in the heat, so that it reaches the market often in overripe condition. The shippers in California are also taking the matter up with a view to inaugurating better methods. The methods of handling in cars contrast most favorably. Special fruit cars are supplied. The goods are piled up in tiers, with plenty of space for proper circulation of air while in transit. Every tier or section is firmly fastened by cleats, so that no motion is possible and the crates are in the same position when the car is opened at destination as when the car was closed up.

* * *

Receipts of California fruits are liberal still, and features are scarce this week. Local tomatoes, ripened under glass, are received from Victoria, where the industry is made a specialty with considerable success. In fact it is all round of better quality than the California stock. Local fruit supplies are confined to apples and plums. The latter, while being marketed liberally, do not pass through the hands of the jobbers to any extent, the larger growers up country having a big market in the Northwest to which they are shipping almost exclusively. The plums being marketed here are from small growers and delivered direct to retail trade in most instances. The Okanagan district is shipping apples and plums heavily to Alberta and as far east as Winnipeg. The advance orders for apples cover the whole crop of the district, sales having been contracted months in advance. The quality of the apples from Okanagan orchards has been proven so well that northwestern dealers are willing to take futures. All through the fruit districts the crop promises well.

* * *

In dairy circles, there has been but slight alteration in conditions during the week. Eggs are, if anything, scarcer and firmer. The supply of strictly fresh local eggs is limited, and jobbing quotations as high as 35c. have been heard of. This is in very limited trading however. The bulk of the supply is from Calgary and Winnipeg. Small stocks of eastern eggs are also in hand. Prices are quotable at 21 and 22c.

Butter stocks are only fair, there being no great surplus, though the market has had sufficient for demands. Prices are firm, but about the same range as last quotations.

* * *

The local potato crop promises to be a very large one this year. Prices for the new crop, which is all that is now in the market, have gone down to 60c. in a jobbing way for the 100-lb. sack. Other vegetables are plentiful and all of local origin now.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Hudon, Hebert & Cie., Montreal, report arrival into store of Hickmott's "Signature", brand green turtle soup, quart tins, also white asparagus tips. These are said to be the finest and most expensive goods packed in California.

S. J. Major, Ottawa, reports arrival into store of carload of French brandy, Dubois Frere & Cagnion, which they are offering to dealers at especially attractive prices.

A shipment of 650 half-chests Japan siftings are offered to the trade by Hudon, Hebert & Cie., Montreal, this week at interesting prices, also 500 matted caddies gunpowder tea.

A consignment of Jacques Nicot & Co.'s (Cognac, Fr.) brandies is in store with B. O. Beland. 1858 vintage. They are reported very fine and thoroughly aged.

W. H. Gillard & Co., Hamilton, report a splendid range of spices for pickling and sauce-making that would well repay a retailer to investigate.

The attention of dealers is called to Mr. B. O. Beland's ad. in this week's issue. The high-grade Scotch whiskies of Macleay, Duff & Co. advertised are controlled in Canada by Mr. Beland. Mr. Newcamps, of the firm of Macleay, Duff & Co., will in a short time pay a personal visit to the Canadian market in the interests of his house.

Dixon's Carburet of Iron stove polish, a shipment just at hand with W. H. Gillard & Co., Hamilton.

The Twentieth Century broom, a new article offered by W. H. Gillard & Co.'s travellers, shows such merit that a large sale is anticipated.

B. O. Beland, Montreal, reports arrival into stock of shipment of 120 casks Labouis' red and white clarets, 18 to 21½ dg., absolutely pure, at prices 80 to 90c. per imperial gallon, and cases $3.25 to $3.75 f.o.b. Montreal. For blending purposes this wine is claimed to be unexcelled.

CANADIAN BEET SUGAR.

MR. A. E. SHUTTLEWORTH, superintendent of The Ontario Sugar Beet Co., Limited, Berlin, Ont., writes as follows: Being quite aware of the fact that many retailers object to Canadian granulated beet sugar, believing that it will not keep fruit, I thought it might be well, and perhaps interesting, to drop you a line informing you that in Berlin many of our best housekeepers are using Canadian-made beet sugar, obtained from The Ontario Sugar Co., for preserving and canning fruits. I know from personal observation of fruits, strawberries, raspberries, etc., which have been canned and preserved here at Berlin, that these fruits will keep and are keeping perfectly. Further, I may say to you that wherever our domestic sugar is used it is giving great satisfaction.

A good many reliable parties who have used it inform me that they like it well, in fact, prefer it to the sugar which they have been using, for the reason that it is of a uniform transparent grain, free from large opaque crystals and from sugar dust, and that it goes readily into solution.

From a chemical standpoint, I suppose you are quite aware of the fact that beet sugar is the same chemical compound as cane sugar, and that the extra standard granulated made from sugar beets is, chemically speaking, the same substance as extra granulated Redpath's. The impression that extra granulated beet sugar cannot be used in fruits, etc., as the above mentioned, is entirely an erroneous one.

Every Canadian should be proud to encourage this new industry by asking for Canadian made sugar. Why should prejudice stand in the way of the general use of the home-made article when the manufacture of that article in this country is so beneficial, not only to agriculture, but also to all classes of people directly or indirectly dependent upon the success of agricultural industries.

CONSOLIDATED STORES COMPANY, LIMITED.

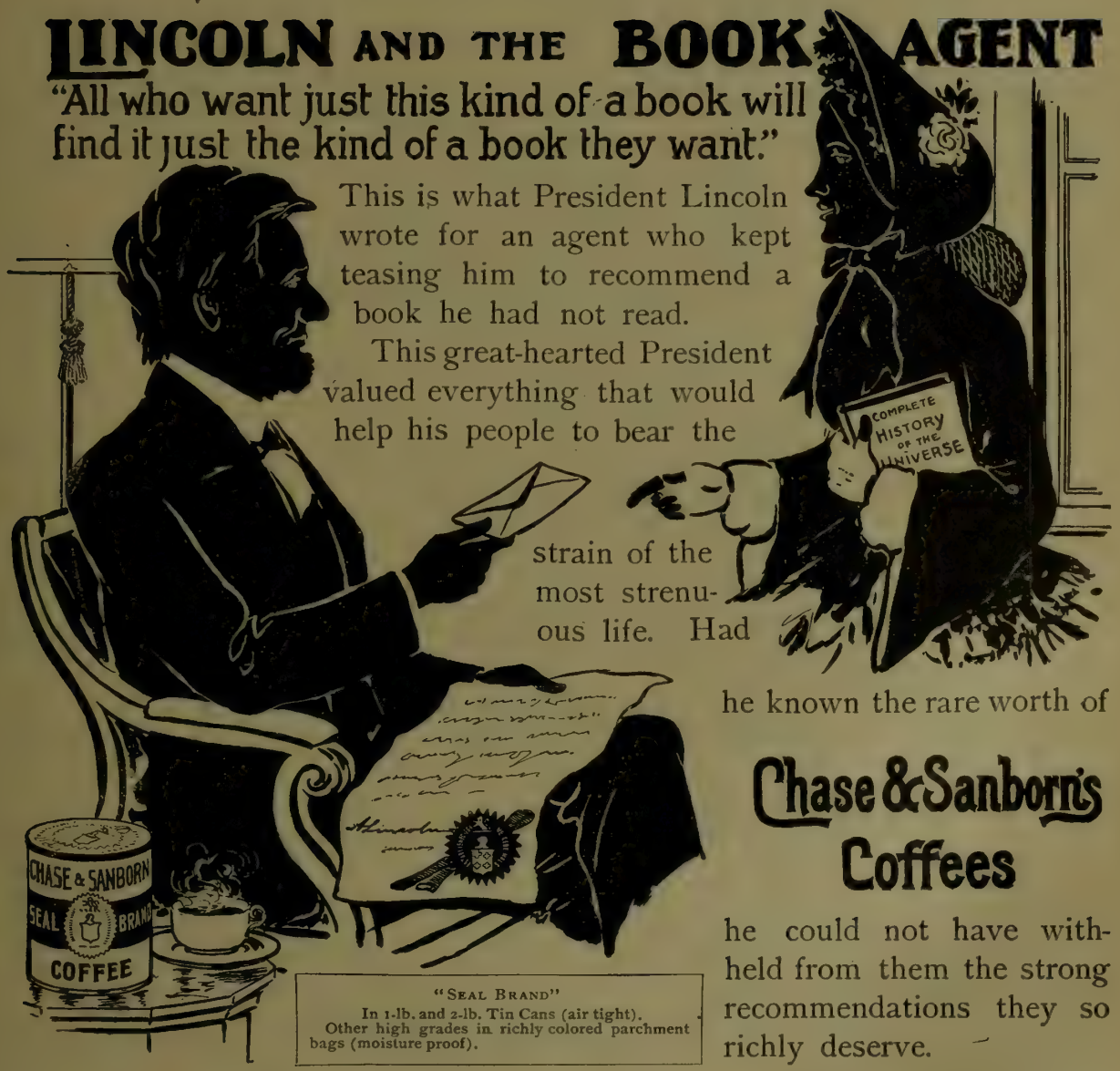
The Consolidated Stores Company, Limited, Toronto, has been incorporated with a share capital of $50,000, to manufacture and deal in all goods and merchandise handled by wholesale and retail grocers, and to carry on a cold storage and warehouse business. The provisional directors are Wm. Eacrett, Malcolm Ferguson, H. J. Jones, E. L. Liddicott and W. J. Smith, all of Toronto.

NEW MONTREAL CANNING COMPANY.

E. Mackay Edgar, Wm. J. Bellingham, J. Lorne Edgar and C. Franklin Hibbert, of Montreal, with C. H. Cahan, of Halifax, have been chartered as the Regal Packing Company to deal in condensed, canned, and evaporated fruits and vegetables, with headquarters in Montreal, and a capital of $20,000.

LINCOLN AND THE BOOK AGENT

"All who want just this kind of a book will find it just the kind of a book they want."



This is what President Lincoln wrote for an agent who kept teasing him to recommend a book he had not read.

This great-hearted President valued everything that would help his people to bear the strain of the most strenuous life. Had he known the rare worth of

Chase & Sanborn's Coffees

he could not have withheld from them the strong recommendations they so richly deserve.

"SEAL BRAND"
In 1-lb. and 2-lb. Tin Cans (air tight).
Other high grades in richly colored parchment bags (moisture proof).

CHASE & SANBORN, MONTREAL.

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Just a Minute, Mr. Jobber.

If you want the "RIGHT KIND OF SPICES" at "THE RIGHT KIND OF PRICES," we have them both.

DROP US A LINE, WE'LL DO THE REST.

R. HERRON & CO., Montreal.

"Their Name is Legion"

but for the finest SCOTCH WHISKY try Macleay, Duff & Co.'s (Glasgow, Scotland,)

"Special Liqueur Cream"

One trial will bring you back for more.

B. O. BELAND, Agent for Canada,
26 Lemoine Street, - - - - MONTREAL, P.Q.

Something that was never known —I offer

200 Pkgs. Extra Fine Liquoring Japan Siftings, at **6c.** per lb.

Don't miss these.

I make a specialty of High-Grade TEAS, COFFEES, SPICES and VINEGARS.

E. D. MARCEAU

281-285 St. Paul St., - - MONTREAL, P.Q.

TEA REPORTS.

Wm., Jas. & Hy. Thompson's Tea Circular, dated London, August 13th, quotes figures to show that the amount of tea in bond is no larger than it was in the last normal year, 1900, viz. : Stocks in bond on 31st July, 1903, 62,987,000 lbs. ; 1902, 76,073,000 ; 1901, 71,079,000 ; 1900, 63,482,000 ; 1899, 65,291,000. This position has reflected itself in the sales which have been held this week, where there was generally a strong demand, especially accentuated in the lower grades of leaf teas, which may be quoted rather dearer. The few fine invoices as yet offered from India were keenly competed for, but few transactions have taken place for export.

Gow, Wilson & Stanton, in their Indian, Ceylon and Java Tea Report of August 14th, say : The stock of all tea in London was less at the end of July than at any time since June 1900. Telegrams show that exports from India and Ceylon both continue on a moderate scale, the latter being considerably below last year. Hence the industry is now in a sound position and if coarse plucking can be avoided prices may be on a more remunerative scale.

JAPAN TEA MARKET REPORT.

THE suspension of tea-picking on and after 1st September, as suggested by the Native Tea Conference, has more or less stiffened the home market. Consequently, purchasers to fill orders on which limits were given have been compelled to pay higher prices in spite of the expected decline for which buyers were holding off. For Canadian market it might be anticipated that teas ranging 15 to 16c. for good common or medium may be obtainable, the quality probably being a little coarser than last year's. Fine quality of all descriptions now evidently being off the market in Japan, holders here look for a good trade on such when business resumes activity, which is likely now the holiday season is over. "Tea for price" having been the demand for some years past, the flat flavored Ceylon imitation of Japan teas had been in demand; whereas with the expectation of Japans now reaching 15 to 16c., with fair quality of cup, the desire of consumers will be to obtain Japan tea, which is unsurpassed for its flavor and pungency.

The early and keen demand for high grade in the United States resulted in more attention to make such teas, and same giving great satisfaction, the natural sequence eventually would be the preference of higher standard Japans all over the country.

New fannings are very scarce, and this market takes them at 8 to 8½c., while new siftings are quoted 6c. or over, according to quality.

Fads in Many Lines Come and Go,

but Clark's Meats

are steady sellers.

That's why you should stock them.

TRY — TRY — TRY — TRY — TRY

DELICIOUS ACID FRUITS — FOR SUMMER USE — CORONA FRUIT MEAT — FOR SPRING USE — FOR PIES PUDDINGS ETC

Delicious, Healthful
The **Ideal** Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT.
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

J. G. W. TRADE MARK REGISTERED

Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

FINEST ORANGES GROWN

Car **Extra Fancy Late Valencias** arriving this week from the celebrated groves of the **Arlington Heights**, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

TRADE WITH SOUTH AFRICA.

Mr. Jardine, Canadian commercial agent in South Africa, writes from Cape Town under date of July 10, among other things, that having agreed to the Bloemfontein conference tariff, which gives a preference to Great Britain, the South African colonies are inquiring what Canada proposes to do and are quite willing to negotiate a reciprocal preference.

Mr. Jardine finds that many lines of Canadian goods are finding a market in South Africa, but urges that our firms combine to send across travellers to hunt for orders, as that is the method that has brought business to American and German firms.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Markets for Agricultural Products.

THE following bulletin just issued by the Department of Agriculture, Ottawa, will be of interest to readers of THE GROCER who are engaged in our growing export trade: For a number of years the Department of Agriculture has paid particular attention to the development of our export trade in agricultural products. During the South African war the Department undertook to fill a number of very large orders from the War Office, and as a result hay, flour, oats, meats, jam, etc., to the value of over $8,000,000 was purchased in Canada for the maintenance of the army in the field. This work was carried on under the direct supervision of Prof. Robertson, Commissioner of Agriculture and Dairying, but, at the beginning of the present year, it was decided to create a distinct extension of markets division, and to place at the head of it Mr. W. W. Moore, who was in South Africa for the Department in 1900, and who has been intimately connected with all the efforts made to increase Canadian trade with that country. It need scarcely be added that Mr. Moore will always be found ready to afford inquirers any information in his power regarding the markets for Canadian agricultural products.

FRUIT PULP. — During the past few weeks considerable correspondence has reached the market division from Great Britain, with especial reference to fruit pulps, particularly raspberry. The fruit crop in the United Kingdom and on the continent is very poor, and consequently there is a considerable demand for foreign, or rather colonial, fruit pulp. The market is now bare of supplies, and as new Australian will not arrive before March next, an excellent opportunity is offered Canadian canners, if they have the goods to fill orders. Unfortunately it appears that the Canadian raspberry crop was also short this season. The canners have, however, been placed in possession of all the information at Mr. Moore's disposal, and considerable business has already resulted. All the pulp available will doubtless be disposed of at once at good prices.

CIDER APPLES.— In view of the short fruit crop there is likely to be a good demand in Britain for boiling and cider-making apples. The Department has received advices from the Canadian High Commissioner in London to the effect that one firm would take 5,000 tons of each of the above sorts. Mr. Moore is now in communication with the leading fruit shippers to ascertain whether they can fill the order. The possibility of shipping cider is also being investigated. A trade of this sort would afford facilities for selling to advantage the immense quantities of cull apples which now go to waste in this country.

FOODSTUFFS FOR SOUTH AFRICA.—Recent letters received at the Department indicate that on account of drought the grain crops in the Transvaal will be short this season, and that in consequence there is likely to be a good demand for Canadian food products in the sister colony.

The Care of Smoked Meats.

There are very few grocery stores in the country that do not handle smoked meats, and though the handling of meats in cities has been largely taken over by the specialty meat stores, there are a great many city grocers handling ham, bacon and other cured meats. Every merchant handling this class of goods has had more or less trouble at times, particularly during the warm weather, with his meats, and complaints to the packers and wholesalers are frequently made. These complaints often could be avoided if a few simple rules regarding the care of meats were followed. As the consumption during the Summer months is very great, it may not be out of place to give a few hints as to the care of smoked meats. A complaint that is made as to canvassed hams and bacon is that it turns mouldy, and often the appearance of mould is judged to be a sign of poor quality or deterioration, and the goods so reported to the jobber and returned to him as unfit for use. The presence of mould is a sure indication of the sugar curing process having been followed in preparing the goods for the market, and does not brand the goods as unfit for consumption. On receipt of the canvassed hams or bacon the canvass should be immediately removed, and if any mould appears on the meat, it is easily removed by rubbing with a damp cloth. A slight application of sweet oil or lard rubbed on the surface of the skin will give the meats a fresh appearance and prevent the formation of mould. When the meats are received they should be hung in a cool, dry place. A little care will amply repay the dealer and save making complaints to jobbers, many of whom have found it necessary to refuse entertaining claims from merchants who have not taken ordinary care in handling this class of goods.

Curing Cheese in Cold Storage.

With regard to the curing of cheese in cold storage the only comparison of quality made so far turned out decidedly in favour of the cheese ripened in cold storage, says Cold Storage. As well as being milder and cleaner in flavour, it proved to be firmer in body and suitable for a better class of trade. Messrs. Wood, Dunn & Co. reported on the quality as follows:— "On careful examination of every cheese, we are certainly of the opinion that those matured under freezing conditions are fully ½d. to 1d. per lb. better in quality than those kept under ordinary conditions." In other words, £4 16s. 8d. to £9 13s. 4d. per ton better.

Cheese Markets.

Belleville, Aug. 22.—Twenty-nine factories offered 2,450 white and 130 colored cheese here to-day. Sales on the board were:—James Alexander, 580; T. Walkin, 455; Hodgson Bros., 50; McGrath & Co., 90 at 9 7/8c. Balance on curb same price.

Cornwall, Aug. 22.—At the Cornwall Cheese Board to-day 2,129 boxes were boarded, 979 white and 1,150 colored. All sold but one lot, the white at 9¾c and the colored at 9 5/8c. The sales were:—Hodgson Bros., 1,003; James Alexander, 668; A. W. Grant, 232; Ayr Company, Limited, 167.

Cowansville, Que., Aug. 22.—At the weekly meeting of the Eastern Townships dairymen's exchange here to-day 39 factories offered 1,907 boxes of cheese; 20 creameries offered 1,486 boxes of butter. Frank Duckett bought 458 boxes of cheese for 9 13-16c; Hugh Allan, 166 boxes at 9 7/8c, 478 boxes at 9 13-16c, and 197 boxes at

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We are now prepared to supply to the trade, carefully packed, Beef and Pork products.

Canned Goods,
Barreled Pork,
Barreled Beef,
Smoked Meats,
Hams, Bacon,
Lard, etc., etc.

We also handle Butter, Eggs, Cheese and all kinds of farm produce.

Our "Beech-Nut" Hams and Bacon are delicious.

SEND FOR PRICE LISTS.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

FEARMAN'S

ENGLISH BREAKFAST BACON . . .

has the highest reputation for quality. This is what one of our customers says about it :

"After trying many brands of Smoked Bacon, experience overwhelmingly demonstrates the fact that Fearman's English Cure is superior to any brand cured in Canada."

That is a good testimonial from a good customer. If you have not had our Bacon in your provision store let us have your order, and you will agree that the above endorsement is not undeserved.

F. W. FEARMAN CO., Limited
HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED
PORK PACKERS,
TORONTO, ONT.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.,

Wilbert Hooey, Manager,

54 Noble St., TORONTO.

This cut represents No. 13. Phone Park 513.

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St. **Montreal, Can.**

Write for Illustrated Catalogue.

Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON, ONT.

Headquarters for everything in our line.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

9¾c; Hodgson Bros. bought 239 boxes at 9¾c; D. A. McPherson & Co., 253 boxes at 9⅞c. Butter sold at 18¾c to 19⅞c.

Ingersoll, Aug. 25.—Offerings on the board to-day were 690 boxes, principally third week August make; 9¾c to 9⅞c bid, but refused, salesmen asking 10c to 10⅛c; market quiet.

Campbellford, Aug. 25.—Cheese report:—1,240 boarded. Sales: Kerr, 625; Brenton, 15; Bird, 300. All sold at 10 1-16c.

French Bacon Type of Pigs.

The pig market at Coretans, France, is most curious of all, says a writer in the Breeders' Gazette. One sees the great lean, long, tall swine, immense of frame, looking ideal grassers, feeding in truth on clover and greens of all sorts. The swine are strangely docile, and are led about by grass ropes around their necks. A man will hold half a dozen big shotes; it is like dancing the Maypole dance the way they twine about a pig's legs when stirred up, but such a slow, quiet, gentlemanly lot of swine I never saw before. At this market nearly all the hogs are sows. They are mostly to go back to farms again. There is but one breed, the Normandies, I think, they are called. I think they would be an improvement in bacon type on some that we have in America; they are taller, thinner, longer and more ungainly looking.

Green Cheese Not Wanted in Britain.

The Dairy Division, Ottawa, has received advices from Mr. A. W. Grindley, agent of the Department of Agriculture, in Britain, to the effect that the reputation of Canadian cheese has been injured by the large amount that has been sent from Canada this year in a "green" or uncured condition. Dealers state that the great bulk of Canadian cheese has been too immature when shipped, and Canadians will have only themselves to blame if the British demand falls off from such causes as these. It need not be pointed out that a falling off in demand means a lower price. It is simply another case of "killing the goose that lays the golden egg."

When a salesman notes that the tendency of the cheese market is downward, he is naturally anxious to get rid of the stock he has on hand; at other times he thinks that he will save the amount of the shrinkage in curing by selling as soon as possible. The exporter, on the other hand, looking to his own immediate profit on the transaction, buys cheese that should be left in the curing-room to ripen. The salesman is disposed to blame the exporter for the present condition of things, and vice versa, but it takes two to make a bargain and it is safe to assume that both parties are to blame in this case. It is greatly to be regretted that, for the sake of a little temporary advantage both factory men and exporters should be willing to endanger a trade which has required so many yenrs to reach its present high standard, and which means so many millions of dollars to the farmers of Canada. The patrons of factories would be consulting their own interests by insisting that their cheese should be held in the curing-room until it is in the best condition to please the British consumer.

Pork Factory for Charlottetown.

Davis & Fraser, pork packers, Halifax, are opening a branch of their packing establishment at Charlottetown, where they have leased the large brick factory of Mark Wright & Co. The firm are beginning on a modest scale, but hope to enlarge it with the increase of business. For the present part of the hogs bought on P. E. I. will be packed in Halifax. The building is being refitted and the necessary machinery installed along with a cold storage plant. The number of hogs being fed on the Island is reported to be about the same as last year. If feed had not brought such high prices in the Spring the number would probably have been larger. Lean hogs will be bought at a very decided discount. The demand is for well fed hogs from 130 to 200 lbs.

THE PROVISION MARKETS.

TORONTO.

THERE have been no changes in the provision markets since last week. The demand for cured meats remains good and with the low stocks at present held values are well maintained. Lard is holding its own. No change has taken place in barreled pork since the slump reported last week as no further movement is reported in American. We quote:

Long clear bacon, per lb	$ 0 10	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 12½
Medium hams, per lb	0 14	0 14½
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	19 00	20 00
Short cut, per bbl	21 00	22 00
Shoulder mess pork, per bbl	15 00	16 00
Lard, tierces, per lb	0 9½	0 09¾
" tubs "	0 09¾	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 08½	0 09½
Dressed hogs, light weights, per 100 lb	8 00	8 50
" " heavy " "	7 25	7 50
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	7 00	9 00
" front quarters	5 00	6 00
" choice carcases	6 00	7 20
" medium	5 50	6 50
" common	5 00	5 55
Mutton	7 00	9 00
Lamb	9 00	11 50
Veal	8 00	9 50

MONTREAL.

There is no change to report in provisions. The market has a steady tone and a fair

We obtain our tea exclusively from six tea estates in the Hill district of Ceylon. That's why

Blue Ribbon Ceylon Tea

is invariably of even quality. We don't pick up Job Lots here and there and Blend them into Trick or Cocoa tasting teas. Blue Ribbon 40c. Ceylon Tea is the best selling tea on the market, because it is the Best and most even in Quality.

The quality tea of Canada. Every grocer our agent.

When you have any

BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

demand locally and from country buyers for smoked meats and lard. Demand for pork is slow. Advices from London report Canadian bacon in steady and good demand. Supplies abroad are fair. An advance of 1s. to 2s. has been obtained for Canadian pea-fed bacon by some holders.

Heavy Canadian short cut mess pork	$20 50	$21 00
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 14	0 15
Hams, per lb	0 13	0 14

Lard is unchanged and trade only fair.

"Boar's Head" brand	0 08½
Carloads, less	0 00½
60-lb. tubs, over tierce	0 00½
20-lb. tin pails, "	0 00½
20-lb. wood " "	0 00½
10-lb. tins, "	0 00½
5-lb. tins, "	0 00½
3-lb. tins, "	0 01
Pure lard, in pails, 20 lb	1 95
" in tubs, 50 lb., per lb	0 09½
" in tins, per lb	0 10⅛ 0 10⅝

DAIRY PRODUCE.

TORONTO.

BUTTER.—First class creamery has advanced from ½c. to 1c. since a week ago but no change is reported in creamery, which remains very dull, while stocks continue to accumulate. We quote:

	Per lb.	
Creamery prints	0 18	0 20
" solids, fresh	0 18	0 18½
Dairy rolls, large	....	....
" prints	0 15	0 16
" in tubs, best	0 14	0 15
Under qualities	0 12	0 13

CHEESE.—The market has eased off a little from the advance of last week, prices declining in sympathy with the weakening quotations from the cheese boards. We quote:

	Per lb.	
Cheese, large, new	0 10¼	0 10½
" twins, new	0 10¾	0 11

MONTREAL.

CHEESE.—The cheese market is much lower. The tendency of the country boards shows prices ruling from 10 to 10½ cents. We are advised of the sale of 1,000 boxes of finest Eastern, half white and half colored at 10⅜, and a lot of 500 boxes of finest Eastern white at 10¼. The report from the country boards is of very large make, and it is expected that easier prices will rule.

EGGS.—No change from last week's prices is quoted. There is a little more enquiry for export, but at such prices that Canadian dealers cannot afford to handle. Prices ruling locally are 15 to 16 cents for prime, and 17 to 18 for selected. Quality is coming forward much better this week.

BUTTER.—There is no change of any consequence to report. The demand continues fair. The forward movement during the last two weeks has aggregated 40,000 packages, a large proportion being for English account. Locally, very finest goods 19 to 19½ is noted, and dairy 15 to 16 cents.

LONDON CHEESE MARKET.

At the meeting of the London Cheese Board on Saturday afternoon, 17 factories boarded 2,890 boxes of August cheese. Of these 820 were sold, 200 going at 9 15-16c., 120 at 9¾c., and 500 at 10c.

The latter was ⅛c. below the highest price of a week ago.

	Boxes.
Ridgetree	210
Chatham Gore	60
Campden	60
Brigden	170
Lakeview	200
Dunboyne	120
Thompson's	160
Firby	200
Devizes	190
Ballymote	110
Mapleton	200
Northwood	200
West Nissouri	160
Malahide	200
Sifton	200
Mount Carmel	150
Belmont and Westminster	300
Total	2,890

Bids ranged from 9¾ to 10c.

The sales were: Mapleton, 200 at 9 15-16c. Chatham Gore and Campden, 60 each at 9¾c. Lakeview, 200, and Belmont and Westminster, 300 at 10c.

Provision Notes.

A. York & Sons, meat merchants, Slocan, B. C., have been sold out.

The dairy business of O. S. Floyd, Greenwood, B. C., has been sold to J. A. Floyd.

Leimire & Darmeau, butter and cheese factory, Nicolet, Que., have been registered.

J. & A. Lefebvre, butter and cheese manufacturers, St. Justin, have dissolved partnership and Joseph Lefebvre continues.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER.
365 Richmond street,
London, Ont., August 26, 1903.

GROCERIES are beginning to move more freely, the travellers having resumed their regular trips. Their orders are already telling on the size of the heavy loads leaving the shipping rooms. The prospects for continuation of prompt payments are splendid. The crops in the London section and over Western Ontario are abundant and are now almost all gathered in. Corn is the only grain that can be called poor, but roots of every description will be above the average. Farmers are receiving good paying prices for everything they can raise, and they will have more money with which to pay storekeepers' bills than ever before.

Mr. Steele, of London, wholesale dealer in fruits, has returned from a trip to the Canadian peach districts of Essex county, and also the district between Hamilton and Queenston. Mr. Steele says the supply of the early varieties will be very good, but that late peaches, such as Crawfords and the Elbertas, which are the standards, will not amount to very much.

The recent hurricane at Jamaica has caused the price of bananas to go up with leaps and bounds. The damage done to banana plantations has not been exagerated, and many will have to be replanted. Higher prices are looked for yet for this popular and important article of commerce.

B. S. Murray, of London, route agent of the western division of the Candian Express Company, is looking after the interests of his company and the fruit trade of Ontario west. Many complaints of bad handling have been made by growers west of London which are being looked into. Mr. Murray proposes to have fruit cars placed at Ruthven and Kingsville and take them to Leamington where they will be attached to the express. Better service, with more care in transit, is likely to be the result of his investigations.

A considerable quantity of grain was marketed here last week, oats being the principal cereal offered. The prices paid were as follows: Wheat, 72 to 75c. per bushel; oats, 26½ to 30½c.; corn, 60 to 65c.; peas, 84 to 90c.; buckwheat, 51 to 55c.; barley, 38½ to 41¼c.; rye, 53 to 56c. per bushel.

Offerings of butter and eggs are large and trade quite active in both lines, but there is little change in prices since last week. Rolls, 18 to 19c.; crocks, 16 to to 18c.; creamery, 21 to 23c.; eggs retailed at 14 to 15c. and by the basket to storekeepers 12½ to 13c per dozen.

J. R. Minhinnick has returned from his attendance at the meeting of the Congress of Chambers of Commerce in Montreal, where he represented this city as chairman of the Board of Trade. Mr. Minhinnick considered the most important resolution passed was that favoring a British preferential tariff for Canadian produce of the soil, and also recommending a preferential policy for industrial products other than those manufactured in Britain.

The London Cold Storage and Warehousing Company are the defendants in an action brought at Toronto by The M. Doyle Fish Company to recover $630, the value of a shipment of smelts which were lost through their alleged negligence.

W. H. L.

CANNING FACTORY ACQUIRED.

James Sommerville's large canning factory, Hamilton, has been acquired by The Canada Grocers, Limited, who will retain Mr. Sommerville as manager. The statement published in a Toronto paper to the effect that The Canada Grocers, Limited, were to enter the canning field in opposition to The Canadian Canners' Consolidated Co., Limited, was denied by Col. Davidson, of The Canada Grocers.

CORKS CORKS

We are in a position to fill all orders at the shortest notice.
Mail orders receive prompt attention.

S. H. EWING & SONS
96 KING ST., MONTREAL.

Toronto Branch, 87 YORK ST.
TELEPHONE MAIN 204

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

FREE" To every grocer we will mail a sample of GOLDEN EAGLE BLEND COFFEE.

Recognized and endorsed by the trade as the most perfect coffee obtainable. DON'T DELAY. Send us a card to-day for a sample or a trial order and be convinced of the merit of these goods.

Offices { LONDON, ENG. NEW YORK. TORONTO.

PACKED IN FREE LITHOGRAPHED TINS 25 and 50 lbs. at 28c. and in bbls. at 27½c. ALSO IN ONE lb. TINS at 30c. STATE if you wish it Whole, Roasted or Ground.

AMERICAN COFFEE & SPICE CO., CANADIAN WAREHOUSE AND MILLS, 109 Front St. East, TORONTO.

Bee Starch

The Starch

Handled it? If not, here's an offer:

With only **2 cases of Bee Starch** we will send you one **Ever-Ready Electric Vest Pocket Light**—a most perfect light—no chemicals, oil, smoke or odor. No heat, matches, trouble or danger. Splendid thing for viewing dark corners of stores, cellars, sheds, etc. No danger. The best premium ever offered, with the **best Starch** on sale.

Write for particulars to

SNOWDON, FORBES & CO.

449 St. Paul Street, MONTREAL, P.Q.

Window and Interior Displays

Timely Hints and Suggestions.

Limit of Competition Postponed.

THE limit of the window display competition which THE CANADIAN GROCER has opened for the benefit of its subscribers has been extended from Sept. 1st to Oct. 1st. The reason for this is that on account of the holiday season, through which the competition extended, many merchants have been prevented from entering who would like to do so. By this month's extension everyone who intends competing will be enabled to do so, and, September being a good month for business, good window displays will be a feature of every store. Next week in these columns will be given full directions as to the taking of the picture.

One thing to be remembered by all competitors is that, with each picture, a description of how the window was dressed, and of the detailed arrangement, is desired, as with the publication of each picture in these columns a description will be necessary. In many of the best windows some detail may be missed, or the idea aimed at not fully understood by the judges, and the sender of the picture can improve his chances and assist the judges by a detailed account of the plans and arrangement.

An unnecessary expense is incurred by competitors in mounting the prints on expensive mounts. These mounts will cost from five to ten cents apiece, and the picture is just as suitable for publication when pasted on a smooth piece of pasteboard. Solio prints, too, are both cheaper and better adapted for making cuts from, than the more expensive aristo or other soft finishes.

It Draws Better Custom.

ONE fact which often escapes the attention of the merchant when considering the advisability of a good window display is that the type of trade attracted by it is of a higher class than would deal in a store that makes no efforts in its windows.

The poorer trade pays less attention to neatness and visible attention to detail, but this is not the class of trade the store is most anxious for; they buy less, and a very much cheaper grade of goods, in which there is less profit, and the handling of which builds up no reputation for a merchant.

The richer class, however, appreciate well-trimmed windows and clean, tidy interiors. They never patronize the loosely run, dirty store if there is one in the town that keeps things tasty and attractive. It is this trade that not only buys larger quantities, but what it buys is of the best, and money is spent in luxuries that bring far greater profit to the merchant, and establish a name for him that will stand him in good stead with all kinds of people.

A cheap window, a carelessly arranged interior, bespeaks a cheap and badly bought stock to every customer whose trade amounts to anything. It is the merchant who pays close attention to the appearance of his store that impresses all who pass or enter with the feeling that a like attention must be paid to the stock.

The store that is content with a haphazard window and an interior where no order is kept must also be content with the trade of the class that brings but little into his pockets, and with only a small part of that. There are very few who do not appreciate a well-dressed window, and the many will always feel safe in patronizing such a store.

There are men who still entertain the idea that what was good enough for their fathers is good enough for them and for the present generation. But times have changed. It is not many years since the ox did all the work, but the farmer who trusts to the ox in these times to do his teaming and other work will surely be left behind in the race for success. So it is in commercial life. Time was when the coal oil barrel, the sugar barrel, the molasses barrel, the biscuit box, the tea box, all reposed side by side around the centre aisle, but no store dare attempt such stock keeping in this day. The present generation, influenced by the advancement of all life, social and commercial, makes demands which a merchant must cater to or go out of business.

Study Classes and Times.

THE store that appreciates the selling value of a good window display has not overcome all the difficulties in the way of making the best use of the window. Every merchant worth remarking has become alive to the importance of displays, but after that point is arrived at, there is still the natural carelessness of the average trimmer to combat; and this is a fault that crops up with the best of trimmers at times; as well as appearing in the efforts of many trimmers all the time.

The decorator often simply grasps the idea that the window needs some special arrangement of goods that will attract the eye of those on the street, but there is far more than that to be considered if a successful window is desired. First of all the season must be taken into account. There are certain lines that would raise a laugh if displayed in September, but there are many others which are peculiarly adapted to that month, and these should be carefully discovered and a note made

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize - - -	$10
Second Prize -	$7
Third Prize - - -	$5

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on Oct. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the $10, $7 or $5 prize, it may be awarded a $2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of $2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

EXHIBITION NEWS

When at the Fair you will be struck by our splendid exhibit in the New Main Building. Our part of the show is one of the big "features" of special practical interest.

Take a moment to get some pointers about our Metal Ceilings, Shingles, Sidings, etc. It will pay you well—and don't miss one of our souvenirs.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG

DRIED APPLES

WE ARE BUYERS!!!

The largest dealers in Canada.

The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition	$5.00
A.B.C. Code, 5th Edition	7.00
A1 Code	7.50
Robinson's Code	1.50
Armsby's Code, 1901 Edition	2.50
Economy Code	3.00
Scattergood's Fruit Code	5.00
United States Code	3.00
Arnold's Tobacco Code	2.50
Baker's Potato Code	2.50
Broker's Code	1.00
Citrus Code	2.00
Index Code	2.00
Universal Sugar Code	1.00
National Coffee Code	1.00
Riverside Code 1890 and 1901	3.00

All or any of these Codes mailed on receipt of price.
Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, $1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, $1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

AMERICAN CODE COMPANY
88 Nassau Street, - NEW YORK CITY
Discount to dealers only.

of them as soon as they are thought of. With four or five good September sellers, a display can be arranged for each week. Again, there are well-known celebrations, or events, that have happened recently that can be illustrated or referred to in the window, and such are sure to attract attention and draw words of praise for the thoughtfulness of the trimmer in taking advantage of that day or event.

There are also times when certain towns or cities have a certain class of visitors in sufficient numbers to take cognizance of. Their nationality or the cause of their visit to the town can be used to affect the style of display, and it is from these outsiders that greater profit can be made than from the regular customers. By this is meant that things that will not sell to the regular customers will disappear rapidly to the outsider if his vanity or sensibilities are touched in a way that pleases him.

Of course in the trimming of the window great attention must be paid to the class of customers desired, or the class represented in the largest numbers in the town. If the town is a factory town, with nine-tenths of the inhabitants of the poorer class, great displays of expensive goods will only deter the workingman or his wife from entering the store, although that style of goods should not be neglected in the stock and demand some attention in the window. A luxury in such a town should be surrounded with cheaper lines to show its value.

TILLSON'S OATS AT THE EXHIBITION.

The manufacturers of Ontario are taking a lively interest in the Toronto Industrial Exhibition and are going to a great deal of trouble and expense in the building and decorating of their booths. One of the prettiest exhibits in the new Main Building will undoubtedly be that of The Tillson Company, who are this week preparing an elaborate display of their pan-dried oats. The booth was designed and built by one of the best of Toronto firms and will be arranged by a professional New York decorator. Their now famous Scotchman will hold a prominent place and will be an interesting feature. The life-size figure was modelled by an Italian sculptor and dressed by Catto, which fact by itself is a guarantee of correct costume. The company intend to demonstrate the superior qualities of "Tillson's Oats" by serving it "hot, not cold—a food, not a fad," Mr. W. A. Strowger, known all over the province as the former manager of The Ireland National Food Company, will have charge of the exhibit and will no doubt extend the glad hand to many of his old business friends.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS WANTED

GROCERY CLERK desires situation; come September 1st; age 21; experience 5 years; references. Box 56 CANADIAN GROCER, Toronto. (35)

SITUATIONS VACANT.

CLERK for general store; competent and first-class references; state salary; position permanent to the right man. Box 129 CANADIAN GROCER, Toronto. f

MILLER—Second; steady work for right man. Box 130 CANADIAN GROCER, Toronto. f

BAKER—At once; to take charge; good on bread and cakes. Box 131 CANADIAN GROCER, Toronto. f

BAKER—Good second hand; by September 5th; day work steady job; state wages. Box 132 CANADIAN GROCER, Toronto. f

BAKER—Good second hand; state experience. Box 133 CANADIAN GROCER, Toronto. f

BAKER—With 6 or 12 months' experience; steady job; state wages. Box 134 CANADIAN GROCER, Toronto. f

BAKER—At once; steady job to all-round man. Box 135 CANADIAN GROCER, Toronto. f

TRAVELLER WANTED.

CITY TRAVELLER wanted by Winnipeg grocery house. Must be bright and active, and understand his business thoroughly. Box 51 CANADIAN GROCER. (33-3)

GUELPH
Business College

The Broadest Curriculum of Studies. The Highest Standard of Excellence. The Best Practical Results.

MALCOLM MACCORMICK, B. A., Principal, GUELPH, ONT.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

COFFEE AND SPICES

Option Coffee Prices.

SURPRISE is often expressed that there seems to be so little harmony between the option coffee market and the prices at which the ordinary merchant is able to purchase his supply, and the impression often prevails that someone is getting an immense profit, while quite the contrary is often the case. Take for instance, a quotation of five cents or less for option coffee when the larger merchant pays about ten cents for his lowest grade.

It is really surprising on what very small margins these goods are sold among the coffee men, who often turn over large invoices of coffee that show a margin of only 1 or 2 per cent., while perhaps 3 per cent. would be considered a very large profit, although less than a quarter of a cent per pound. The feature about the option market not always understood is that any kind of coffee may be delivered on an option at its corresponding trade value as listed on the exchange, and the exchange standard takes no account of roasting merit or cup quality. For instance, a man may have an option on No. 7 (low ordinary) coffee at 5 cents and he may receive on it No. 3 (fair coffee) at 2 cents per pound more, and as his expense of the exchange will be about one quarter of a cent, the coffee will cost him 7¼ cents, then he will probably receive a coffee that looks well green but makes a bad roast, and after standing shrinks, amounting to 1¼ cents in roasting. He would find it hard to get 8½ cents for the roasted coffee. Much of this coffee delivered on options is mere trading stock, and lies in warehouses for years, changing hands hundreds of times.

In view of this condition, the legitimate trader does not go to the option market, but will buy where he can get a fair selection of coffee, based on the roasting merits of the goods and the cup quality, and for such goods he pays much more than options are quoted.

Nutmegs.

Nutmegs, which are the only nuts not used for eating raw, are the kernel of the fruit of the nutmeg tree, a native of the Molucca Islands, but are cultivated elsewhere in the tropics. It is the Jamaica and the Brazilian variety, however, which we get here. Its chief characteristic is its very aromatic flavor. Its greenish kernel grated by hand, or ground by machinery, is much used in cooking, while the outside covering, called mace, forms another article of commerce familiar to grocery clerks.

New Coffee Tablet.

R. C. ANDERSON, a watchmaker of El Paso, Texas, has invented a coffee tablet, says The Spice Mill. He has been experimenting for some months, and claims that he has a perfect tablet made from the pure coffee berry. No foreign substance is used in the tablet, and the inventor says that he has accomplished something which has baffled chemists for years.

He asserts that by the use of his tablet a month's supply of Mocha and Java coffee can be carried in one's vest pocket, and the aroma and strength of the compound is never lost. He claims, also, that he removes the tannic acid of the berry, which causes nervous people much trouble and is one of the objections raised to coffee drinking.

A trial of a tablet showed that each makes two cups of fairly strong coffee, or one cup of strong coffee. The process of coffee making is simplified by dropping a tablet into a cup of hot water. A patent has been applied for, and Mr. Anderson expects to net a fortune from it. Others who put like compounds on the market also had great expectations; still, Mr. Anderson may have just hit it right.

A Good Cup of Coffee.

The secret of making palatable, non injurious coffee, says Planting Opinion, lies in the two words: quick infusion.

In the first place, have the coffee ground to the finest powder, so that its full virtue may be quickly extracted. Allow a dessert-spoonful for each person, mix it with just enough cold water to make it thick paste, and let it stand until five minutes before the time to serve. Have fresh water boiling. Pour on a cupful for each person, and two more for the persons who are likely to (but should not) wish a second cup. Put the cup over the fire and let the infusion come to a boil, settle with a dash of cold water, or a clean egg shell, and serve immediately. This is a cup of coffee and not a cup of tannin. Coffee made in this way may be taken morning, noon and night without injury, but the quantity drunk at one time should not be greater than one cupful.

Coffee that has boiled, or stood more than five minutes, should be thrown away.

The Spice Outlook

The latest number of The Spice Mill sizes up conditions as follows:

The market has been active, with the bulk of the trade in cassias, many grades of which have advanced sharply. Supplies have decreased greatly, as indicated in my last report, both here and in China and the East Indies. Case China and mat China are almost out of stock.

Peppers are strong; the advances abroad have not yet been equalled here. The shipments of the past ten weeks have been exceedingly small. The indications are that much higher prices will prevail. Changes are likely to be sudden and acute.

Cloves are very strong and higher abroad, and are liable to further advances.

Cayennes continue scarce and firm.

Nutmegs and mace exhibit no special features. Demand is again becoming visible.

Pimento is strangely dull. Stocks and demand are alike small in extent.

Gingers have fallen by the wayside; dulness and apathy are the features.

Generally speaking, pepper, cassias, cloves, cayennes, nutmegs, and mace are likely to be higher and scarcer. Pimento and gingers will drag a while.

Notes.

The value of cocoa imported by the United States during the past 12 months was $7,820,087.

Total exports from Singapore and Penang to the United States since January 1 to date of black pepper has been 2,485 tons; nutmegs, 263 tons, and tapioca, 4,265 tons.

The statistics of the fiscal year 1902-3 for the United States show large gains in the importations of tea, spices, cocoa, sugar and chicory, but a falling off in coffee of more than 150 million pounds. Notwithstanding this decline the United States still consumes over a billion pounds of coffee annually.

Just Received in Stock

French Prunes, in 28-lb. boxes, from James Violett & Co., Bordeaux.

French Macaroni, Vermicelli and *Assorted Paste,* from Bertrand & Co., Lyons.

French Sardines, from Etablissements F. Delary, Lorient.

French Mushrooms, from G. Blanchard & Co., Paris.

French Peas, Mushrooms, Beans, Macedoines, Anchovies, etc. } from Louit Freres, Bordeaux.

French Cocks Combs, Cocks Kidneys, financieres, and *Pates de Foies Gras,* from A. B. Schwarz, Strasbourg.

French Preserved Fruits, in bottles, from Moureaux Freres, Paris.

Spanish Olives, Queens, Manzanillas and Stuffed Olives, from Dunipe & Co., Seville, Spain.

French Cleaning Powder, for cleaning Gold, Silver and Plated Ware.

Brilliant Buhler, in sticks, for cleaning Brass and all metals,

from the Brilliant Buhler Company, Paris.

WRITE FOR QUOTATIONS.

HENRI JONAS & CO.,

IMPORTERS OF FINE GROCERS' SPECIALTIES, MONTREAL, P.Q.

FLOUR AND CEREAL FOODS

Canada's Great Exhibit.

REPORTS from Osaka, Japan, show that the Canadian exhibit has caused an immense impression there, and that considerable trade may be established between Canada and Japan.

The Ogilvie Flour Mills Company, in a letter to the Commissioner of Exhibitions, says :—"We have received a number of inquiries from buyers in this market and have succeeded in placing some fairly good sized orders with the different firms. Indications point to a considerable increase in the near future. The great benefit to the milling industry of Canada is daily becoming more apparent as these additional inquiries are brought to our notice."

U. S. Consul S. S. Lyon reports to his Government as follows from Kobe : "The Oregon exhibits have no state building, but are housed in the foreign samples building, alongside the Canada building, which, with its contents, is reflecting no small degree of credit upon Canada. It is said that the Dominion has expended the sum of $70,000 upon this enterprise, and its efforts to make a good show stand in marked contrast to the inactivity shown by the United States."

"One of the principal features inside the Canadian Exhibition building is the great rush by the Japanese each day at 4 p. m. to purchase biscuits and loaves of bread baked in full view inside the building. Hundreds of these people then stand with their arms over the railing and money in their hands, ready to purchase, all clamoring loudly to be waited upon. The bread is made of hop yeast and is in much greater demand than the supply. It is expected that in future Canadian flour will be in great demand, as the bread made from it is of most excellent quality. Had some one of our northwestern states been in evidence at the Osaka exhibition with their hard wheat flours the fact could have been demonstrated that our flours are just as good and can make as much bread as the Canadian flour on exhibition."

Secretary Burns writes to the Minister of Agriculture to say that the Exhibition will be closed by August 15. The intense interest shown by the Japanese shows no signs of abatement. They actually believe that Canada is the "Jerusalem the golden, with milk and honey blest" of which the missionaries talk, and if our immigration laws would permit one-half the population would move to Canada. While Japan is a large market for flour at the present time, Mr. Burns is of the opinion that it will greatly diminish in the matter of flour imports and become a market for wheat. Several inquiries for prices have been sent to wheat exporters at Winnipeg.

Millers and Advertising.

THE millers of the country, says The Inland Grocer, have awakened to the powerful influence which advertising has in selling goods. They have been looking enviously upon the success of the prepared cereal food, but heretofore have contented themselves with making sarcastic and bitter remarks about the breakfast food manufacturers. At the recent national convention of millers at Detroit the following resolutions were adopted.

Resolved, that the executive officers of the Millers' National Federation is requested and empowered to employ Professor H. M Snyder to immediately prepare for the federation an article to be issued under its auspices, which shall set forth, in such manner as to be an object lesson to the world, the true value of white flour, refuting the absolutely false statements and charges made in regard to patent flour and giving in a condensed, but thoroughly comprehensive, form the results of investigations, showing the comparative cost of flour and the various cereals and breakfast foods and their nutritive value.

Resolved, that the Millers' National Federation recommend and urge that millers everywhere throughout the United States make use of this article by putting a copy of the same in every package of flour, securing its publication in the local papers, and, if possible, having it taught in the public schools, and otherwise making use of it as largely as possible in an earnest endeavor to demonstrate the truth in regard to white flour as thoroughly and exhaustively as its merits warrant and present conditions demand.

This is good as far as it goes, but we do not imagine that publishers will tumble over themselves to give very wide publicity to this "eye opener" which the millers have authorized their expert to prepare.

In other words, the millers are only about half awake. They are awake enough to know that the cereal people have beaten them to a standstill, but their peepers are not open quite wide enough for them to see that a more vigorous advertising campaign will be necessary than a few circulars requesting all newspapers to publish their refutation free.

Milling in Russia.

IN out-of-the-way parts of the country, in the west and south-west, the peasants still grind their corn with a rude sort of handmill fitted up in their cottages. The corn is not cleaned beforehand and the flour is coarse and grey in color. Large land proprietors as a rule have a flour mill worked by horses, which grinds all the flour required on the estate, and frequently satisfies all the requirements of the neighboring peasantry. Windmills are numerous, and where millet is consumed the groats are, as a rule, produced by this type of mill. Flour mills are also to be found in all parts. Steam mills are now very numerous, many of them, especially in the region of the Upper Volga, being equipped with the most modern machinery. According to the official statistics there were in Russia in the year 1899 eighteen flour mills milling more than 1,500 centals in the 24 hours, 69 producing from 1,000 to 1,500 centals, 320 with an output ranging from 640 to 1,000 centals, 1,126 producing from 240 to 400 centals, while the total number of mills in the empire with an output exceeding 30 centals per day was 23,099. Smaller mills are not included in the statistics. Many of the largest installations have been erected by the milling engineers of Switzerland, Austria, Germany and England. The plansifter is being extensively adopted.

The present prosperity and importance of the milling industry is not attributed by

HAVE YOU

anticipated the wants of your customers for the warm weather breakfast? If so, you are ready with

TILLSON'S BREAKFAST FOOD
AND
TILLSON'S WHEATLETS

both wholesome preparations of wheat, whose name is a guarantee of the quality. BREAKFAST FOOD is Wheat Flakes, in which is retained all the Wheat that is good to eat and discarding all the indigestible part. WHEATLETS, the germ of Manitoba Wheat—rich in gluten.

Breakfast Food
24 three-lb. packets,
$2.90 per case.

Wheatlets
36 two-lb. packets,
$3.50 per case.

Freight paid in 5-case lots.

THE TILLSON COMPANY, LIMITED,
TILLSONBURG, ONT.

TELEPHONE { MAIN 1257. " 4675.

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

the natives to the introduction of the roller mill, but rather to the fostering care of his excellency S. J. White, Minister of Finance. This enlightened statesman instituted a separate department to attend to the needs of the Russian corn trade. The programme was to study and adopt such measures as would contribute to the development of the commerce in cereals and flour. Corn exchanges, arbitration boards and institutes for the technical training of milling operatives have been founded. Trade usages have been codified and rendered uniform. Depots have been erected, and special trade journals have been called into existence. Current quotations for grain, freight rates, etc., are regularly published, together with official reports as to the state of the markets at home and abroad. At Moscow a millers' school has been founded, which is a great success, and

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.
Correspondence solicited.

THE BEST FLOUR.

Calla Lily Choice Manitoba Patent
G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,
PERTH, - ONT.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

the scholars readily obtain employment. In the army their time of service is spent n the Government flour mills. In order to encourage exportation of milling products exceptionally favorable rates of freight are charged by the state railway for flour, semolina and bran.

It is estimated that the 129,000,000 inhabitants of this vast Russian empire consume annualy 320,000,000 centals of grain. Except in the south and the most easterly parts of Russia, where wheat is principally consumed, rye bread is the staff of life. In Bessarabia maize constitutes the chief article of food. Buckwheat, millet, oats and barley are also consumed. The groats—especially prepared from the first two—are much liked by the people, who eat them in the form of porridge.—The Miller, London.

U. S. Crop Conditions.

IN spite of the fact that the monthly crop report of the Department of Agriculture for August shows a general decline in conditions, the report indicates that there will be large harvests of both Spring wheat and corn. The Winter wheat is all in, and the Government estimate of that crop is 410,000,000 bushels, as compared with a harvest of 411,788,666 bushels last year.

The condition of Spring wheat declined from 82.5 per cent. on July 1 to 77.1 on August 1. Basing his computations upon this average, and the acreage, the statistician of the New York Produce Exchange estimates that the yield will be 239,872,000 bushels, as compared with 258,274,342 bushels last year. Although a large loss is indicated, it is interesting to note that in 1902, 1901, 1899 and 1898 were the harvests of Spring wheat greater than the prospective harvest of this year. A production of 239,872,000 bushels of Spring wheat, with the 410,000,000 bushels of Winter, will make the total wheat output this season 649,872,000 bushels, as compared with 670,063,008 bushels last year. It is thus seen that the farmers will have very little cause for complaint if the total wheat crop turns out as is now expected.—Buffalo Express.

Hurts Canadian Trade.

J. Edgar Tripp, commercial agent at Trinidad, complains to the Department at Ottawa that the growing trade in Canadian flour has received somewhat of a check owing to the receipt of a few old and inferior lots. Incalculable harm, he points out, must result from this frequent failure to maintain quality. He also complains that unreasonable delay is shown in the shipments of grain and flour from Canada.

The Oat Crop.

The harvest of the oat crop has been in evidence for the past three weeks. The yield will be very large and the quality of the grain good. As in the case of Fall wheat and barley, some individual yields will be immense.

Cereal Notes.

A new elevator is to be erected by D. R Ross at Hickson, Ont.

S. C. Kilgore will take over the Spears flour business in Listowel on the 1st Sept.

The Hodd & Cullen Milling Co., of Stratford, have leased Irwin's elevator, Clinton.

Several samples of wheat tested in the county of Perth average fully 65 lb. to the bushel.

Ernest Builder succeeds to the business of the late William Forrest, Dundas, in whose store he was employed for a number of years.

The Lake Huron and Manitoba Milling Co., whose mills are situated at Goderich, Ont., has a daily producing capacity of 1,200 barrels.

The crops in the neighborhood of Boissevain, Man., were seriously damaged by a violent hail storm which visited that locality on Tuesday of last week.

The first wheat of the 1903 Manitoba harvest arrived in Winnipeg from Winkler, Southern Manitoba, and was consigned to The Lake of the Woods Milling Co.

The Wm. McCann Milling Co., Toronto, report a very brisk enquiry for cereals of every description, their "Peerless" brand of bulk goods being in specially good demand this season.

The Department of Agriculture issued a circular letter to the farmers of the North-West a few days ago, advising them to send delegates to Winnipeg to secure men from the ranks of the harvest-excursionists.

The new colors on the Tillson Oat cartons are very bright, and add greatly to the appearance of the package. Although there is no change in the design, the looks of our old Scotch friend have been very much improved.

Over 6,000 men went to the Northwest on the three-days' harvester excursions of l ast week. The ingenuity of C. P. R. and G. T. R. officials was taxed to its utmost capacity to provide accommodation for the excursionists.

It was the intention of The "Force" Food Co. to make an exhibit and distribution of 100,000 sample packages of their products at the Dominion Exhibition, but press of orders will prevent their doing this, and the distribution will have to be made in another shape.

The death is announced of Wm. Forrest, flour merchant of Dundas, Ont., which occured last week. He bore an excellent reputation as a business man and was a prominent citizen of the town, being at the time of his death a member of the Town Council and of the Board of Education.

When you sell WHEATINE

your customers get 300 to 500 per cent. more for their money than they do when they buy ordinary breakfast foods. They get, besides, the best wheat product the world produces, made in Canada from Canadian wheat.

When you sell **WHEATINE** you get 40 per cent. or more profit (you know what you get on others.)

WHEATINE is not hard to sell, it sells itself—value is the best advertisement—wheatine is value—8 pounds for 25 cents retail. Write for sample shipment, 300 lbs. delivered at your station for $6.75.

WARREN BROS. & CO., - TORONTO

The Twentieth Century Broom.

Showing how the New Broom is used.

After numerous unforeseen delays incident to the starting of a new industry we are now shipping the New Brooms.

We have a mass of orders ahead of us, which we will fill in the order in which they were received, and we ask the kind indulgence of our friends for the unavoidable delay.

We are doubling our capacity and hope soon to be able to keep pace with our orders, and ship as soon as they are received.

Showing how the New Brobm is made.

Showing how the New Broom is Packed.

Ask your wholesale house for **The Twentieth Century Broom.**

SOLE MANUFACTURERS IN CANADA,

The Eclipse Manufacturing Co., Limited,

OTTAWA, - CANADA.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco at the World's Fair.

By W. C. McCarty.

TOBACCO, an ocean of it, bearing a ship constructed wholly of the cheering weed, perched high on a massive globe, also built of tobacco, on the top of an ornate pagoda formed of tobacco, is intended to be the crowning feature of the universal tobacco exhibit at St. Louis, which will occupy a space 300 feet long and 52 feet wide.

When one approaches the special exhibit of tobacco the great central pagoda, octagonal in form, with its summit 52 feet in air, reaching almost to the roof of the great Agricultural Palace, will command one's attention and force admiration. The pagoda will be 40 feet across. Built of wood, it is to be entirely covered with tobacco. Columns and walls of tobacco will rise 15 feet to the cornice line, leaving four main entrances gracefully arched. This will be surmounted by a cornice made of glass six feet wide, entirely enclosing the pagoda, on which are to be photographed actual scenes from the world's most famous tobacco fields. Behind this glass cornice will be placed electric lamps, the light of which brings the photographs into plain view.

Above the cornice will be a flat roof, and on the roof will stand heroic figures of Indians, the first users of tobacco. Tobacco plants will also be growing on the top. From the centre of the roof will rise a huge globe, 75 feet in circumference. The globe will be entirely covered with tobacco. The land is to be shown by the darker colored tobacco, while the waters will be represented by the bright types. The great river systems of the world are shown by threads of golden leaf running through the dark brown.

Attached to the top of the globe, and sailing in a golden sea of leaf tobacco will be a graceful ship, with its hull of dark brown tobacco nestling in its yellow bed, and the sails and ropes of other shades. This ship represents the return to England of Sir Walter Raleigh with the first cargo of tobacco from the new world.

Surrounding the pagoda are four large exhibit spaces. In one of these all the machinery used in the manufacture of plug tobacco is to be shown. Some of the machinery will be in operation, and the finished product is to be made in full view of the visitor. Diagonally across the pagoda space is to be another machinery exhibit, and here will be manufactured the granular and plug-cut smoking tobaccos, fine cuts and snuffs. Two spaces are given over to the manufacture of cigarettes, both by hand and machinery.

Four large plots are given over to the actual cultivation of tobacco. Soil adapted to the various tobaccos has been spread and real fields of real tobacco will be seen growing. In one section is to be shown the "burley" types. Another plot will form a field for the growing of the bright types of tobaccos. Another plot will grow nothing but Sumatra tobacco. The final plot is to be given over to Havana tobacco. The young plants will be transplanted from Cuba and will be handled so that they will retain all of their native characteristics.

In a central space created by these four growing fields of tobacco will be erected a curing barn. This barn, like all the other structures within the universal tobacco exhibit will be constructed entirely of tobacco. Fires will burn in them and he heat in all parts of the barn will be perfectly regulated.

In this curing barn the tobacco leaves fashioned into "hands" will be suspended on sticks and placed in the section where the temperature is regulated for the proper curing.

In the next section to be entered the main thing sought is to show how the product is handled in warehouses. A large warehouse will be built; on the floors are to be shown hogsheads of tobacco and great piles of the leaf spread out in tempting array. On these floors

All leading Wholesale Grocers handle

SWEET CAPORAL
CIGARETTES.

The AMERICAN TOBACCO CO.
OF CANADA, Limited.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

Sweet Content!

The contented man smokes my "Pharaoh" 10 cent cigars and stays content—the discontented man smokes them and **grows contented.** They never fail to please.

I know that this is so from the cheerful tone of the letters I get from my oldest customers—bright, happy, contented. Let me send you on a trial order for "contentment's sake," **for good profits, too!**

Payne's "Pharaoh."

J. Bruce Payne, Limited
Granby, Que.

You're in business to make money.

You handle innumerable lines outside the strictly grocer trade to this end.

Do you sell cigars?

Have you cigars that sell?

Kim
Harold H.
La Fama

Are a Trio of the Best Sellers in Canada.

See our travellers or write—

Brener Bros., London, Can.
Manufacturers.

Tuckett's "Marguerites"

are Royal in Their Excellence.

In Cigardom they stand out distinct. You are always safe in offering **"Marguerites"** when 10c. cigars are called for.

Tuckett Cigar Co., Limited, Hamilton.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

RONTO

The Best

5c.

CIGAR

T. J. Horrocks,

TORONTO

QUEEN'S NAVY

Cut Plug Smoking

1-16 lb. foil pkge., in 5 and 10-lb. cases.

A Grocer's Favorite

THE ERIE TOBACCO CO. Limited

WINDSOR, ONTARIO.

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

SMOKING

Tonka

Solid Comfort

Pinchin's

Hand-Made

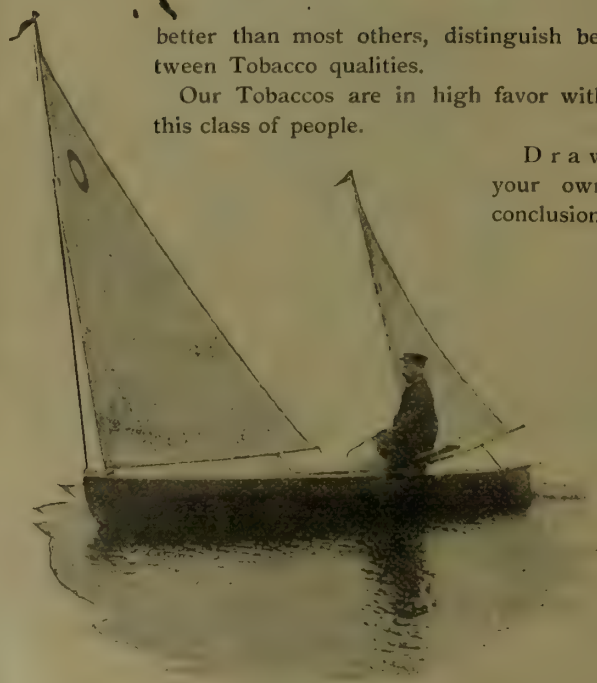
UNION MADE.

Water Dogs

better than most others, distinguish between Tobacco qualities.

Our Tobaccos are in high favor with this class of people.

Draw your own conclusion



CHEWING

British Navy

King's Navy

Beaver

Apricot

UNION MADE.

THE McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO.

the sales will be made, the auctioneer and buyers going from one pile to another and inspecting the various grades. So also will be shown the most approved apparatus for quickly handling the raw material.

At either end of the warehouse will be constructed two large seed beds, showing how the plants must be started. New ground is best for this—ground that has never been broken. In this rich soil thus prepared the seeds are sown and the young plants carefully tended. They are placed in cold frames and covered with canvas. When all danger from frost is past, and the young plants are thrifty and have attained the size of young cabbages ready for the transplanting, they are taken up and set out in the open field. Transplanting is also absolutely essential to obtain the best results in the cultivation of tobacco.

After the warehouses and the seeding beds are observed, the visitor may enter the pagoda. In the centre will be built a pyramid with an octagonal base. This is to be composed entirely of the various outputs of the tobacco factory, arranged in an artistic manner. Inside the walls of the pagoda, in glass cases will be arranged further exhibits of the finished product.

The final section of the great exhibit space is to be occupied by the cigarmakers. On the right the Havana cigarmakers will hold forth. In order to make the exhibit realistic the Cubans will wear their native costumes. But few of their number will be able to speak the English language. However, the exhibit will be in charge of an American, and the attendants who speak English fluently will explain the exhibit to visitors, and one may watch the Havana cigarmakers manufacture their famous cigars, may see them placed in their original packages, and on the payment of the stipulated price may carry away with him the quantity he desires.

The Golden Age of Tobacco.

Elizabeth's reign has been called "the golden age of tobacco." The affluent smoker had his silver pipe and tongs, priming irons, and other articles which the smoker of to-day would regard with amazement and amusement. We are told that amidst clouds of tobacco smoke the plays of Shakspeare, Jonson, Dekker, Marlowe and Beaumont and Fletcher were produced. In the Globe, Shakspeare's own theatre, smoking was freely indulged in, yet, strange to relate, the works of this dramatist do not contain any references to the subject. The gilded youths of the period smoked in the theatre. It is recorded that stools were placed for them on the stage, and that they smoked incessantly during the whole of the performance.

Respecting our greatest dramatist's silence on the theme, the circumstance is accounted for by one of the critics, thus: "Shakspeare being the favorite playwright of James I., whose hatred of smoking is well known, it is not surprising in the days of that monarch," but that the companion of Raleigh and Bacon at the Mermaid should have nothing to say upon the subject is an enigma which some future Shakspearian scholar may perhaps unravel.

Smoking Contests.

The Germans like smoking contests, and they probably hold the records for these contests, even if they are profitless when won.

Under the heading of "Eccentric Records" The Figaro gives the following account of a smoking competition in Germany: Like others, smokers have their classic performances in official competitions, and the cigar smokers' world's championship has been smoked for at Berlin. The victor was the one who, in a period of two hours, without eating or drinking, smoked the largest number of Havanas. The cigars were of the same length and thickness for all the competitors. Twenty-seven devotees of la nicotine took part in this tournament. Herr Ruthal, a Silesian, was the victor, he having consumed 11 cigars in the two hours. The second and third were a long way behind, with but seven and six Havanas respectively to their credit. While on the subject of smoking competitions, mention may be made of the record for slowness of smoking, set up at Gand in March, 1900. In a competition Meinherr Van Ecke took two hours and seven minutes to smoke his pipe, without having had to relight it. But Dutchmen's pipes, like their breeches, are pretty capacious.

Big Shipment of Tobacco for Inspection.

About 10,000 hogsheads of tobacco from North Carolina and Virginia are now being shipped to Richmond, Va., for inspection by representatives of the Austrian and Italian Governments. Large quantities of American tobacco are bought each year by these governments, which hold a monopoly of the tobacco trade in their respective domains. — Cigar and Tobacco World.

Security
A
High-Grade Cigar.
THE W. H. STEELE CO., LIMITED
40 SCOTT ST., TORONTO.

Pitts, Wigle & Co.
...Dealers in...
CANADIAN LEAF TOBACCO
KINGSVILLE, ONT.
Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

Tobacco Notes.

I. L. Pexito, for some years president of the Cigarmakers' Union, Winnipeg, has opened a new cigar factory in that city.

W. T. Rutherford, of The Rutherford Cigar Co., Winnipeg, was a quest at the Bellevue, Portage la Prairie, last week.

Some discussion has been made in England about lowering the duty on tobacco to 25 or 37½c., instead of 75c., as at present, but it is not at all likely to be done.

Tobacco has been grown very successfully under cheesecloth in the state of Connecticut, and an effort is now being made to raise it at the Experimental Farm at Ottawa.

A tobacco storage warehouse, to hold 25,000 hogsheads, is being built at Bristol, Eng. It looks as if that point was looming up as the leading port for tobacco in England.

The tobacco factory of Pitts, Wigle & Co., Kingsville, is now employing 50 women and girls. The public offices are being built adjoining the sumptuous private office of Mr. Darius Wigle, and when the building is completed the factory will be fully equal to anything of its kind in Canada.

Business Changes

ONTARIO.

G. F. McARTHUR, flour and feed merchant, Guelph, has assigned to R. L. McKinnon, Guelph, and there was a meeting of the creditors on the 24th inst.

Edwin Harris, grocer, Hamilton, is dead.

M. E. Allen, grocer, Essex, has sold to Arthur Raines.

J. H. Clary, grocer, Hespeler, sustained a loss by fire; insured.

W. J. Hayes, grocer, Smith's Falls, has been succeeded by W. J. D. Canning.

G. Webb & Co., grocers, Smith's Falls, have been succeeded by Mrs. H. C. Butler.

D. Cossey & Co., general merchants, Orillia, have sold out to Brown & Walter.

Thomas Vickers, grocer, boots and shoes, Owen Sound, is advertising his business for sale.

The stock of the general business of George Pouliot, Rockland, has been sold at 61c. on the dollar.

QUEBEC.

Mrs. Nora Rice, grocer, Montreal, is dead.

Catherine Burns, grocer, Montreal, has been registered.

Heroux & Rivard, grocers, Grand Mere, have been registered.

John & Peter, confectionery dealers, Montreal, have been registered.

The assets of the business of J. Michon, grocer, Hull, Que., are to be sold.

The assets of the general business of L. H. Bissonnette, St. Isidore, have been sold.

The assets of the grocery business of George Hobson, Montreal, are to be sold.

Chartrand & Turgeon, have been appointed curators to Joseph D. Pilon, grocer, Montreal.

The assets of the business of Pierre Meunier, grocer, Montreal, were sold on the 26th inst.

N. Quintal & Fils, wholesale grocers, Montreal, have dissolved; there will be a new registration.

J. D. McHains has been appointed curator to J. M. Couillard, general merchant, Ste. Martine.

Gagnon & Caron have been appointed curators to J. A. Lacerte, general merchant, Ste. Severe.

A demand of assignment has been made on J. F. Paradis, general merchant, St. Anne de la Perade.

A meeting of the creditors of J. T. Aubert, general merchant, Thetford Mines, will be held on the 29th inst.

L. Beaulieu & Cie, grocers, Montreal, have assigned; a meeting of creditors will be held on the 28th inst.

F. Guyon & Cie, general merchants, Vercheres, have dissolved partnership, and there will be a new registration.

A meeting of the creditors of Moses Goldenberg, general merchant, Grand Mere, was held on the 22nd inst.

NEW BRUNSWICK.

E. C. Snarr, grocer, Sackville, was burned out; partially insured.

NOVA SCOTIA.

W. J. Hubley, grocer, Halifax, has obtained a release of assignment.

Consent has been registered for Janet Graham to carry on a grocery business in her own name in Windsor.

MANITOBA AND NORTHWEST TERRITORIES.

Speers & Paul, general merchants, Griswold, are removing to Saskatoon.

Herman Volker, confectionery dealer, Winnipeg, has gone out of business.

Joseph Richard, general merchant, Lorette, has sold out to Victor Trudeau.

H. P. McLeod, general merchant, Okotoks, was partially burned out; insured.

W. H. Sharpe, general merchant, Manitou, has admitted A. T. Buttons into partnership.

BRITISH COLUMBIA.

Taylor, Smith & Co., grocers, Crofton, have been burned out.

Ward & McKay, grocers, Rossland, have dissolved partnership.

C. W. Ford, grocer, Vancouver, is advertising his business for sale.

D. E. McKay, general merchant, Sea Island, has sold out to J. P. Dill.

Barnwell Bros., bakers, etc., Vancouver, are advertising their stock for sale by tender.

The stock of the estate of F. W. Foster, general merchant, Ashcroft, has been sold to Geo. Bell.

The Wm. Hunter Co., Limited, general merchants, Phoenix, are advertising their business for sale.

The Galena Trading Co., Limited, general merchants, Pilot Bay, are contemplating giving up business.

The accounts and fixtures of the general business of O. S. Walker & Co., Grand Forks, are advertised for sale by the assignee.

The Western Condensed Milk Canning Creamery Co., Limited, Mission City, has been succeeded by The Truro Milk andC anning Co., Limited.

BROCKVILLE TRAVELLERS ORGANIZE.

A MEETING of the Brockville commercial travellers was held a week ago Saturday night for the purpose of forming a local association to be known as The Associated Travellers of the Electorial District of Brockville.

A representative gathering was present, considering the fact that many were away on their holidays.

The association starts off with a membership of some 34 members, and is composed of active members who are actively engaged on the road selling goods and associate members who at one time could have qualified for active members but who are either retired or engaged in business for themselves and still live in Brockville.

The organization bids fair to become an important one in many ways, not only to the local travellers themselves but also to the commercial travellers in general.

Its objects are: 1st, To assist in the promotion and protection of the interests of commercial travellers in general and of the members of this organization in particular. 2nd, To cultivate a closer relationship between travellers who are already living in Brockville with a view of improving their social and material welfare; also to draw the attention of non-resident travellers to the very many advantages such as location, facilities of transportation, inexpensive living, etc., the beautiful town of Brockville offers as a place of residence.

The election of officers took place for the current year and resulted as follows:

President, J. N. Young; vice-president, J. L. Upham; sec.-treas., F. E. Fairbairn; directors, J. N. Mann, G. R. Burney, M. Moore, W. Canning, J. Carley, E. J. Peters, G. Pulfer.

A committee was appointed to draw up a constitution for submission to the next meeting which will be at the call of the president.

SUGAR FROM PUMPKINS.

A factory where sugar will be manufactured from pumpkins is being put in at Foreston, Minn. H. P. Stanchfield is president of the company and inventor of the new process. The enterprise is under the direction of the Minnesota Syrups, Oils & Vinegar Co., and operations will begin on Sept. 1.

Flett's

A PICKLE JOKE . . .

A little nonsense is like Flett's Pickles—relished by the best of men. That's why they sell so well ; and remember, the best advertisement of Flett's Pickles is never printed.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

Buy only goods that are well-known and sell easily.

PATERSON'S WORCESTER SAUCE SELLS

well and is known from one end of Canada to the other. If you don't keep it in stock **you lose trade.**

ROSE & LAFLAMME,
Agents, MONTREAL.

Brand's Al Sauce

is the climax of perfection

—a fine tonic
—and digestive

and

a rapid and profitable seller. **Try it.**

FOR SAMPLE AND QUOTATION WRITE

Mr. I. S. WOTHERSPOON, (Sole Agent)
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Everybody WANTS

VINEGAR NOW

Everybody

should use the BEST Malt Vinegar—that is

Grimble's

PURE MALT

BRAND.

Vinegar.

Brewery: LONDON, England.

Agent—Mr. I. S. WOTHERSPOON,
204 Board of Trade Bldgs. MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur Lydiatt,

TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Regarding Advertising Schools.

I HAVE had several inquiries recently from readers of this department asking my opinion as to how they could obtain the best course of instruction in advertising.

I have answered each one personally, but for the information of other readers who may think of taking some instruction in the preparation of advertising matter—a desire which is doubtless awakened by the extended and most promising advertisements of numerous advertising schools — I want to say that I have been thinking of forming a class among CANADIAN GROCER readers to take up the study of advertising methods and practices with a view to better fitting each member to advertise intelligently and profitably.

The prospectuses of the advertising schools—some of them at least—are very inviting, and the persistent way in which they follow each inquirer up, making one offer after another in a desperate effort to "land" each of their possibles, has a tendency to dazzle one, with their rosy promises and bundles of "proofs."

There are a great many retailers who feel their inability to prepare effective advertising copy, and a great many more are continually on the hunt for some new schemes which they can use in an endeavor to promote trade.

It is for the benefit of such CANADIAN GROCER readers as have a desire to learn how to prepare good advertising copy for themselves and who are anxious to "get next" to all the schemes and methods which are practicable and profitable in extending business, that I propose forming this class.

The number of members will be limited to a dozen, so that I can give each the individual attention which is absolutely necessary.

The course of instruction will not be a cut-and-dried lot of lessons, but will rather be in the nature of personal letters between myself and each member how to best advertise his particular store, than to teach the theories of advertising as applied to other businesses.

The practical side of the instruction is demonstrated in the fact that I will virtually prepare all the advertising copy for each member, though, in this way, members of the class will be asked to prepare copy for what they want to advertise next week, for instance. I will re-write this and then explain to each member the different points which are brought out in that particular ad. In many cases I will prepare copy for the members of the class to carry out some special plan of campaign, such, for instance, as special Christmas advertising, etc.

I am not going to run an advertising school in any sense of the word. It has occurred to me that the formation of such a class to study advertising methods as applied directly to grocery stores—and to each individual member's grocery store—would be appreciated by a number of my readers, and we will study together the best ways to get business for the members of the class.

The instruction will be very comprehensive, and yet will not take up a great deal of time, probably no more than is now spent in preparing copy for your ads. It will cover a period of six or eight months, and I calculate that at the end of that time each member of my class will be as good a retail advertiser as is to be found in the country.

The cost to each member will not be much. I will be glad to hear from any CANADIAN GROCER readers who think they might be interested in joining such a class, and it might be advisable to communicate with me at once, for, as previously stated, the size of the class is limited, and, of course, first come will have first call.

THIS WEEK'S REVIEW.

Bradley & Son, of St. Catharines, have sent me a few more of their ads. accompanied by the following letter:

St. Catharines, August 8th, 1903.

W. ARTHUR LYDIATT,
Toronto, Ont.

Dear Sir.—The accompanying advertisements appeared in our daily paper here on Friday. We advertise every day and change copy daily.

What do you think of these specimens? Are they an improvement on those previously submitted?

You asked in regard to our advertising, if it paid. Of course it does.

In four and a half years this firm has worked from the bottom to almost the top of the list of grocers in St. Catharines.

We read your Department of Advertising in THE CANADIAN GROCER carefully, also Printers' Ink, Philadelphia Record, Advertising World and Impressions. Also any newspaper that has advertisements in it.

Yours truly,
BRADLEY & SON.

The ads. which are before me are certainly an improvement over those previously submitted. In fact, they are about the best that have come to my notice from GROCER readers.

The substitution of "Bradley's" for the expression "this store" which was used quite frequently in the ads. previously submitted, makes a marked improvement. The difference will be noticed by comparing the extracts which are reproduced herewith, with any of those published in this department a few weeks ago, from "Bradley's."

I can offer one good suggestion this time. It is that the address be placed directly underneath the name at the bottom of the ad. in a type about half as big as the name, the telephone number following within the border just a little lower than it is now.

Some of the short introductions and "talks" included in the ads. are so good that I reprint the matter for the benefit of other readers.

A Short Grocery List for To-morrow.

Each item represents an important saving.

Try the Bradley Store with your order to-morrow.

We deliver your order promptly to any part of the city.

Food Stuffs.

These special Saturday grocery sales are characteristic of the Bradley store. Some term it price-cutting, Bradley's look upon it as up-to-date retailing.

The benefits will be mutual if you bring your order to this store to-morrow.

Read our special Saturday offerings:

P. S.—Bradley's store keeps at your elbow all year, whether you reside in Merritton or Thorold. No matter what is needed, we serve you every Tuesday and Friday.

We've doubled our wagon delivery service—and that makes it very prompt.

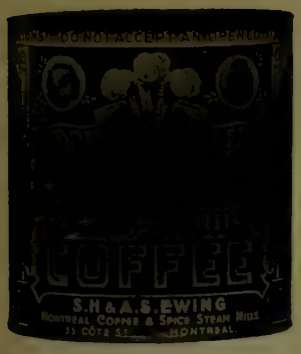
Just as handy as the store around the corner—and, as you know, sells better goods at fair prices.

Leave your order to-morrow for Tuesday's delivery.

I don't like the expression, "Profit is lost sight of in our endeavor to save money for our patrons" found in one ad. You're not in business "to save money for patrons" and they know it.

I am waiting to hear from some other readers who would like some suggestions as to how their ads. might be improved.

Established 1845



1 and 2-lb. Tins.

COFFEE

Established 1845

S. H. & A. S. E. MOCHA AND JAVA COFFEE, put up in 1 and 2-lb. tins (as cut) possesses a peculiarly rich aromatic flavor. It is something RICHER, BETTER than the others, hard to define, but easily distinguished by a trial. NOT CHEAPER, BUT BETTER. If you have, or want to gain, a good class of customers whom it is difficult to satisfy with coffee, give them **S. H. & A. S. EWING'S,** and watch results. PURITY, QUALITY AND UNIFORMITY GUARANTEED.

SPICES

S. H. & A. S. EWING'S HIGH-GRADE SPICES have stood as a standard of the BEST for over half a century. Why handle inferior goods when you can get **S. H. & A. S. EWING'S** at the same figures. QUALITY FIRST.

S. H. & A. S. EWING,

The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

FIVE GALLONS FOR 25 CENTS
A WEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING, OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink

Hires'

Root Beer

the whole day long,
And you will feel "all right."

Stock with **HIRES' Root Beer.** See that your travellers have it on their price list. It pays a GOOD PROFIT.

Setna & Co., "Chutneys"

INDIAN GUAVA JELLY, CURRY POWDER.

Martin & Freres' well-known brands of Shelled Almonds, as follows:
SQUIRREL, FOX AND TIGER.

ASK TRAVELLERS FOR
"DOVE" BRAND COCOANUT.

FEATHER STRIP } —Finest on the market made with latest improv-
SHREDDED } ed machinery by skilled workmen.

☞ **Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.**

W. P. DOWNEY,

26 St. Peter St., —Prices on Application— SOLE AGENT FOR CANADA. MONTREAL.

"It pays to handle the **RIGHT** goods."

Send for sample packets for free distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited,

TORONTO TELEPHONE, 1618 MAIN.
BRANTFORD " 483

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE SUCCULENT BLUEBERRY.

THE rise of the huckleberry to dignity and position in the world is one of the features of the times. Time was when this luscious berry was localized, circumscribed in its orbit, and sternly excluded from the fruit exchange and the society of berries of established position. But that is now all passed. Modest worth and the canning factory have at last gained the world's attention for the juicy little fruit which, discarding the frivolous appellation of "huckle," blossoms forth as the "blueberry" of the fruit market.

The marshes of western Ontario used to yield prolific crops of huckleberries, but these have now been replaced by waving wheat fields and the huckleberry is no longer to be found. Muskoka, and indeed all of northern Ontario, produces the huckleberry in abundance, but perhaps the Miramichi district of New Brunswick is the most famous huckleberry or rather blueberry district in Canada, over 450,000 tins being the annual output of the canneries in that district.

The adjoining state of Maine which divides with Michigan the blueberry honors of the United States, inspires The Boston Herald to an enthusiastic appreciation. Here, says The Herald, speaking of the prohibition state, the succulent berries are at their best, covering vast plains in a veritable blaze of azure in their season. Twelve townships, situated in Washington county, in the extreme easterly portion of the Pine Tree state, covering an area of 1,296 square miles, are literally buried each year beneath the crop of indigenous berries. On this vast extent of territory is annually carried on the most extensive blueberry canning industry in the wide world.

The tract is controlled by several men, who have built canneries at Cherryfield and Columbia Falls. The remoteness of the territory makes the marketing of the berries in a fresh state impossible, and as the immense crop is gathered, they are hauled to the factories, and put up in tins to furnish berry pies and tasty sauce for the country during the days when blueberries are no more. The output of these factories encircles the globe.

In the height of the season 1,000 men, women and children are engaged in harvesting a crop of between 50,000 and 60,000 bushels each year, and over 100 teams are employed hauling the berries from their native heath to the canneries. The pristine method of gathering the berries by hand is a thing of the past in the blueberry plains of Maine. In its place has come the steel blueberry rake, a simple yet effective device, by the use of which in skilful hands fifteen or more bushels of berries may be gathered in a single day.

EXODUS TO THE PLAINS.

About the first week in August is the time for the exodus of the pickers to the plains. For days previous the farmers are busy with the last touches of farm work. The women folk, with sleeves rolled up, are working early and late, and pantry shelves are soon piled high with good things to eat during the pilgrimage. The memorable day dawns and the door-yards of the many farmhouses present a scene of activity. Buckboards and hay-racks are loaded with bedding, tents, cook stoves, berry boxes, the family pets—such as cats, etc.—toys for the children, a number of cows are tied to the rear of the wagons, and all is ready. The unique procession starts on its way over the old, dusty turnpike that leads far up on to the plains.

On reaching a high elevation a scene of magnificent splendor opens to view. The plains are dotted here and there with tents and cabins, groves of Norway pines, deep ravines, groups of slender gray birches, a low range of distant mountains lit up with the clear sky of early morn, all blend in harmony of color composing a picture of rare beauty.

On a barren spot some five miles from Columbia is a shanty stocked with canned goods, candy and tobacco, and an interesting character stands behind a rudely constructed counter waiting for customers.

PICKING WITH A RAKE.

Each picker starts off with his rake and a 10-quart tin pail, and when this is filled it is carried to the winnowing machine.

The winnowing machine is constructed on a plan similar to that of the wind machine used in the theatres. As the berries pass through this machine the wind blows out the small green berries, leaves and all particles that the rake takes up with the ripe berries. The old hand method of winnowing is still used to a very large extent, and it is a common sight to see the pickers standing on an elevation, where there is a good breeze, holding aloft the 10-quart pail, pouring the berries into their boxes on the ground, to be winnowed in their fall. As the boxes are filled they are headed up, and the day's work is piled together and ready for the buckboard, which makes the rounds every day.

The pickers have no regular hours of work, but usually work 10 hours a day. They are paid 2c. a quart. Some families make as high as $200 for the season of five weeks. At sundown the pickers are seen coming from all directions, and the cabin village, that has been deserted all day, is full of life. Fires are kindled in the old cook stoves, and a wholesome meal prepared by the women. Then come the pipes and boastful stories of the day's work.

It is the ambition among the pickers for one to outdo the other, and tabs are kept on the work, so at the close of the season it is soon learned among that small army of pickers who has the distinction of picking the largest number of bushels in one day.

While the berries are indigenous and grow in almost prodigal abundance, their growth must be stimulated from time to time by burning. A small portion of the plains is burned over annually and by nature's process of sowing and reproduction the burned district after two years is in its prime once more.

PUTTING UP THE BERRIES.

The process of putting berries up in cans is extremely simple. The berries are poured into a hopper which connects directly with a steamer in which the berries are cooked. The juice of the berries is liquid enough and it takes perhaps 15 minutes for this to come to a boil. During the cooking process, the berries are forced through a long boiler and at the other end they come out steaming hot to be sealed in the tins.

Practically the entire populace in the vicinity of the canneries shares in the harvesting of the berries. The season is short, but the pay is good, and the berries ripen at a season when there is little or nothing to do on the farms.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the inquiries relating to Canadian trade received at the Canadian Government Office in London during the week ending 7th August, 1903:

1. A London firm ask to be referred to large importers in Canada of rags for paper making.

2. A business man in London, offering good references, is willing to undertake the representation of Canadian houses requiring such services.

3. The names of parties in Canada able to ship ore for German steel works are asked for.

4. A Swiss importer wishes to get into communication with Canadian exporters of food products at the different ports of shipment.

5. A correspondent in Malta has asked that he may be placed in touch with Canadian cattle shippers.

6. A firm of merchants and agents at Calcutta being desirous of interesting themselves in Canadian trade, are anxious to correspond with parties in the Dominion with a view to business.

Interested parties may obtain the addresses of the above inquirers by communicating with the editor of THE CANADIAN GROCER.

The Toughest Wrapping Paper

is the cheapest. Our brown and manilla possess these qualities to an unusual degree.

Full Weight. **Full Count.**

— All Orders Promptly Filled —

Canada Paper Co., Limited

TORONTO MONTREAL.

COWAN'S

Perfection Cocoa (Maple Leaf Label) **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

BERLIN BRUSH CO.

WATERLOO.

Manufacturers of

Fine Whisks, Brooms, and Brushes

We want your trade and if your name is not on our travellers, list, let us know and we will send our quotations or have a man call at earliest opportunity.

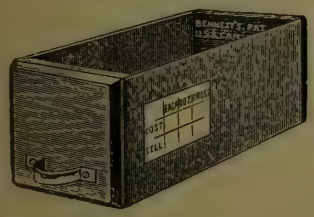
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware, Grocery, Seed and Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'

Temple House, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Agents for the Canadian Salt Co., Windsor, Ont.

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by thecarelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

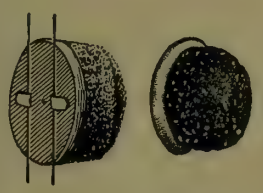
THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,

Indianapolis, Indiana.

BROCK'S BIRD SEED



Convenient, Economical and pays to sell.

NICHOLSON & BROCK, TORONTO.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious, is long-lasting. Used nearly the world over.

Keen's Selling Lines are Keen Selling Lines.

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

Robinson's Patent Barley?

It is a perfect food for infants and invalids, put up in 1-lb. and ½-lb. tins.
You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited,

LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

August 28, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond	
-lb. tins, 2 doz. in case	$2 00
-lb. tins, 3 " "	1 25
-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25

OCEAN MILLS.

	Per doz.
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case..	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" ½ lb.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50
Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO..

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, boxes, 1 gross	9 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 35
" " " B, 4 "	3 95
Boeckh's Bamboo Handles C, 3 strings	3 70
" " " D, 3 "	3 50
" " " F, 3 "	3 20
" " " G, 3 "	2 95
" " " I, 3 "	2 60

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Biscuits.

CARR & CO., LIMITED
Frank Magor & Co., Agents.

Cafe Noir	$0 15
Ensign	0 12½
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland 9 50	10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.
Frank Magor & Co., Agents.

	Per
Cocoa essence, 3-oz. packages	$1 65
Mexican Chocolate, ¼ and ½-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb tins	0 35½

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

—when speaking of poets, you think of **Shakspeare**

—when speaking of electricity, you think of **Edison**

—when speaking of **STARCH,** you think of

"EDWARDSBURGH or BENSON"

—the greatest of each in their class—you can't separate the ideas.

(Quality better than ever)

The EDWARDSBURGH STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 05

Cocoanut.

L. SCHEPP & CO.

	Per lb
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

RECKITT'S BLUE and BLACK LEAD

Always give your Customers Satisfaction

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 36
"Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	4 50

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. , cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH.

Cases, 64 packages, 48's	5 00
½-Cases, 32 packages, 24's	2 50
Packages 10c. each.	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Star hes—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06½

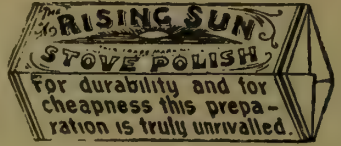
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

Teas.

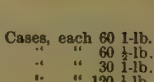
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19	
" ½-lb., " "	0 20	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 28	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
" IV 80-lb. "	0 34
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets—	
Green Label, retails	0 26 at 0 20
Chocolate Label "	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50
"Condor" Ceylon black tea in lead packets—	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases, retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 60 at 0 40
Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, ½ oz.	0 38
" Bobs, 5s. and 10s.	0 39
" " 11½ oz. bars, 5½s	0 39
" Currency, 13½ oz. bars, 11s.	0 42
" " 6s. and 11's	0 42
" Old Fox, narrow, 11s	0 42
" Snowshoe, 1 lb. bars, sp'c'd 6s	0 46
" Pay Roll, 6s	0 47
" Fair Play, 7s. and 12s	0 48

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Sld. Bk. Globe	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 75
" " 1	8 60
" " 2	7 50
" " 3	6 45
Pails, No. 1, 2 hoops	1 77
" " 3 "	1 93

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

Instant Powdered

This is put up in packets, making one quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

The Standard Gelatine of the World

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
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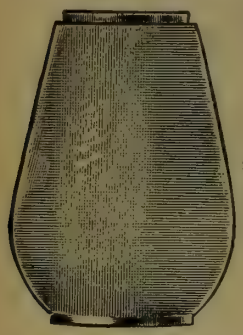
ARE YOU USING OUR——



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Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
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MERCHANTS

Why do you not give 13 eggs for a dozen? Simply because you can conveniently count out 12 eggs which are the standard dozen. Why do you give 17 ounces or more for 1 lb? Simply because on the scales you are using you have to guess and are never sure whether you have just 16 ounces or not. **The Toledo Scale Counts the ounces** and shows them to both buyer and seller, just as plainly as you **count the eggs**, so you may give 1 lb. 1 oz. for a pound if you wish, but there is no necessity for your so doing if you use a **Toledo Scale**, as there is absolutely no such thing as **down** or **overweight** on a **Toledo Scale**.

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
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MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.

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MANUFACTURER OF

High-Grade Delivery

WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST
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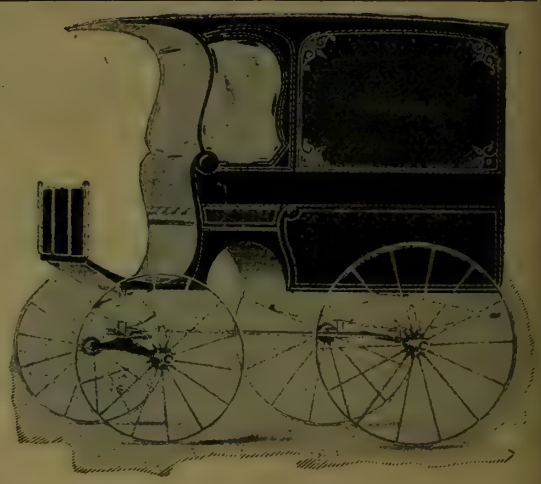
Write For Prices. Phone Main 1188.



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Send for sample packets for free distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited,

TORONTO TELEPHONE, 1618 MAIN.
BRANTFORD " 483

LIPTON'S TEAS

Have the largest sale in the world.
Direct from our own gardens.

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

WRITE TO THE AGENTS—

Laporte, Martin & Cie., - - - Montreal.

A Peep into the Future

We cannot tell your fortune, but we can help you make it.

Our plan is very simple ; you will be surprised at what a change a DAYTON MONEYWEIGHT SCALE, with the new invention, the Nearweight Detector, will make in your monthly profits.

One man tells us, "It pays the hire of my best clerk." Another says, "I had no idea of the loss."

We believe this system will do as much for you.

Now here's what we want you to do, spend one cent for a post card, address it to us, and ask for our 1903 Catalogue. Not much, is it? This book will help you

Ask Dept. M. for Catalogue.

Save three Pounds.

DO IT TO-DAY

THE COMPUTING SCALE CO. OF CANADA, LIMITED.
164 King St West, Toronto, Canada.

"Sterling" Brand Pickles

To make pickles that please is our motto. How well we succeed is shown by the demand for "Sterling" brand goods. These goods are distinctly high-grade and being so they satisfy the most exacting customer.

Please People

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ——

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, - - TORONTO.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

Ever Increasing

is the sale of

JAPAN TEAS

The reason is apparent,

they have the **quality, flavor** and healthfulness possessed by no other teas grown—

—they are popular, they please your customers, and they hold your trade.

Don't be without **JAPAN TEAS.**

THERE IS

NO PURER SUGAR

THAN

CRYSTAL GRANULATED

MANUFACTURED BY

The Wallaceburg Sugar Co., LIMITED

WALLACEBURG, ONT.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
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TEA ROSE DRIPS

THE VERY FACT

that once your customers try Tea Rose Drips they will have no other sugar syrup is *prima facie* proof of the pre-eminent excellence of our product.

A pure cane sugar syrup.

ROSE & LAFLAMME,
Agents,
MONTREAL.

BATGER'S
Lime Juice Cordial.

SELLS BETTER

than any other Lime Juice Cordial we know of. It makes a most delicious and refreshing summer beverage. All good dealers handle it—most push it—they find it pays them.

ROSE & LAFLAMME,
Agents,
MONTREAL.

Ceylon Tea Black and Green

stands supreme in the estimation of all Tea connoisseurs.

Ceylon Tea Black and Green

stands supreme on account of its own intrinsic value.

Let

Ceylon Tea Black and Green

rule supreme in your store.

Ceylon Tea Black and Green

gives supreme results to all who handle it.

He who Hesitates is Lost ! ! !

Salmon packs this season are undoubtedly short.
Enterprising men are now fixing their orders.

If you Hesitate you will Miss Your Chance

RED SOCKEYES	COHOES
"Nimpkish"	"Eagle"
"Griffin"	"Golden Net"
"Sunset"	"Harlock"
"Lowe Inlet"	"Empress"

These brands are quality and show fine margin of profit.

The British Columbia Packers' Association,

VANCOUVER, B. C.

All Storekeepers

work too hard and should have another clerk, but they say they can't afford it. We can put you in the way of hiring the extra clerk

Without Cost to You.

WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

RECEPTION WAFERS

In one pound tins. A very attractive package.
Something nice for Teas, etc.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

HIGHEST AWARD, LONDON, 1893.

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

The Twentieth Century Broom.

Showing how the New Broom is used.

After numerous unforeseen delays incident to the starting of a new industry we are now shipping the New Brooms.

We have a mass of orders ahead of us, which we will fill in the order in which they were received, and we ask the kind indulgence of our friends for the unavoidable delay.

We are doubling our capacity and hope soon to be able to keep pace with our orders, and ship as soon as they are received.

Showing how the New Broom is made.

Showing how the New Broom is Packed.

Ask your wholesale house for **The Twentieth Century Broom.**

SOLE MANUFACTURERS IN CANADA,

The Eclipse Manufacturing Co., Limited,

OTTAWA, - CANADA.

Spices for Pickling and Sauce Making.

WE HAVE always led in these lines. This season the variety and values offered are exceptional. Look up your stock and give us an opportunity of pleasing you in the goods we send.

Whole pickling spices in 5 and 10c. tins. Some fine lines of Cloves, Ginger, Cinnamon, Pepper, Turmeric, Celery Seed and Mustard Seed.

Each line selected with a view to giving perfect satisfaction.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

BRANCH CANADA GROCERS, LIMITED.

Wood's Primrose Teas

THE CORRECT THING FOR ICED TEA.

SHOULD YOU BE ASKED

why this line of Package Teas bearing our trade mark and guarantee grows steadily in public favor, you may truthfully say:

It is the product of years of skilful test and selection.

Its excellence never varies in its high quality.

Every package is sealed air-tight, is full weight, and in such unique, convenient, attractive form as to sell readily.

It carries a system of introduction and sales extension most valuable to the dealer.

It has been given a name which stands for something and has a widely known reputation for reliability.

Still you have not told half that might well be spoken in favor of Wood's Primrose Teas.

THOMAS WOOD & CO., 428 St. Paul St., MONTREAL.

To Grocers Wholesale Co. Hamilton 13 page 85

GROCERS' WHOLESALE CO. Limited — UNITY AND QUALITY — HAMILTON.

REGISTERED. Trade Mark.

Salmon to arrive,

"Unity and Quality."

None better packed.

GROCERS' WHOLESALE COMPANY, Limited

HAMILTON.

Correspondence Solicited.

EXHIBITION

We cordially invite our stockholders to make use of our offices while in the city.

We should also be pleased to meet any grocer interested in buying his goods right, and we can soon show you how we can save you money.

CANADA BROKERAGE CO., Limited,

Phones: 2282 } Main 870 }

48 Wellington St. East, - - TORONTO

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

IF members of Parliament have to be content with a little less than nectar and ambrosia for drink and food, they at least enjoy a great variety of intellectual fodder. The bill of fare of the week just ended has surely been varied enough to satisfy the most exacting. For a heavy dish the Transcontinental Railway has continued to be served up with great regularity, but, judging from the much slimmer attendance in the House, the political palate has become somewhat dulled to it. Then there has been the revival of the question of provincial rights in the Railway Committee in connection with the Toronto and Hamilton Electric Road, but the greatest change from the piece de resistance, of which we first spoke, was provided by the order paper in connection with a question placed thereon by an honorable member whose soul thirsts for information as to the food provided for the officers of the Dominion Government steamer Quadra, and the amount charged them therefor. The fourth question of the series propounded is this: "Is the following the bill of fare for the officers' mess on the Quadra?" Then follows a whole page of recital of toothsome dainties, ranging from pork and beans to plum pudding, given with great detail, for every day in the week, and for each of the three meals of the day, and question six is: "Has the Government taken steps to ascertain whether the meals can be furnished at 11c.?" We wonder which one of the members of the Government should charge himself with this task. Had the question been as to the results upon the bodies of the officers who partake of these seasoned dishes, the duty would very properly have been upon the Minister of the Interior. As the question is in part one of expense, we fancy that Mr. Fielding should drop the financial aspect of the G.T.P. contract for the present and devote his attention to this important matter. Since, however, good food well served conduces very much to the dignity of any great political function—as witness the Lord Mayor's banquet, the dinner to Mr. Gamey in Manitoulin, and the lunch to Mr. Stratton in Peterborough—it may be argued that the Secretary of State should take a strong hand in the subject matter of this case. Now, the amount eaten by each officer will have much to do with the ability to furnish his rations at 11c., and, so, the Minister of Inland Revenue will certainly have to invoke the aid of his weights and measures department, while the Minister of Marine and Fisheries cannot escape the duty of furnishing an expert opinion as to the primary cost of "salt cod, fish patties, salt herring, and fresh fish," all of which appear upon the bill of fare. In a word, we may say that nothing likely to involve so many members of the Cabinet has for a long time appeared in the political arena at Ottawa, and there is a chance of recovering that lost prestige in the interest of the country which seemed so hopelessly to have passed to the Ontario House during the session that has just closed there.

* * *

It is an undoubted fact that the debate on the new transcontinental line has been an extremely good one from the standpoint of the quality of the speeches made. Each member who took the floor realized that he was going on record in connection with a matter which marks another epoch in Canadian affairs, and careful preparation, with the good fruit it usually bears, was the result. In spite of the good average sustained, however, it was only natural that interest should flag. Each speaker no doubt produced some original idea or other, but the chief features were early pointed out by the leaders, and those who followed were doomed to repetition or the promulgation of minor points. This being the case, it is no wonder that interest veered from affairs at the political capital to the doings of the congress of the chambers of commerce in the commercial metropolis, and, while these were, it is true, concluded last week, there has been more talk and discussion of the events which happened there during the week just ended than when they were actually in progress. The reason is not far to seek:—Digestion has been going on.

* * *

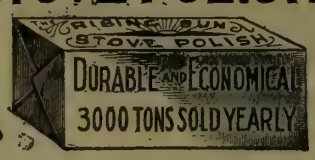
We shall not attempt to discuss the various trade resolutions up for consideration in Montreal. The daily papers have kept us excellently supplied, both in news and editorial comment, with regard to them, but a few lines as to the impression created by the speeches at the great banquet, with which the sessions closed, may not be without interest. Naturally most attention was paid, so far as Ottawa criticism went, to the utterances of those gentlemen with whom we are familiar here, and it is with them we propose to deal.

* * *

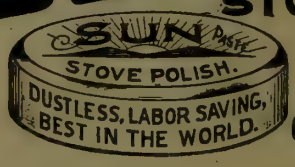
The effort of Lord Minto has been very highly spoken of. We feel that our Governor-General has not been sufficiently appreciated as a public speaker. Of retiring disposition, he has perhaps made less use of his abilities in this direction than we could have wished, but, where he takes time to prepare, he rises to the occasion in a most creditable manner. The writer of these lines had the pleasure of hearing him in London, England, at the Dominion Day banquet at the Hotel Cecil during the Coronation festivities, and though he spoke in "fast company," to use a sporting phrase, he was not far behind the best upon that great occasion. In reading his Montreal speech, one notes that while he is full of enthusiasm for Canada—so full, that he states he would be proud to be called a Canadian (a long step surely for a Scotchman)—he is keen for the closest possible connection with Britain, consistent with the continued independence of our political institutions. That manliness of sentiment, so distinguishing a characteristic of Canadians today, is freely expressed by His Excellency when he says: "My opinion is that the days of colonies have gone by. We have reached the day of young nations." We can, after all, readily understand this warm Canadian feeling in Lord Minto. He came to this country as a young man some 20 years ago, and almost immediately bore a part in preserving our great heritage, serving gallantly with the Canadian volunteers in the Riel Rebellion. His experiences thereafter in the Canada of that day are very well described by himself in his speech. After a few years of absence he came back as our Governor-General, and, as such, he has had splendid opportunities of viewing the Dominion in all parts—opportunities of which he has well availed himself.

His peroration is well worthy of verbatim quotation. It is as follows: "What is to be our choice? A mighty empire—a brilliant constellation of nations—united in common interests; disseminating throughout the world the

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

spirit of free institutions and liberal ideas; proud of a glorious history and confident in the promises of the future—or gradual estrangement of that empire's component parts and its ultimate disintegration."

* * *

Probably the most interesting figure at the banquet was that venerable statesman Lord Strathcona. While not a Canadian by birth, and, like so many more in Canada, claiming the Land o' the Heather for his origin, he can surely be claimed by us, since he came to this country 65 years ago, and his history and prosperity are indissolubly bound up in that of the Dominion. It must have been absorbingly interesting to hear this old man, with faculties all alert, telling from his personal experience of the things that had been before most of those present had seen the light of day; and the way in which he wound up his statement as to his lifelong faith in Canada, "Depend upon it, you will make more out of anything by thinking well of it than by thinking ill of it," evinces a homely but wonderfully wise philosophy of life.

Even upon such an occasion as this Lord Strathcona did not forget to say a good word for Canada along commercial lines, and his pointed remark to the British guests: "You will see that this is a good country in which to invest your money; much better than in foreign countries," is one which should be productive of good results, and upon which his auditors will do well to ponder.

* * *

Thus far we have been speaking of the speeches of gentlemen who are Canadians in sentiment; now we come to those who, to use Kipling's phrase, are the "native born," and, first, of the Prime Minister. It is generally conceded that Sir Wilfrid was at his best, and almost every one in Canada now knows what that means. It is matter for congratulation that his health is now so fully restored that there seems no further cause of anxiety for it, and so we may feel assured that for years to come on all great occasions such as this we will have one who will be unexcelled as an orator, be the others present who they may. We know that Englishmen are by no means effusive; in fact, we often think they are over-cold in all except what pertains to their own country, so we may take it that Sir William Holland meant what he said when he remarked "I beg to say that we are deeply grateful to you, Sir Wilfrid Laurier, for the magnificent oration in which you proposed the toast," and, again, "I count it an honor to be allowed to respond to a toast which has been proposed by a statesman whose influence in the Mother Country is only less than his influence in Canada."

The position taken by the Prime Minister was in no way different from that assumed by him on the occasion of the colonial conference last Summer, and that it is the true one, past cavil, must be apparent to those who read the speech of Mr. R. L. Borden, in which he generously endorsed the attitude of Sir Wilfrid. He spoke with no uncertain sound, and it was necessary that he should do so, for we cannot afford to have our English guests go away with any false ideas of Canadian sentiment in this regard. We can summarize the matter no better than by taking a clipping from the speech itself, as follows: "If we are to obtain from the people of Great Britain a concession for which we would be expected to give an equivalent, and if we are to obtain it also at the expense of the sacrifice of some of our political rights, for my part, I would simply say, let us go no further, for already we have come to the parting of the ways. Canada values too highly the system which has made her what she is to consent willingly to part with any part of it for whatever consideration, and, even, Sir, for the maintenance of the British Empire, I think it would be a most evil thing if any of the colonies were to consent to part with any of their legislative independence."

Mr. R. L. Borden spoke in his usual manly, temperate way, and the manner in which he endorsed the sentiments of the leader of the Government as to local autonomy clearly proves that so far as this goes there is but the one feeling in the country. His statement as to his trip in the West last Summer was most graphic. He said of it: "Last year I travelled more than 10,000 miles in the western part of Canada, and I don't know one-third of that great country yet. You will go through the country on Pullman cars, and you will come back, but do not for one moment imagine that you know the enormous splendor of the resources which we have in Canada, and how great an inheritance this is to its own inhabitants and to the Empire." Mr. Borden devoted more attention than did Sir Wilfrid to the necessity of independent action with regard to our manufactures, and, in this respect, his speech was the complement of Sir Wilfrid's as to legislative independence, the two speeches taken together covering the ground so admirably, that one might almost think the rival leaders had been in friendly conference before the banquet. The Montreal Star well expresses the general feeling toward Mr. Borden when it says in the letter of a correspondent, "His striking personality and thoughtful words gave the impression of vast reserve power and forceful purpose."

* * *

Canada is indeed fortunate in her great resources, in her climate, and in her people; but, perhaps, there is nothing about which we have more cause for thankfulness than the men who lead her two great parties to-day. Both are true Canadians. Both are honest beyond the breath of suspicion, and whichever rules the destinies of the northern half of this continent, will bring to his task a lofty patriotism and a breadth of view that are indispensably necessary at a time when we will be called upon to build the foundation of a future national greatness which will be excelled by no nation of ancient or modern times.

SPICES.

We do not ask you to buy **L. P. & Co.** goods on **reputation.** Buy on their **merits.** We guarantee absolute purity of best quality.

Lucas, Steele & Bristol, - Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

A SNAP IN COFFEE.

To start the Coffee season which now opens—for TEN DOLLARS we will ship you one hundred pounds of a well roasted coffee—a really good blend—rich, thick and flavory, well worth $18.00. The merchants who wrote for our 15c. Ceylon Tea were more than pleased. Encourage this system and we will place cash buyers right ahead of their competitors. Rings and combines work dead against the cash buyer.

STANDARD SPICE AND COFFEE MILLS.

LUMSDEN BROS., PROPRIETORS, HAMILTON.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

SAME AS YOUR GRANDMOTHER MADE.

Absolutely Pure Jams.

That is what Goodwillie's are. Put up in pint glass gem jars, nicely packed, one dozen to a case.

STRAWBERRY,
RASPBERRY,
CHERRY,
PEACHES,
PEARS,
PLUMS,
RED CURRANTS.

Packed on the Goodwillie Gardens, latter situated in centre of the renowned Niagara Fruit Belt.

Get your order in before the best assortments are sold.

JAMES TURNER & CO., Wholesale Grocers, Hamilton.

DOMINION EXHIBITION, 1903.

If in the City during the Exhibition call and see us.
Our Travellers will be here to welcome you.

THOS. KINNEAR & CO.,

Wholesale Grocers — **49 Front East, TORONTO.**

ONE CASE
SNIDER'S
CATSUP FREE.

WITH EVERY FIVE CASES OF **SNIDER'S TOMATO CATSUP**, PINTS, WE WILL GIVE ONE CASE PINTS FREE, THEREBY REDUCING THE COST TO YOU AND CORRESPONDINGLY INCREASING YOUR PROFIT.

THIS OFFER IS SUBJECT TO WITHDRAWAL WITHOUT NOTICE.

ORDER QUICK.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS' AGENTS, TORONTO.

Business Changes

ONTARIO.

Geo. Giles, grocer, St. Thomas, is advertising his business for sale.

The J. A. Cole Crockery Co., wholesale, London, have gone out of business.

Robinson & Co., general merchants, Blenheim, have sold out to H. L. Stratton.

Hand & Phillips, grocers, Ottawa, have dissolved partnership, and A. Phillips will continue.

Homer Stableford, baker and confectionery dealer, Watford, has assigned to W. S. Fuller.

Ross & Maybee, general merchants, Cobden, have dissolved partnership; J. E. Ross continues.

McIntosh, Huston & Co., general merchants, L'Orignal, have been succeeded by M. A. Astle & Co.

C. L. Stafford, general merchant, Shedden, has sold his dry goods and grocery stock to Mark Wallace.

The Star Grocery and Supply Co., (Chas. C. Treadway, prop.), Sudbury, has assigned to Clary & Buchanan. There will be a meeting of creditors on Sept. 8.

QUEBEC.

Jas. P. Galibois, grocer, Quebec, has assigned.

J. W. Marchand, general merchant, Beauharnois, has assigned.

The assets of the grocery business of George Hobson, Montreal, have been sold.

The assets of the grocery business of Pierre Meunier, Montreal, have been sold.

The grocery stock of Joseph Brouillet, Montreal, has been damaged by fire; insured.

Consent of assignment has been filed for Arthur Chouinard, tea merchant, Montreal.

E. Galarneau, tinsmith and grocer, Pont Rouge, has assigned to Lefebvre & Taschereau.

A meeting of the creditors of Henri Dessaint, grocer, Montreal, was held on September 3.

V. E. Paradis has been appointed curator to J. L. Aubert, general merchant, Thetford Mines.

The assets of the general business of J. M. Couillard, St. Martine, were sold on September 4.

A meeting of the creditors of J. A. Lacerte, general merchant, St. Severe, was held on August 28.

A meeting of the creditors of Calixte Beaudry, general merchant, St. Nazaire, was held on August 27.

Ernest Chaput, grocer, Montreal, has assigned; and there was a meeting of the creditors on September 2.

J. T. Paradis, general merchant, St. Anne de la Perade, is offering to compromise at 20c. on the dollar.

NOVA SCOTIA.

E. H. Kirby & Co., grocers, Isaac's Harbor, have assigned.

MANITOBA AND NORTHWEST TERRITORIES.

W. J. Wright, general merchant, Stonewall, has sold out to P. J. Foley & Co.

Norman Boehmer, general merchant, Didsbury, has assigned to J. A. Banks, Calgary.

The general merchandise of the estate of Beesley & Co., Maple Creek, has been sold by the sheriff.

BRITISH COLUMBIA.

Taylor, Smith & Co., grocers, Crofton, are offering to compromise at 70c. on the dollar.

T. S. McPherson, grocer, Nelson, is opening a branch store at Poplar Creek.

McDonald & McPhee, general merchants, Sandon, have commenced business.

T. W. Welch & Co., grocers and provision merchants, Vancouver, have been succeeded by A. Des Brisay.

LIME JUICE ISLAND.

Editor "Canadian Grocer:"—Referring to your statement on page 51 of your last issue of "The Canadian Grocer," this reminds us of a statement made in a French trade journal some time ago, that Missouri was the largest olive oil producing country in the world. When you say that this tiny island,—designated by you: "Lime Juice Island," produces nearly all the lime juice in the world, we want to say that it does not produce one-tenth. Our own plantation, which is not on "Lime Juice Island," produces more than 70,000 gallons, and is but one of several. We are not writing an advt. on lime juice, but as we are the largest refiners of lime juice in America, and know whereof we speak, we could not allow your statement to pass unchallenged: unless it is a paid advt., and as such it does not appear.

Simson Bros. Co., Ltd.
Halifax, August 18.

Remarks:—The paragraph referred to by Simson Bros. did not originate with "The Canadian Grocer." As will be seen by a reference to the article itself, it is copied from and credited to The Indianapolis News. We are, nevertheless, pleased to give publicity to the above information.

The right thing in the right place is a jar of **UPTON'S** Jam, Jelly or Marmalade on your counter being wrapped for a customer.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS,
TORONTO.

We invite you to make your down town headquarters with us during your visit to the city. Our staff and services are at your disposal.

THE

Davidson & Hay,

LIMITED,

36 Yonge St.

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Colonial Butter in Britain.

THE SCOTTISH TRADER in a recent editorial remarks that the protectionist proposals of Mr. Chamberlain are at least having the effect of educating the British people as to the source of their food supplies. Statistics, so dearly loved by the Briton, have shown conclusively the important place taken by Canada and New Zealand in supplying the Motherland with dairy products.

"Formerly," says The Trader, "'Our Lady of the Snows,' as people were wont to call Canada in their unenlightened days, devoted her dairying mainly to the production of cheese, and the makers paid such heed to quality that they became our chief source of foreign supplies. Other things, such as cooked meats, have ousted cheese from the prominent position which it previously occupied in households, and the Canadian dairy farmers wisely turned their attention largely to buttermaking. Here perseverance and careful study have also brought the quality up to a high standard, how high can only be fully appreciated by those who recall the fiery-flavored, often rancid, stuff which came here as butter from the United States a quarter of a century or so ago. The result of the Dominion's enterprise is shown by the fact that whereas only 2,197 tons of butter were exported to the United Kingdom in 1894, no fewer than 13,238 tons were exported during the year which ended in June last. New Zealand, which possesses many advantages as a dairying colony, also occupies a foremost place as regards the quality of butter; her exports to the United Kingdom have, however, only increased from 2,305 to 8,534 tons during the period mentioned—that is to say, less than fourfold against Canada's sixfold. So far as the consumer is concerned, this competition from various parts of the globe has had the very satisfactory result of keeping the price of the finest grade of butter several pence below the figures it used to reach in the days when we were almost entirely dependent upon Denmark for choicest qualities. There is one point in connection with our butter supply which is worthy of serious consideration. Last year 22,924 tons of butter were imported from Canada, New Zealand, and Australia. Under what name is that butter sold? Danish and Irish are familiar labels in provision shop windows, but what about Dutch, Russian, Swedish, Canadian, New Zealand, and Australian butter? None of the exporters from these countries have reason to be ashamed of their butter, and they ought to insist that it be sold under its real name. Consumers, too, have an interest in the matter; they should have opportunity for judging of the relative merits of these butters. Surely this is a case for putting the provisions of the Merchandise Marks Act into operation, and our colonial governments ought to compel the authorities at home to do so. Every country's produce should be sold under its real name, and stand or fall on its own merits."

Our Export Provision Trade.

CANADA'S export trade in all lines of provisions is advancing at a most gratifying rate, as may be gathered from the trade returns for the last fiscal year.

Of butter, we in 1901 exported a value of $3,295,663, produced in this country; in 1902, $5,660,541; and in the last fiscal year, $6,954,618.

Our exports of cheese manufactured in Canada in 1901 amounted to $20,696,951; in 1902, to $19,686,291, and in 1903, to $24,712,943.

We sent abroad bacon and hams to the value of $11,778,116 in 1901; $12,103,793 in 1902, and $15,906,334 in 1903.

In each case Great Britain was our largest customer, the amount for last year in the respective classes being: butter, $6,551,014; cheese, $21,620,004; bacon and hams, $15,873,739.

Canada's Cattle Exports.

The arrivals of Canadian cattle at Liverpool to date so far this season have been 91,000, together with 30,000 sheep. This is double the supply for the corresponding period of last year. Agitation is being renewed by the chambers of commerce of the United Kingdom for the removal of the embargo at least in the case of Canada.

Making of Fancy Cheese.

Mr. D. Ramsun, a Norwegian, is at Ottawa making inquiries as to Canadian dairy conditions. Mr. Ramsun has been connected with dairying in Norway and Denmark, and proposes to introduce the systems in vogue in those countries into Canada. He will bring a staff of professors from Denmark, who will conduct dairying schools in different parts of Canada and teach Canadians the art of buttermaking and fancy cheeses as they are made in the countries where he has been engaged during his career as a dairyman. This should prove a most important innovation in Canadian dairy circles.

Siberian Pickled Beef.

A despatch from Berlin says that ten tons of pickled beef have arrived in Berlin from Siberia, being the first consignment from German butchers who went there some time ago to establish slaughtering houses to supply the German trade. Advantageous arrangements are reported to have been made with the Russian Government regarding the transportation of the meat, which is said to average in cost a fraction less than 5c. a pound. It is expected that enormous quantities will be received when the plans are fully carried out.

The Cheese Markets.

Belleville, August 29.—At the meeting of the Cheese Board held here to-day, 2,700 boxes of cheese were registered. McGrath offered 10⅜c. on board, and got 1,860.

Cowansville, August 29.—To-day 42 factories offered 2,241 cheese, 18 creameries offered 1,240 boxes of butter. Duckett bought 416 boxes at 10⅝c., 64 at 10 5-16c., and 27 at 10¼c.; Fowler, 259 boxes at 10 5-16c., and 59 boxes at 10 5-16c.; Allan, 87 boxes at 10⅜c.; McPherson, 53 at 10 5-16c. and 207 at 10⅜c.; Willer, 216 at 10 5-16c.; Brice, 110 at 10 7-16c.; Alexander, 303 at 10 5-16c.; all sold. Dalrymple bought 57 boxes butter at 19c.; Brice, 913 boxes at 19½c., 60 at 19¼c., and 30 at 19⅜c.; Hodgson, 43 at 19¼c.; Hugh Allan, 37 at 19¼c.; and Willer, 70 at 19⅜c.; 30 boxes unsold.

Cornwall, August 29.—At the Cornwall Board 1,077 white, 1,065 colored, and 50 American were boarded; white at 10½c. and 10⅝c., and colored at 10 9-16c. and 10⅝c.; American, 10½c. Sales were—Hodgson Bros., 1,114; Jas. Alexander, 796; A. W. Grant, 91; T. S. Williamson, 28; unsold, 163.

Alexandria, August 29.—At the Cheese Board this evening 1,296 cheese were boarded; 759 white and 538 colored; all were sold to Welsh at 10⅝c.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We are now prepared to supply to the trade, carefully packed, Beef and Pork products.

Canned Goods,
Barreled Pork,
Barreled Beef,
Smoked Meats,
Hams, Bacon,
Lard, etc., etc.

We also handle Butter, Eggs, Cheese and all kinds of farm produce.

Our "Beech-Nut" Hams and Bacon are delicious.

SEND FOR PRICE LISTS.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

FEARMAN'S

ENGLISH BREAKFAST BACON . . .

has the highest reputation for quality. This is what one of our customers says about it :

"After trying many brands of Smoked Bacon, experience overwhelmingly demonstrates the fact that Fearman's English Cure is superior to any brand cured in Canada."

That is a good testimonial from a good customer. If you have not had our Bacon in your provision store let us have your order, and you will agree that the above endorsement is not undeserved.

F. W. FEARMAN CO., Limited
HAMILTON, ONTARIO.

Mess Pork,
Short Cut Pork,
Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED
PORK PACKERS,
TORONTO, ONT.

London, August 29.—Fifteen factories boarded at the London Cheese Market on Saturday afternoon, the offerings being as follows: Boxes—Fern Hill, 90; Proof Line, 250; Ballymote, 130; Mapleton, 200; Firby, 130; Kintore, 260; Gladstone, 225; Thompson's, 320; Belmont and Westminster, 200; Blanshard, 155; Burnside, 200; Appin, 150; Napier, 110; Lyons, 200; Siftons, 390; total, 3,010. The bids were 10⅛, 10¼, 10⅜, 10½, 10 9-16 and 10⅝c. Fern Hill sold at 10 7-16c., Proof Line at 10½c., Mapleton at 10⅝c., Kintore at 10½c., and Thompson's at 10½c.

THE PROVISION MARKETS.

TORONTO.

THERE have been no particular features to the provision markets this week. The demand for cured meats has been well maintained and prices generally have been firm. Roll bacon was a little easier, but shoulder mess has strengthened with the depletion of stocks. Lard is weak, but no break in quotations has occurred. Purchasers are buying from hand to mouth. We quote:

Long clear bacon, per lb	$ 0 10	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	....	0 11½
Medium hams, per lb	0 14	0 14½
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	0 15	0 15½

REFRIGERATORS Useful to every one. 40 different styles. Silver medal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,
Merchant and Manufacturer,
3167 to 71 N. Dame St. **Montreal, Can.**
Write for Illustrated Catalogue.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.
HAMILTON and WINNIPEG.

Heavy mess pork, per bbl	19 00	20 00
Short cut, per bbl	21 00	22 00
Shoulder mess pork, per bbl	16 00	17 00
Lard, tierces, per lb	0 9⅛	0 09⅜
" tubs "	0 09⅜	0 10
" pails "	0 10	0 10⅛
" compounds, per lb	0 08½	0 09½
Dressed hogs, light weights, per 100 lb	8 25	8 75
" " heavy "	7 25	7 50
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 55
Mutton	5 00	7 00
Lamb	8 00	8 20
Veal	7 00	8 00

MONTREAL.

A good volume of business in hog products is reported this week. As will be noted, Canadian short-cut mess pork is a little lower. For lard there has been a very fair inquiry this week, and the demand for smoked meats is excellent, chiefly for hams and bacon. Canadian bacon is still in good demand on the English market, and the export trade continues steady. We quote:

Heavy Canadian short cut mess pork	$19 00	$20 50
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 14	0 15
Hams, per lb	0 13	0 14

Lard is unchanged. We quote:

"Boar's Head" brand	0 08⅝
Carloads, less	0 00⅛
60-lb. tubs, over tierce	0 00½
20-lb. tin pails, "	0 00½
20-lb. wood " "	0 00½
10-lb. tins, "	0 00⅝
5-lb. tins, "	0 00¼
3-lb. tins, "	0 01
Pure lard, in pails, 20 lb	1 95
" in tubs, 50 lb., per lb	0 09⅛
" in tins, per lb.	0 10⅛ 0 10⅜

ST. JOHN, N.B.

In barreled pork prices are rather firmer, one reason being that the cheaper grades are getting out of the market; there is a better demand. Barreled beef also moves more freely. Prices show little change, but the market is quite firm. Pure lard is very low; there is a fair business and quite full stocks are held. Refined lard is finding an improved sale; the price of this grade is held rather firmer than pure. In smoked meats a light sale is reported. Sausages are now offered. We quote:

Mess pork, per bbl	$19 50	$20 00
Clear pork "	17 50	18 00
Plate beef "	13 00	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 08	0 09
Mutton "	0 05	0 07
Veal "	0 05	0 06
Lamb "	0 07	0 07½
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 10	0 11
" " pails "	0 10½	0 11¼
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 09¾
" " " pails "	0 09¾	0 10

DAIRY PRODUCE

TORONTO.

BUTTER.—Creamery prints of extra quality are firmly held at quotations. Solids are weak and inferior qualities are featureless. No particular change can be noted from last week. We quote:

	Per lb.	
Creamery prints	0 18	0 20
" solids, fresh	0 18	0 18½
Dairy rolls, large	....	....
" prints	0 15	0 16
" in tubs, best	0 14	0 15
Under qualities	0 11	0 13

CHEESE.—The easiness reported last week was not of long duration and cheese has advanced again. The only cause that can be alleged is speculative buying, as there is no change in the foreign market to warrant the advance. On Monday 10½c. was paid at the Kingston board and buyers in that district were taking all they could get at that price. We quote;

	Per lb.	
Cheese, large, new	0 10½	0 10⅝
" twins, new	0 11	0 11¼

MONTREAL.

EGGS.—Deliveries are commencing to come forward more freely. There is a decided improvement in the quality, which should increase consumption. Local trade continues good. The export inquiry has not been very free during the past week, therefore the buying price in the country has remained about as it was. Locally, 15 to 16c. is being obtained for straight stock; 17 to 18c. for selected.

BUTTER.—During the past week there has been a decidedly firmer feeling at the country boards, at Cowansville and St. Hyacinthe on Saturday a marked advance being shown; but so far this week it has been impossible to obtain any advance over the cable. The local trade still continues to take its usual quantity, but the absence of an export demand makes the buyers uneasy. So far this season the market has been a most remarkable one: never, at any time, has the English importer shown any disposition to buy. Although in previous years the importer has expressed the opinion that he would not be a buyer, still, before the season was barely commenced, he was found operating freely. This year, however, has been an exception; any business which is being done is in a hand-to-mouth way. Weekly reports from England offer no encouragement for speculators. Local demand for finest goods is unchanged: 19 to 19½c. Dairy butter is lower, 14½c. being the highest price obtainable in large lots.

CHEESE.—In our last report we noted a decline in the market, but, contrary to the expectations of the trade generally, there has been a reaction, and this week shows sales at the factories at from 10¾ to 10⅞c. It is impossible to know what the outcome will be. The English importers have followed the advance up until the last, but whether they will continue to take cheese is another question. If the demand ceases there will be in all probability a break in the market. Against this, however, is the fact that the season is now well advanced, and practically the only cheese left unsold is the current make, which for the next six weeks will be the best of the season. The jobbing trade is being done on the basis of 10½ to 11c.

ST. JOHN, N.B.

BUTTER.—Prices keep low. There has been a rather better demand, but receipts are quite large, and considerable stock is offered. Quality must be extra to bring best price quickly. There has been more creamery than usual made this Summer in New Brunswick, but the market is dull.

EGGS.—Little change in price is noted; the market is perhaps rather firmer. The supply is received chiefly from Prince Edward Island.

CHEESE.—The make of cheese in New Brunswick this year has been larger than usual. Good prices have been obtained. At present the market is rather higher. Factories have largely shipped their early cheese. There is a difficulty in getting box stuff. We quote:

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 16	0 18
Eggs, new laid, per doz	0 18	0 20
" case stock, per doz	0 15	0 16
Cheese, per lb	0 10	0 11

Handle Only the Best!

GILLETT'S PERFUMED LYE

is the **Standard** article.

There are many imitations of it being offered, **Refuse them** and handle only the original and **Best**, the kind that pleases your customers and gives you no trouble to sell.

Ask Your Jobber for it.

E. W. GILLETT COMPANY LIMITED

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When you have any

BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

LARD

Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

We have had frequent complaints from various parts of Canada that some retailers were removing the imprint from our "**Boar's Head**" brand of **Refined Lard Compound** and selling it as hog lard. Our "**Boar's Head**" brand of **Refined Lard Compound** is superior to any hog lard that ever went over the counter, and we positively will not permit any retailer to offer it in packages unless plainly marked **Fairbank's "Boar's Head"** brand, and if sold as anything else we will prosecute the offender.

Tierces -	400 lbs.	Pails, tin -	10 lbs.
Tubs - -	60 lbs.	" " - -	5 lbs.
Pails, wood	20 lbs.	" " -	3 lbs.
" tin -	20 lbs.		

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

A PEN SKETCH OF THE CANDID MR. GOURLEY.

By H. F. Gadsby.

SEYMOUR GOURLEY, member of Parliament for Colchester, N.S., is the most prominent meteor we have in Canadian politics. His advent was entirely unexpected, and to this day no one presumes to gauge his orbit.

The story runs that when Gourley decided to contest Colchester in 1900, Sir Charles Tupper politely asked him to "go away back and sit down." Gourley replied that he knew whom his country needed better than Sir Charles did, and the event really seemed to prove that Gourley knew what he was talking about. The Conservative organization in the county reasoned with him, also counseling the mute, inglorious life of a private citizen. They pointed out how hopeless was the prospect of wresting the seat from Freeman McClure, the Liberal candidate. They threw all the cold water they could on his fire. But the meteor soul of Gourley burned on. He told them that he scorned Tupper, and snapped his fingers at their fears, and said that if the machine didn't work for him he would do without it. Both by conviction and by tradition he was a Conservative. The people knew that. If his party put up another candidate, he would bite his way in on his own account and detach enough votes from the nominee of the convention to let the Liberal slip in. At this juncture everybody surrendered to Gourley. Like Caesar, he came, he saw, he conquered, he was elected. All of which goes to show that Gourley is a great man because he can take opportunity and choke it till it's black in the face. Your truly great man moulds circumstance; he does not wait to be moulded by circumstance. In the way he dealt with the Conservative party in Colchester, he appears to have been actuated by the same spirit as that famous Roman general Sertorius, who never shirked a battle because the omens were bad. He simply invented new ones that would do the business, and won out every time.

When Gourley came to Ottawa he behaved exactly like a man of destiny. There was a certain aloofness about him which showed that his was a superior nature. He could not bear the sordid details of politics. Having trodden the Colchester clique under foot he hastened to forget the stepping stone on which he had raised himself. He did not blaze forth in the House. He was biding his time. But privately he would discuss nothing less than continents and world movements. It was evident that his was a master intellect, handling everything in the large. One of his most godlike attributes was a pervading absent-mindedness. He would take soup twice, being under the impression that he had not had it once. He would place his cigar carefully in the soap-dish and throw the soap out of the window. Once, indeed, he went to church on Saturday, which indicates that his thoughts are generally twenty-four hours ahead of the rest of the world. It was only when the verger admonished him that he had jumped a day that he would consent to retire. Up to that moment he had wondered why Ottawa was so tardy in its devotions. The incident was a trifling one, but it demonstrated to all and sundry that here was a fine, impetuous, proleptic personality that was going to make itself felt.

It also came to be known that Gourley was highly original. It had been noticed that he insisted on viewing the world from his own corner—which is, of course, what originality comprises,—but the pivotal episode occurred in No. 6, the Conservative smoking room, when Gourley was conversing with some of his friends. Gourley's seven-year-old son was with him, and Gourley's theory of education is that the legitimate curiosity of every child should be satisfied as far as the resources of the parent or instructor will allow. The topic under discussion was independence and independents in Parliament.

"Father," said this little pitcher, which had the usual amount of ears, "What is an Independent?"

"An Independent, my son," here the fond father beamed on his precocious offspring, "An Independent is generally a blankety blank scoundrel."

Anecdotes like these soon made Gourley a marked man. It was apparent that presently he would say something brilliant and startling like a Catherine wheel. In short, this meteor was bound to coruscate. Meanwhile Gourley showed that he was an immortal by his indifference to costume. Emancipated intellects have always flouted the rules of the toilet. Socrates didn't trim his beard often enough; Diogenes dressed to suit his tub; Gourley dressed to suit himself. The daily newspapers have printed pictures of Gourley as he first impinged on the horizon of the capital. It being the depth of winter, the member for Colchester wore Arctics, which reached half way to his knees, striped trousers, a frock coat, over that a pea jacket, and perched on three hairs a Persian lamb cap at the proper military angle. What the critics seized on was the fact that the tails of this frock coat protruded some two feet beyond the limits of the pea jacket. It was only when Gourley, in the House of Commons, expressed his eternal readiness to step into the trenches against the hated Yankees that the scoffers realized what an ingenious compromise between comfort and occasion this costume of his was. Take off the cap and the pea jacket and there was the statesman en grande tenue, frock coat, cravat and all the rest of it! Take off the frock coat and the stand up collar; put on the pea jacket and the cap, and there was the soldier ready for hard work in the trenches. No doubt Gourley had figured out exactly how he could slip from one role to another by a few trifling alterations. His conduct in this regard reminds one of Napoleon, who used to bewilder his courtiers by his lightning changes of costume. One minute he would be in the throne room, slippers with gold buckles, silk stockings, white knickerbockers, and a flowered coat, the king; five minutes later he would be on the street, mounted, boots, spurs, chapeau bras, hand in his bosom, a scowl on his brow, the great hero and commander. The secret was that always ready in the next room was a pair of top boots, satin lined, which Napoleon exchanged for the slippers. The boots hid the silk stockings and disguised the knickers, which were of the regulation military color. The civilian thus became the soldier in a minute and a half if the boots went on easily and the groom had the horse at the door. Gourley's costume was built on the same principles.

As Summer waxes Gourley relaxes. That is to say, the military idea does not show so plainly in his clothing. It is natural in a being so original as Gourley that his martial ardors should burn more briskly when the weather is cold. As the mercury falls the flame of his spirit mounts and the soldier is revealed, the Yankee hater, the eagle snatcher. Gourley is more combative in winter because he believes that the Yankees will make a winter campaign of it. Consequently he must be ready to do trench-work at any minute. In Summer he can sink the soldier and let the statesman come forward. But statesman or no statesman, he must not be cribbed, cabined and confined in uncomfortable garments. When the days grow warm Gourley sheds his vest—as sure a sign of Spring as the first robin. June comes and the suspenders give way to the belt. July enters and the bowler hat surrenders to a linen slouch. But all this time Gourley has not parted with his morning coat, a tailed and sombre thing quite as impressive as a Prince Albert. Button this coat up and you forget the neglige. Unbutton it and you are arrayed for the dog days. The simple, almost Spartan utility of this arrangement is admirable. And if Gourley should be charged with eccentricity in these matters he can reply that Jabel Robinson, being invited to

A DOUBLE PROFIT

Royal Baking Powder yields a greater profit to the grocer in proportion to the number of cans sold than cheaper and inferior powders.

The profit per cent per can on cheap baking powders may look big—but if you will stop a minute to estimate the total profits on an equal number of cans of Royal, you will sell Royal every time.

Royal Baking Powder gives greater satisfaction to the housekeeper because it is pure and healthful and always sure in results.

You seldom have complaints about the flour, eggs, butter, etc., from a housekeeper who uses Royal Baking Powder. Why is this?

When you sell Royal you not only please your customers but maintain your reputation for selling only reliable goods.

This increases trade and swells your profits.

You profit doubly when you sell Royal Baking Powder.

dinner at the Speaker's, makes a practice of wearing top boots with his evening dress, hidden, of course, but unmistakably there as the bulge near the knee reveals. Indeed Ottawa encourages these daring incongruities. In really hot weather the aides at Government House affect silk hats, frock coats and duck trousers. At any time of the year almost you may see a Cabinet Minister attired in sack coat, silk hat, the other etceteras and tan shoes. The sergeant-at-arms and the usher of the Black Rod take their afternoon strolls in light tweed coats and black broadcloth trousers. Other exceptions are numerous. Perhaps Gourley is not so original as we at first imagined.

Gourley has been promoted rapidly since he came to the capital. After his first speech he was breveted Major; after his second he became Colonel; after his third he was General, where he sticks. He can't go any further unless Lord Dundonald moves out. Gourley is a doughty fighter. Samson himself could hardly kill more Philistines with his peculiar weapon than Gourley does. Gourley is by profession a Conservative. Only the other night he spoke scathingly of the dastardly Liberals who had approached the sacred shrine of the National Policy, stabbed it to the heart with sacrilegious hands and seized its cloak which was far too large, to conceal their faults. It will be seen from this that Gourley does not hesitate for words. On the contrary he suffers from an embarrassment of riches. But Conservatism represents only a small part of his politics. Gourley's outlook is continental, imperial, universal. He calls on geography to prove that if anybody is to be absorbed in North America it will be the United States. He believes resolutely in an Anglo-Saxon confederacy, in which the monarchy will prevail. We are to be the people under an emperor. Gourley is a United Empire Loyalist in the largest sense of the term. Until all the English-speaking nations are gathered under the aegis of Great Britain Gourley would have Canada vie with the United States in everything, tariffs, railroad building, naval and military defence, anything in fact that will put the Yankee nose out of joint. The republic is destined to be our enemy until the Empire swallows it. The curious part of Gourley's creed is that while he has a tremendous, almost sanguinary, enthusiasm for the cause of empire, he thinks very poorly of the fellows who are bungling matters in Downing Street. He says that Great Britain no longer breeds statesmen. Chamberlain is a ward politician. Balfour has no spine. Rosebery stands by with his hands in his pockets. What the Empire wants is new blood from the colonies, men, let us say, like Gourley, who will rise up in the British House of Commons, trample on their insular pride, take the conceit out of the hereditary peerage, flout their obsolete and lethargic institutions, and tell them how to manage the Empire in a truly imperial manner.

Towards the United States, which is meanwhile our hated rival, Gourley expresses the most bloodthirsty sentiments. Gourley has a soft voice and a mild brown eye. These prickly speeches of his are quite as surprising as honey in a lion's mouth.

Ottawa, July, 1903.

ORANGE CULTURE IN CALIFORNIA.

THE fruit industry of California was founded at the time of the establishment of the missions of the Franciscan monks, says Scientific American. As early as 1792 there were about 5,000 trees growing at the different missions. Apples, pears, oranges, lemons, limes, and olives constituted the greater portion of these trees. As they nearly all did well, they proved the possibility of fruit culture in California. The fruit era did not begin until about the time of the great gold excitement of 1849. Most of the emigrants to the state thought of nothing but gold; but a few of the more far-seeing obtained possession of some of the old orchards, and reaped a handsome profit by selling their fruit at the exorbitant prices that then prevailed.

Much of the land in California is especially adapted to the cultivation of citrous fruit. While by far the greater portion of the commercial crop of the state is at present grown in Southern California, the citrous fruit can be safely and profitably grown along the foothills of the Sierra Madre Mountains from San Diego to Tehama Counties, a distance of over 700 miles.

The method of propagating citrous trees such as the orange does not materially differ from that employed in the propagation of other fruit trees. One of the most difficult questions which the prospective orange grower must decide, is whether to use seedling or budded trees. The pros and cons of the question cannot be discussed here. The general tendency of progressive growers is to use only trees budded with thoroughly tested and approved varieties. Practically all the advance that has been made in improving citrous fruits by propagating and selecting seedlings, hybrids, and the like which produce superior or peculiar fruits, depends upon propagation by budding and grafting. The centre of orange culture in California is Oroville, in Butte County, about 450 miles north of Los Angeles. The climate is especially adapted for the cultivation of citrous fruits, and is so mild that the frost never injures the trees.

Throughout the Sacramento and San Joachim valleys orange trees are planted in bluffs or foothills in soil of a deep, gravelly, porous nature. So boundless is the market that, although thousands of young trees are yearly planted there is still room for more.

In preparing the land for orange cultivation, plowing and harrowing both ways is necessary in order to fit the soil for the orange tree. Irrigation is also necessary, because of the scant Summer rains. Water is piped to the lands in a common ditch with a gentle slope, and a regular flow of irrigating water is obtained. Since orange growing exhausts the soil in time, fertilizers, both natural and artifical, must be freely used. February, March, and April are the months when the ground is plowed and cross-plowed; afterward it is harrowed each way to within three feet of the trunks. The soil under the trees is cultivated by gangs of men. Trees are planted 25 feet apart, or 70 to the acre. Year-old seedlings are procured from the nurseries, which seedlings in three years attain a strong growth. When the trees are ready to bud they are pruned, all the upper branches being cut off, so that nothing but the forked stump, some three or four feet high, is left. Two T-like incisions are made in the bark, into which incisions the new bud is inserted. About two buds are inserted in each trunk. All superfluous growth is checked, and every atom of nourishment directed toward the development of the new graft. February and march is the time for pruning; September and October the time of budding. May, June, July, August and September are devoted to cultivation and general oversight. In November the fruit begins to mature, and all else is dropped in order to gather the crop. The gathering season is in full operation by the middle of the month; every man, woman, and child must work to pick, pack, and ship the ripe fruit.

Three years after budding, or six from planting the seedlings, the trees begin to bear. The first crop is 280, the second 420, the third still greater, and that of each succeeding year slightly more than its predecessor, if cultivation be never neglected. Neglect is promptly indicated by shrinking and discolored foliage and diminutive fruit.

The oranges cultivated are Washington navel and tangarines. Co-operation among the neighboring orchards provides for handling and shipping the riue fruit. A central packing house receives the fruit from the orchards. The highest grade is 80 to the box, diminishing to 96, 112, 126, 140, 150, 176, and 200 to the box. A hopper is employed, into which the fruit is dumped, the sizes being separated in passing down the incline, the fruit dropping in its proper opening.

FRICTION

A certain amount of friction is required to put a polish on your stove,
but you will avoid friction with your customers if you give them

JAMES' DOME LEAD?

W. G. A. LAMBE & CO., Canadian Agents.

WE WOULD LIKE TO SEE YOU DURING - - - **"FAIR TIME"**
IN TORONTO or LONDON.

TORONTO—From August 31st to September 12th.
Our Representatives—Messrs. Wm. Gray, T. C. Fleming, T. Johnston, A. E. Barbour and J. G. Wallace
will occupy warerooms at
62 Bay Street, - - TORONTO.

LONDON—From September 14th to 19th.
Messrs. Gray and Fleming
will be at their old quarters,
Room 3, Tecumseh House, LONDON.

CHINA
CROCKERY
GLASSWARE

The John L. Cassidy Co, Limited,
OF MONTREAL.

OPEN LETTER.

To the Retail Grocery Trade of Western Ontario:

DEAR SIRS,—We thank you for your past patronage, and wish to say that we are still doing business at the old stand, No. 156 Dundas street and 155 Carling street, and never were in better position to cater to your wants. In the last few years there have sprung up so many forms of Companies, Corporations, Associations and Combinations that it is difficult to foresee where these combinations are going to end. In fact the average Retail Grocer to-day does not know where he is at, or who he is dealing with. Now, to avoid any doubt on this matter, so far as we are concerned, we would respectfully ask you to send your orders to us, either through our travellers, by letter, telegraph or telephone, and by so doing we will be responsible to you, and you to us, and to no other person or persons. We will meet all legitimate competition, no matter from what source. We make a specialty of Black and Green Ceylon Teas, Japan and Indian Teas, Raw and Refined Sugars, New Orleans Syrups and Molasses, Canned Salmon, Japan and Fancy Rices, Currants and Raisins, Cereals, Cheese, Lard, etc., etc. We control for London certain leading brands of goods, such as the celebrated "Quaker Brand" of canned goods, Clover Leaf Salmon, and other lines for which we solicit your wants, and we will give your orders our best attention.

Yours very truly,

John Garvey,

Wholesale Grocer, 156 Dundas Street and 155 Carling Street, **LONDON, ONT.**

Features of the Dominion Exhibition

THE Dominion Exhibition was auspiciously opened Saturday afternoon by Lord Strathcona and Mount Royal, for despite the threatening and drizzling skies a large crowd braved the rain to be present on opening day. The occasion was a memorable one. It was a happy idea in pursuance of which our High Commissioner to London was invited to open this, the first Dominion Exhibition. His life has been a great Canadian epic. In sixty-five years the Scottish youth passed through all the gradations from Hudson Bay Company clerk to factor, director, president, member of Parliament, High Commissioner to London and Peer of the British Empire. In sixty five years the little straggling band of discontented and rebellious provinces have passed through all the gradations from poverty and dependence to our present proud position of local autonomy and universal prosperity. It was eminently fitting that this man should open an exhibition the object of which is to show to ourselves and to the world the advancement we have made in all the arts.

Great things have been expected of the Exhibition this year. The fact that it was to be not a provincial, but a Dominion affair, that the Dominion Government had made a liberal grant to assist in making it a success, that His Majesty King Edward had been graciously pleased to loan the jubilee presents, all contributed to heighten the usual interest taken in this great annual exhibition.

The directors have made great efforts to meet these expectations, as the numerous new buildings and improvements show. Of course the fine new steel and brick Manufacturers' building overtops all others. Overlooking the lake, and surrounded by the Departmental buildings, it is the centre of attraction for all visitors.

Hither through a pelting rainstorm a representative of "The Grocer" wended his way Monday afternoon, bent on the everlasting search for something new. He found it. Monday was Children's Day. The rain had driven them to cover, and they were driving their elders—to distraction. Thinking he had come to the Machinery Hall by mistake, the scribe was for turning back into the rain, when he discovered the cause of the tumult. At length the weather faired up, some of the children got out, and the scribe was able to get in.

The building is even more imposing inside than out. The great arched roof gives a splendidly clear space in the centre, but, unfortunately, the great steel supports seriously mar the appearance of many of the stalls around the outer aisles.

The new building was, needless to say, filled to its capacity, and the ensemble was one of which a Canadian might well be proud. Nine-tenths of the exhibits were, of course, of Canadian manufacture, a fact which the sight-seer was unable to overlook, for the Canadian Manufacturers' Association, with commendable enterprise, had made a lavish distribution of handsomely embossed cards bearing a maple leaf and the pregnant words MADE IN CANADA. No matter where one might look, he was confronted by this device.

Turning to the right, "The Grocer" representative edged his way through a crowd of surging Young Canada to a booth festooned with red and white bunting, where a young man with a winning smile and two or three white-aproned lady assistants were explaining to an inquiring public the virtues of Libby's canned meats. Further on the crowd were making frantic efforts to reach a pretty girl, who was distributing samples of potted cheese on a buttered cracker. The scribe joined the crowd. "MacLaren's," she said, as he sampled the miniature lunch. Carling's were next, but, unfortunately, they were not giving samples; nor, indeed, were Labatt's, across the way. After the cheese—but that's another matter. Jones, who accompanied the scribe, was meanwhile examining the jellies and fruit extracts displayed by The Greig Manufacturing Co.

The next street might be called Cereal Lane, for here are located most of the breakfast foods. There they were, Swiss Food, Tillson's Pan-dried Oats, Shredded Wheat, all in a row; across the way Malta-Vita, and around the corner Quaker Oats. Jim Dumps was through stress of circumstances unable to be present. As samples were given out by all these booths a varied menu was available for any man or woman of first-class elbow power; Jones shone. The scribe meanwhile gazed meditatively at the imposing pyramid in which Christie's biscuits were arranged and tried to calculate the number of varieties.

He grew hungry while he gazed and made his way down the aisle to where The Horton-Cato Manufacturing Co. were entertaining to an Exhibition lunch garnished with their Royal salad dressing.

Transportation Building.

Royal baking powder occupied a prominent place in the neighboring stand of Leeming, Miles & Co., who were also selling samples of chocolate.

Pushed hither and thither by the crowd and tripped up by small boys, the "Grocer" representative was still able to note

IT TAKES MORE THAN MERIT TO SELL GOODS.

Merit is a mighty good thing to have as a foundation, but a foundation isn't a house-top, and the house-top is the thing that sticks up.

Your goods may possess the most merit and your ads the least—perhaps they don't balance.

Your announcements should be as far superior to the announcements of your competitors as your goods and methods are superior to theirs. Nowadays "a man is known by his advertisements."

Trade paper space is like good land. Of itself alone it will produce something, but properly worked it yields abundantly.

If you'd like to accomplish more with your advertising expenditure—if you'd like your advertising to become conspicuous for its merits—to be, above all, resultful—make use of our Department of Advertising Service.

We can be your advertising-manager if you say so, originating and executing plans for the extension of business—or working with you simply to the extent of preparing good ads, booklets, mailing cards, catalogues, etc.

We devise plans, write copy, design, illustrate and supervise the printing of high-class advertising literature. All or any part of this assistance is available at reasonable charges.

Consultation as to methods and samples of work done will illustrate our usefulness. Free, of course.

DEPARTMENT OF ADVERTISING SERVICE

"IDEAS FOR ADVERTISERS"

MacLean Publishing Co., - { 232 McGill St., Montreal / 10 Front St. E., Toronto

an attractive exhibit, bearing the words, "Pure Gold." Around the corner he was confronted by the words, "Quick O," and hastened to obey the injunction. But after all he was too late; all the samples had been given out. Across the way St. Lawrence starch confronted the passer-by, who, in many cases, having just come in out of the rain, was sadly in need of it.

In the next stall, prettily decorated with blue and white bunting, The Blue Ribbon Tea Co. were dispensing the cup that cheers but inebriates not. As the kettle was on the hob, we chatted with the attendant till the expiration of the seven minutes she said Blue Ribbon tea must stand while brewing. "I add the boiling water, but never put the pot on the stove," said she. After enjoying the fragrant beverage we concluded the directions were sound.

Refreshed, we again set out on our expedition of discovery, and soon descried another potted cheese stand. On closer examination it proved to be Millar's, with Mr. Millman in charge. We joined the crowd and finally were rewarded with the regulation taste on a cracker. Jones doubled and got two samples. Things were becoming interesting. With Cowan's cocoa just ahead, our steps were being guided into pleasant places. "Would we like to try a cup of cocoa?"

Well, rather! When it is raining outside there is much virtue in a cup of cocoa inside. We departed in a happy frame of mind to divide our attention between the fine exhibit of The Edwardsburg Starch Co. and the Highland laddie who stood guard over The E. W. Gillett Co., Limited, striking display of Magic baking powder.

A few steps brought us face to face with the very interesting exhibit of the Sunlight Soap people, while down the aisle the Comfort Soap exhibit was built up behind a huge cake of their specialty.

A turn down a cross aisle brought us up before The Crown Manufacturing Co.'s display of jams, fruit extracts and hard boiled candies. The mysteries of the trade were being explained, when Jones, observing a stone jug in the corner, discovered a dryness in his throat. His discovery was effective, and we were able to add unfermented wine to our list of things sampled. The Ontario Grape Growing and Wine Producing Co., whose stall was immediately opposite, were exhibiting another kind of wine, which was not available for sampling purposes.

The McGregor-Harris Co. next attracted attention with the red and black plaid boxes of butter-scotch, which overshadowed their equally attractive display of soft-boiled goods.

The familiar giant coffee pot which surmounts Eby, Blain's exhibit was an invitation to partake of a steaming cup of coffee not to be passed by.

At the next corner The Armour Co. were inviting all and sundry to refresh themselves with a cup of Vigoral. We were refreshed and passed on to conclude a continuous lunch with the inevitable cracker, this time charged with Bow Park Cream Cheese.

We were beginning to realize that we had dined, so were glad to find the next exhibit in our line to be a very creditable one by The John Taylor Soap Co.

In close proximity we found an attractively gotten up stall in which were displayed the fruit flavors and Hygeia Waters of The J. J. McLaughlin Co. There was a crush so we passed on to examine an exhibit of Social tea which was very tastefully arranged.

Near at hand The City Dairy Co. were making an exhibit of condensed milk, while a little further on was located the booth of the Tobler Swiss chocolate people.

We had completed the circuit of the great building, but there were yet very creditable exhibits which are passed unnoticed while turning a corner to avoid a howling mob of small boys frantically reaching for a souvenir which is of no use to them and which in half an hour will be of no interest, its glory having paled before the dawn of some new wonder.

On a more leisurely stroll the interesting display of The Dominion Brewery Co. came in for notice, and comfortably located near the cereal goods was a sight to delight the eye of the smoker, as he found displayed for his edification the soothing weed in all stages from the verdant plant to the tin-tag plug. T. J. Horrocks was responsible for this exhibit.

On the opposite side of the great hall near the northern entrance was found a pyramid of pickles. The effect was tempting in the extreme, and on a huge green cucumber hanging over all, appeared the word "Heinz."

The rain had ceased and we went out in the open air to ponder on what had been seen. The exhibits as a whole were indeed creditable and worthy to have been "made in Canada." But, for the absence of that competitive element which adds such zest to some other departments, such, for instance, as the dairy and live stock, the exhibits we have outlined in brief might be pronounced unexceptionable.

Manufacturers' and Liberal Arts Building.

As will be gathered from what has been said above, the practice of inviting visitors to sample the various foods on exhibition has become very general, indeed, adopted wherever possible. The sight of a surging crowd of well-dressed people eagerly pressing around a booth and jostling each other in their efforts to get a morsel of cheese on a cracker, has a ludicrous aspect, but in a crowd people forget to stand on their dignity. In any event the sample food counters are well patronized.

THE DAIRY SECTION.

Last year the Dairy building was too small to accommodate all who wished to witness the competitions and hear the lectures; so, to overcome this difficulty, the building this year has been enlarged by the addition of a lecture theatre capable of seating comfortably 1,200 people. It is in the shape of an amphi-

The tea dealer who buys any old tea, mixes it up until it don't taste like tea at all, more like Cocoa, had better make hay while the sun shines.

Blue Ribbon Ceylon Tea

is honest tea—obtained exclusively from certain tea estates in Ceylon. It is pure tea and the people know they get what they pay for when they buy Blue Ribbon. You can't fool all the people all the time, you know.

The quality tea of Canada. Every grocer our agent.

theatre, and the arena is utilized for the exhibition of up-to-date methods of making butter and cheese. Professor Dean, of the Guelph Agricultural College, is in charge of the building. The most interesting feature of the dairy exhibit is the daily programme in this theatre. Daily lectures started on Wednesday afternoon, and they will continue until Friday, September 11. During the lectures the actual process of buttermaking or cheesemaking is being carried on. Wednesday, September 2, George Publow lectured on "The System of Factory Instruction in Eastern Ontario." On Thursday the subject was "The Exhibits of Cheese and Butter at the Industrial Fair," by J. A. Ruddick. The following is a programme of lectures from Friday: Friday, September 4, "The System of Factory Instruction in Western Ontario," by Geo. H. Barr; Saturday, September 5, "What the Farmers' Institutes are Doing for Dairying in Ontario," by G. C. Creelman; Monday, September 7, "What the Ontario Agricultural College is Doing for Dairying and the Ontario Farmer," by Dr. Jas. Mills; Tuesday, September 8, "How Eastern Ontario is Maintaining the Reputation for Fancy Canadian Cheese," by D. Derbyshire, Brockville; Wednesday, September 9, "What the Ontario Provincial Department of Agriculture is Doing and Going to Do for Dairying," by Hon. John Dryden; Thursday, September 10, a subject to be selected by Prof. C. C. James; and Friday, September 11, "The Manufacturer's Side of Co-operative Dairying," by J. N. Paget, Canboro', and Jas. Connolly, Porter Hill.

A very interesting feature is the cheese exhibit. George Publow, who is in charge, says that it is much larger and more comprehensive than ever before. One thing that he has noticed particularly in this year's exhibit is the uniformity in quality and size of the cheese. The quality is not quite up to the standard of former years on account of some peculiarity of this season. Eastern Ontario has a fine exhibit and the majority of the prize cheese are from that section.

The Dominion Department of Agriculture has an interesting exhibit, demonstrating the superiority of cool cured cheese over ordinary cured, and of waxed over unwaxed cheese. The following is a table showing the relative shrinkage of cheese made from the same milk but cured at different temperatures:

	Ordinary Temperature 60 to 80 degs.		Cool cured 58 degrees.	
	lb.	oz.	lb.	oz.
Green weight, July 8.....	85	1	84	9
" " " 21.....	83	12	84	4
" " Aug. 26.....	82		83	8
Loss in weight.....	3	1	1	1

The butter exhibit is very good this year, both as regards quantity and quality. For the most part the prizes have been captured by Quebec. Ontario can be credited with only one first prize, that being for the best tub or box of butter of not less than 50 pounds.

The exhibit of cream separators is large and varied. The method of separating cream from the milk by the centrifugal separator is demonstrated every afternoon.

The Linde patent refrigerator machine attracts a good deal of attention. It is manufactured by The Linde British Refrigerator Co., Montreal, and it supplies the different refrigerators in the Dairy building with cold air led from the engine to all parts of the building by ice-encased pipes.

THE WEST INDIAN EXHIBIT.

A feature of the Exhibition especially interesting to the grocery trade, is the exhibit made by our West-Indian sister colonies. This department, which is in charge of Mr. Charles Pickford, is much larger and better than last year, and well repays a visit. The products of these tropical islands are most tastefully arranged and are teeming with suggestions for the increase of our trade in that direction.

THE HONEY SECTION.

The Apiary building this year is filled to overflowing with the product of the busy little bee. The exhibits are of a most interesting nature. There is clover and basswood honey there as clear as amber, and the buckwheat product, that

might be mistaken for dark maple syrup. The comb honey on exhibition was remarkably good, and the little beeswax on exhibition was unexceptionable. A hive of bees at work was an interesting sight for more than children.

THE JUBILEE PRESENTS.

The special attraction of most interest at the Exhibition this year is no doubt the collection of presents made her late Majesty, Queen Victoria, on the occasion of the Diamond Jubilee, which was graciously loaned for the occasion by His Majesty, King Edward VII. The collection is on exhibition underneath the grandstand and is guarded by a strong squad of policemen and a detachment of soldiers, who are on guard with fixed bayonets. The collection is a remarkable one, and the Eastern decorative work in gold, silver and ivory is a revelation to the western mind. Barbaric pearl and gold were indeed showered at the feet of her late Majesty. Interesting as the collection is, it by no means comprises all the presents received on that memorable occasion. The presents from other members of the royal family and from private persons, many of them of exceeding interest, have not been included in the collection. The Dufferin presents are on exhibition along with those loaned by His Majesty.

PERSONAL MENTION.

Mr. W. F. Haygarth, general merchant, Canfield, Ont., was in Toronto this week, combining business with pleasure.

Mr. W. H. Halford, representing S. H. Ewing & Sons' tea and spice house, of Montreal, is taking a short business trip to the Toronto market this week.

Mr. R. S. Herron, of R. Herron & Co., Montreal, is down in the Maritime Provinces for a few weeks. Mr. Herron's trip is but a flying one this time, the interests of "Red Cross" jelly powder, extracts, etc., requiring his attention.

Mr. E. T. Carter, Toronto, is having some large shipments of wool from the Northwest this season. He was in Owen Sound one day last week and forwarded a train load of 22 cars. His total purchase for this season of Northwest wool will amount to over 500,000 lb.

M. Armand Chaput, of L. Chaput, Fils & Cie, Montreal, is enjoying a few weeks holiday up in the fishing district around Labelle. As the sport is said to be good, and M. Chaput an active lover of the game, it is to be expected that a nice string will result, as well as a beneficial trip physically for M. Chaput.

Mr. A. Chouinard, representative of Ocean Mills (Chinese Starch), Montreal, has returned from his eastern trip, taking in Quebec through to the Gaspe coast. The publicity that has lately been given to the merits of Chinese Starch, through the columns of THE CANADIAN GROCER and the French press, has given a great impetus to his sales.

Mr. Donald Stalker, of Moses Risk & Son, Limited, Glasgow, Scotland, is visiting the Canadian market, and is at present looking up the Montreal trade in company with Mr. I. S. Wotherspoon, their Canadian representative. Though only introduced to the Canadian market a short time ago, the Risk 3 Star Scotch whisky has met with satisfactory acceptation by the trade, the leading hotels, clubs and saloons having it on sale.

Mr. D. J. Byrne, of Leonard Bros., Montreal, has just returned from a trip to the Maritime Provinces. Mr. Byrne visited the principal fishing stations of his firm in Cape Breton and Nova Scotia. His investigations led him to the conclusion that owing to the unfavorable results obtained by fishermen so far, prices will advance, particularly in dried fish. Fish oils also indicate higher figures. A very good trade is looked for, and fishermen anticipate profitable figures.

PAPER BAGS.

American paper bags have been received into store by the jobbing trade in Montreal, both stationery and grocery trades. Prices are considerably lower than Canadian manufacturers are offering. It is claimed that these importations are the result of independent action of the Canadian paper manufacturers' combine. The shipments to hand are so far only an experiment, but if satisfactory business results larger orders may be looked for.

ALIMENTARY PRODUCTS.

Mr. B. O. Beland, 26 Lemoine street, Montreal, calls the attention of the trade to his stock of fine fresh products, such as pates de foies gras, asparagus, spinach, sardines in oil, tomato and cayenne sauce, haricots verts, legumbres, artichokes, French peas, petit pois, (fins, extra fins, choix and extra choix). Mr. Beland is sole Canadian agent for the following French houses: Bouvais-Flon (Ville-en-Bois), Nantes; G. Barbier, Succr., Paris, and G. Chauveau, sr., Paris. The quality of these goods is of the highest, and epicures are assured of keen satisfaction. Mr. Beland solicits inquiries for prices, and guarantees prompt and careful attention to all orders. His address is 26 Lemoine street, Montreal. [Advt.]

OBITUARY

Death of Mrs. J. Bruce Payne.

MRS. BRUCE PAYNE, wife of Mr. J. Bruce Payne, the well-known cigar manufacturer of Granby, P. Q., died on Thursday morning last, August 27. Mrs. Payne, who was but 34 years old, some time ago contracted tuberculosis and in spite of every effort to check the disease she succumbed. Mrs. Payne was a daughter of Mr. C. M. Hoodley, Granby, and was much esteemed in the community in which she lived for her lovely disposition and truly Christian character. She was married to Mr. J. Bruce Payne in 1890. By her death one young son and two daughters are left motherless. Mr. Payne, who is one of Granby's most prominent and popular citizens, has the heartfelt sympathy of the entire community. THE CANADIAN GROCER extends its sincere sympathy to the bereaved husband and father in the heavy loss he has sustained.

Died in Halifax.

News comes from Halifax of the death on Monday last of John Hunter, a well-known Toronto commercial traveller. Mr. Hunter had been taken sick at the Halifax Hotel three weeks ago and was removed to the infirmary, where death occurred. He had travelled for years, principally in the Maritime Provinces.

Owen Sound Traveller Dead.

The death occurred at Owen Sound on Monday last of William M. Barclay, travelling representative in the Muskoka territory and in Northern Ontario for The McLauchlan and Sons Co., Limited, wholesale grocers and biscuit manufacturers, Owen Sound. On the previous Wednesday Mr. Barclay came home from Bracebridge, suffering from constipation. Intestinal trouble developed, and an operation was performed, but too late to save his life. Mr. Barclay had been on the road for the above company for 14 years.

INVITATION TO SEE TEA PACKED.

The Salada Tea Co. are inviting their friends in the trade visiting Toronto during the Dominion Exposition to visit their warehouse, 32 Yonge street, to see them packing "Salada" Ceylon tea in sealed lead packets. They have blending, packing, labeling, nailing and electric weighing machines in operation, and it will certainly well repay you, if you visit Toronto during next week, to give 'Salada" a call.

We are very Busy AT OUR EXHIBIT AT THE **Fair,** DEMONSTRATING
TO THOUSANDS EVERY DAY, THE SUPERIOR EXCELLENCE OF OUR
"GOLD MEDAL" COFFEE 1 and 2-lb. TINS WHOLE OR GROUND
THE ACME OF PERFECTION IN THE BLENDING OF FINE COFFEES
YOU WILL BE WISE TO PREPARE FOR THE DEMAND AND PLACE YOUR ORDER FOR A CASE OR TWO
WE INVITE YOU TO MAKE OUR WAREHOUSE YOUR HEADQUARTERS WHEN VISITING THE FAIR.
THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The Eby, Blain Co. have just passed into stock a new line of olives stuffed with capers, and capers and pimento, in several very attractive, different style bottle.

Parke's catsup flavor may be had from Lucas, Steele & Bristol.

Columbia Spring salmon, packed by J. H. Todd & Son, are offered by Dearborn & Co., St. John.

A. L. Goodwin, St. John, is now receiving full car shipments of Ontario fruits, chiefly plums and peaches.

A second consignment of Japan teas, "F.C." brand, are expected shortly by Hudon, Hebert & Cie. The first lot of 550 half-chests were sold out promptly. Prices are very attractive.

The Eby, Blain Co. are quoting low prices on a new shipment of Shell and La Verge brands of French castile soap, bars and tablets, 100 and 200s.

Lucas, Steele & Bristol offer Patterson's preserved fruits (Lorne) in glass, quality extra.

The R. & J. H. Simpson Co., Guelph, have a snap to offer in green Rio coffees.

E. E. McMichael, St. John, N.B., has just received a large shipment of Upton's jams.

Enamel washboards, brass washboards, nickel washboards and glass washboards are offered by Lucas, Steele & Bristol.

The Eby, Blain Co. report a very active demand for the Doolittle gem jars. Grocers whose stocks are running low would do well to send in their orders before their stock is depleted.

Lucas, Steele & Bristol have received another lot of that fine boned and skinned codfish.

H. P. Eckardt & Co. have received a shipment of Phonograph pineapple, packed in the Bahamas, the quality of which is unexcelled.

The new warehouse for Red Rose tea, built by T. H. Estabrooks, St. John, is now nearing completion. It is one of the largest buildings in the city.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, report the arrival of a very fine line of new crop Japan tea in half-chests which they are offering at special prices.

McMechen's "Nail City" tomato catsup in glass and gallon jars, also "Old Virginia" salad dressing are selling well with Lucas, Steele & Bristol.

The A. F. MacLaren Imperial Cheese Co., Limited, are now taking their Fall orders for Jamieson's Loch Fyne herrings in kegs to arrive in October. Orders should be in early in order to insure prompt delivery.

Hudon, Hebert & Cie, Montreal, are in receipt of a shipment of French briar pipes, also carved and plain meerschaum pipes, both grades in large and varied assortment.

SOCKEYE SELLING BASIS IN U. S.

INTEREST in salmon with special reference to futures was increased this week, says The New York Journal of Commerce, by the action of The Pacific Selling Co. in fixing a selling basis on the 1903 pack of sockeye fish packed by The Pacific Packing & Navigation Co. The prices f.o.b. coast named compared with the opening basis last year by the same company were as follows:

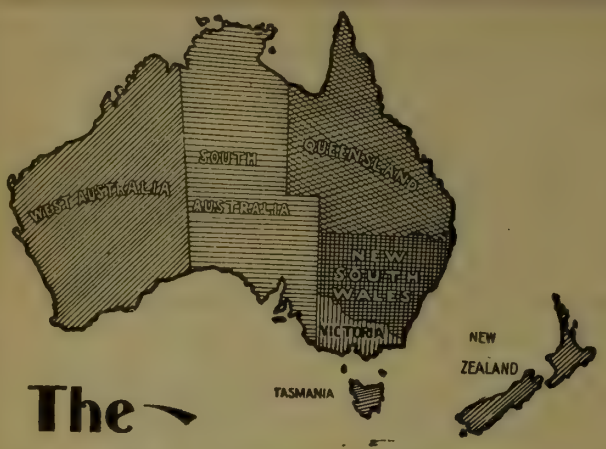
	1903 Per Doz.	1902 Per Doz.
Sockeye talls	$1.50	$1.25
Sockeye flats	1.60	1.35
Sockeye halves	85	1.00

These prices have been submitted to a few buyers who placed their orders subject to approval of prices early in the season and apply only to the labelled goods. Unlabelled goods and salmon packed on buyers' labels are held at 5c. per dozen higher on talls and flats, and 2½c. per dozen higher on half-pounds. The prices are regarded as high—higher than was anticipated several days ago, when a basis of $1.35 f.o.b. coast on talls was talked of. The developments in the sockeye situation of late, however, have completely altered the views of packers on the coast and their representatives here. The total pack of salmon in Puget Sound is figured at less than 200,000 cases, as against 325,000 last year, and it is believed that at the basis fixed today the outlook is that orders already booked and likely to be confirmed will take care of all this interest has to sell. The attitude of the principal packers seems to be one of indifference, and this in connection with the high prices named, is attributed to the fact that English buyers are active on the coast in trying to secure this year's sockeye pack at a sterling price of 26s. delivered, but without success to date. The price of 26s. would, it is stated in well-informed circles, net packers on the coast about $1.57 per dozen out there.

The increased interest shown from the English markets for sockeye salmon has been brought about by the extreme shortage of the British Columbia pack. This is figured in late advices from the coast at 400,000 cases.

THE OYSTER CROP.

Advices from Stamford, Conn., are to the effect that the oyster take from the Connecticut beds is likely to prove a failure. A recent inspection of the beds shows that scarcely any oysters are set, although the season is already at hand.



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The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

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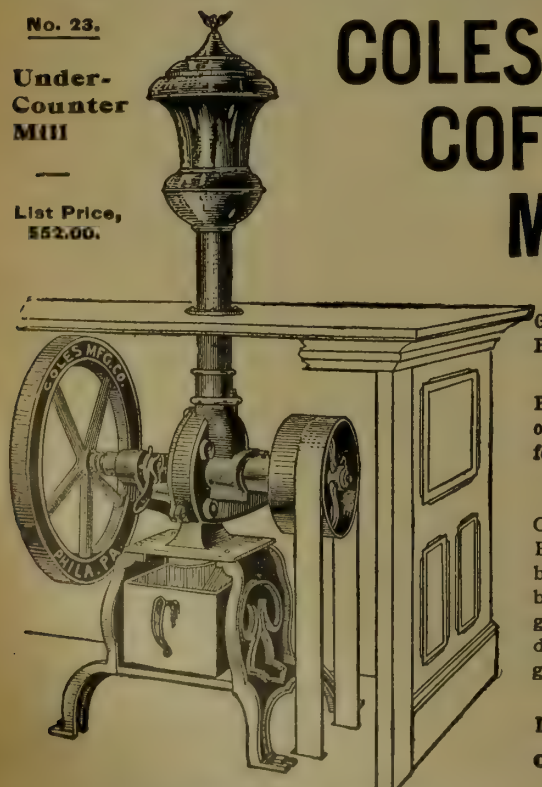

COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

A Malicious Artist !

The advertising artist of **CHINESE STARCH** is very malicious at present. His brain is full of designs and ideas; if an idea suits him he draws it for the purpose of producing the proper effect.

The above little cut portrays two characters, unlike but still alike. It represents men of mark, men of sphere, of epochs, of events. In the one is represented **Li-Hung-Chang**, who, with **Bismarck**, was the greatest diplomat of his time. In the other—young, active and energetic, presented in "Chinese tunic" (the artist's fancy)—is the portrait of the proprietor of the famous **CHINESE STARCH**. This comparison between the grand personality of the great diplomat and the modest young Canadian is due to **CHINESE STARCH**.

Portraits of people who have undergone miraculous cures are often published. "Why not," says the artist, "publish the portrait of one who required in producing his fine linen the use of the famous product **CHINESE STARCH**? Also the portrait of the Canadian manufacturer?" Said and done.

This is not only an advertisement, but also good information. M. Lefebvre, the starch manufacturer, consents to the use of his portrait by the artist.

When starching and ironing are easily done with **CHINESE STARCH**, this little truthful sketch will be remembered.

Grocers, insist upon getting **CHINESE STARCH**. Retails at 10c. package. Ask your jobber for it. For sale everywhere.

Manufactured by the

OCEAN MILLS,

MONTREAL, P.Q.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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MANCHESTER, ENG. - 92 MarketStreet. H. S. Ashburner.
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ST. JOHN, N.B. - - No. 3 Market Wharf. A. B. Pickett.
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Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

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BUSINESS MEN AND THE DOMINION EXHIBITION.

BUSINESS men should visit the Dominion Exhibition that is being held in Toronto. Aside altogether from the opportunity of visiting the wholesale and retail houses which is afforded, there is much to be learned from the industrial features of the Exhibition.

The Exhibition is without doubt the best that has ever been held in Toronto. The entertainment features have not been forgotten, but more attention than hitherto has been paid to those branches which are of the most importance to the industrial and commercial life of the country. There is consequently a great deal to be seen at the Exhibition that is of direct interest to those engaged in manufacturing and mercantile pursuits.

President McNaught and Manager Orr are to be congratulated upon the general improvement that is everywhere apparent. THE CANADIAN GROCER has for years urged the Exhibition authorities to offer that encouragement to the industrial interests of Canada that was their due. This the old regime failed to do. The new has struck out along the right lines. It is to be hoped they will continue to hew to them.

THE SALMON PACK.

OUR advices from the Coast this week are not of an assuring nature. The pack is undoubtedly a small one. That on the Fraser river up to the end of August was as follows:

	Cases.
Albion	5,900
Atlas	3,193
Anglo-American (1)	3,690
Acme	3,324
Britannia	5,927
Brunswick No. 2	5,121
Beaver	5,430
B. A. and C. Pass	4,906
B. C. Packing Co	4,642
Canadian Pacific	3,888
Curries	8,183
Colonial	2,812
Celtic	3,138
Cleeve	3,956
Deas Island	5,203
Dinsmore Island (2)	2,922
Ewens	6,633
English Bay	2,859
Federation	4,014
Fraser River	4,561
Gulf of Georgia	10,392
Great Northern (3)	2,000
Industrial	2,741
Imperial	14,609
Phœnix	5,954
Pacific Coast	4,430
Richmond	981
Scot. Can	8,989
St. Mungo	5,035
Star	6,422
Terra Nova	6,747
Vancouver	4,628
Wadhams	5,028
Westminster Packing Co	4,743
Eagle Harbor (4)	2,000
	177,992

The canners are endeavoring to persuade the Dominion Government to prohibit the catching of sockeye for a certain period. The telegram which the Fraser River Canners' Association sent to the Minister of Marine and Fisheries embodying their views, read as follows:

The Fraser River Canners' Association, in view of the lamentably short run of sockeyes on the Fraser River, and the entire absence of salmon from the spawning grounds, respectfully pray that your Department will prohibit all fishing on the Fraser River from August 29 to September 12 inclusive, in order that the balance of the sockeyes remaining outside may be enabled to reach the spawning grounds, and the hatcheries get some supply of spawn. If close season not ordered, future of industry seriously threatened. Immediate consideration and favorable reply by wire is earnestly requested in the interests of the canners and of the fishermen.

THE BEAN CROP.

ADVICES from Chatham are to the effect that prospects for the next crop of beans are very much impaired since one week ago, owing to the drenching rains that have occurred almost continually over that period. A considerable acreage got pulled just previous to the bad weather setting in, and the farmers think the week's exposure in the rains is likely to cause great damage. They say the vines are turning black, and beans commencing to burst from the pods. Reports from the country have brought about a very decided change in sentiment, growers and dealers now realizing that beans will see a big advance. Bad reports have also been received from Michigan points, their crops being apparently in as much danger as those in Western Ontario.

CORN AND TOMATO OUTLOOK.

THE prospects for the corn and tomato pack do not appear to be particularly bright. In answer to an enquiry from THE GROCER The Canadian Canners' Consolidated Co's., Limited, report the season much the same as last year. The corn, it seems, owing to poor seed, had to be replanted several times, and this, with cold weather, has made the crop much later than usual. Tomatoes are also late, although the plants are strong. A month of hot, dry weather is required to ripen the crop. "Much," the report concludes, "depends on September as to what the crop will be."

The Bloomfield Packing Co., Limited, in answer to a similar enquiry, write that comparatively speaking no goods in either corn or tomatoes have been put up as yet. Apart from quality, which is only ordinary, it is pointed out that but four or five weeks remain in which to pack the requirements of the country. This the Bloomfield people regard as impossible. In support of this contention they draw attention to the fact that the market is at present completely bare of these two lines, and the trade is anxiously awaiting for the new pack. "It is a pretty safe prediction," they add, "that before another 1st of September rolls round the Canadian

public will again be eating Yankee tomatoes at $1.50 per dozen."

The only ray of hope comes from Essex County, where the seasons are more advanced than further east. W. A. Malcomson, of the Sandwich canning factory, says that the crop of tomatoes in Essex County this year will be very large. They will not ripen as early as last year, but give promise of being a better quality than in former years.

From all of which it may be gathered that a hot September is greatly to be desired.

IS IT A SUBTERFUGE?

ANY proposal to remove the embargo on Canadian cattle has the same effect on the English cattle breeder as a red rag on a bull. Despite the fact that a clear bill of health has again and again been established for Canadian cattle, the Englishman continues to hark back to the old libels on the health of Canadian cattle. The recent renewed efforts toward the removal of the embargo incites a correspondent of The Standard to fulminate as follows:

"What our Canadian friends really demand is the repeal of the Act of Parliament embodying the sanitary policy in relation to animals deliberately adopted after many years of controversy and repeated costly proofs of the unsafety of allowing foreign or colonial cattle to come into the interior of Britain. That act has given a degree of confidence to the breeders of the United Kingdom that they never possessed before it was passed. It would be an outrage to repeal it for the sake of getting a few thousands of Canadian store cattle annually. At present Canadian cattle come to Britain if in fat state in increasing numbers. It would be no advantage to the consumers of Britain to allow them to come in a lean state instead."

This is pure moonshine. Mr. Robert Bickerdike, M. P., at the Congress of Chambers of Commerce of the Empire hit the nail on the head when he said: "This Board of Agriculture has, unfortunately, for years, and is at the present time, in our opinion, perverting the facts in connection with this Canadian grievance of ours, to the mean subterfuges of equivocal language, for the purpose of continuing a system of protection, not against disease, but which has for the sole object the prevention of competition in live stock from the Dominion."

If the English farmer wants protection from Canadian competition, and the British consumer is willing to let him have it, we have no complaint. But Canada objects strenuously to having the health of her cattle impugned in order to serve the selfish interests of the English cattle-raiser.

THE AMERICAN INVASION.

A GOOD deal has been said about the influence on Canada of the settlers in the Northwest from the United States. Americans are comforting themselves over the loss of so many thousands with the thought that these children of Uncle Sam will remain American in spirit, and will be instrumental some day in causing a peaceful revolution in the political allegiance of the Empire stretching toward the golden north. It is to be expected that those who feast on William T. Stead's "Americanization of the World" will find consolation from such reflections. Canadians can afford to look upon these fond dreams of American statesmen with a broad charity. Indeed the extent of our concern over such a possibility is revealed in the fact that we are sending missionaries into Dakota, Montana, Minnesota and scattering broadcast enticing literature, telling of the bountiful harvests and the magnificent future of the Great Canadian West. It is ludicrous to see on the one hand an ultra-British people felicitating themselves over the large exodus of prosperous farmers from the United States, and on the other to see an envious nation endeavoring to persuade itself that all this is a strategical movement of the first order.

The American people stand foremost among the nations of the world as the champions of personal freedom. Yet when some thousands of these same people assert their rights, and elect to leave their country to find new homes under another government, there is a concealed protest from the guardians of liberty. It is a new thing under the sun to see one democratic nation enter the preserves of another democratic nation and canvass aggressively for emigrants. We are familiar with the efforts that both the United States and Canada have made to induce emigration from the Old World, but that a systematic campaign should be made by one, and that the smaller of these countries, to recruit from the other is certainly something novel, something to smile over. Canada has made Uncle Sam look serious, frown a little. It seems to be a violation of the principle of honor among thieves.

Every intelligent citizen of the two nations knows that there is just as much of democracy in Canada as in the United States. The American who settles in Canada will never feel that he has left liberty behind him. He can carry with him no longings other than those that belong to patriotism. His children taught in Canadian schools will find the race line disappear, will learn to love freedom more, to laud England who, through the centuries has made for personal liberty, for equality; who has made mistakes, it is true, but whose purposes have generally been just.

The new citizens of the Dominion from the United States are welcomed, not feared. A generation or two and they will be as loyal to Canada and to the integrity of the British Empire as the most enthusiastic among our sons.

LOOKING AHEAD.

EVERY indication points to a great Fall business and it behooves the wide-awake grocer to prepare for it. Success is the result of looking ahead. The merchant who will reap the most from the coming business harvest is the one who has laid his plans well. What have you been planning in the way of new lines to handle, of new ideas in window-dressing, of effective methods in advertising, of making your store attractive to customers? Later you will be too busy to think out a connected campaign. Looking ahead is as important for a business man as a locomotive engineer. Do not stagnate. Look ahead.

If that which a merchant does does not tend to increase his business reputation it would be more profitable for him to cast it into the fire.

A NOVEL STRIKE.

TO strike for higher wages is not uncommon, and the motive is one that may easily be understood, but it is hard to believe that intelligent workingmen, gifted with a very ordinary degree of common sense, should go on strike to have their wages reduced. Nevertheless such a strike is now in progress in Jersey City, and this seeming miracle has been brought to pass by the efforts of a walking delegate. Until August of this year there had never been any trouble between the firm and its employes, as union requirements have always been carefully obeyed. In only one respect have this firm broken union laws, and the transgression was one which might surely be forgiven—they were paying higher wages than the union demanded.

The uniform rate demanded by the union was $3 per day, but for some time the firm have been paying their more efficient employes as much as $3.75 per day. No man was paid less than the union rate, but some were paid more, the object being, of course, to induce the men to do more and better work and to reward the more efficient workmen. Apparently the men themselves were well satisfied with the arrangement, and it never occurred to them that they had a serious grievance until into that industrial Eden was introduced a serpent in the form of a walking delegate. Very soon after his arrival there was trouble. It would seem that it is the special duty of the walking delegate to unearth trouble, and thus furnish an excuse for his own existence. For some time this particular mischief-maker was puzzled, as the men had no complaints to make. Clearly, since the men were satisfied, it was his duty to make trouble. He demanded that no wage higher than the uniform rate of $3 per day should be paid, as discrimination in favor of more efficient employes is contrary to trade union principles.

To this demand the hitherto docile firm gave a point-blank refusal. They urged, with reason, that a man should have an incentive to prove himself a better workman, and if better than his fellow he should be better paid. The firm expected to hear nothing more of this demand, but they were mistaken. At the command of the walking delegate every man in the shops went on strike. Wonderful tribute to the discipline of the union, the higher paid men went on strike to have their own wages reduced! To such depths of absurdity has descended a trade union gone mad.

The reasons urged in defence of this ridiculous strike fail to render it any less ridiculous. It is urged that the union is bound to demand an equalization of wages in order that no man, good, bad or indifferent, may be barred from employment. Production will be restricted, as no man will do his best work, and thus employment will be afforded for a greater number of men. This is not a reason which is apt to commend the strike to thinking people. Decreased production is scarcely the proper remedy for the economic ills which distress the nation.

The most reasonable excuse is one which in this particular instance does not seem to have been urged. Perhaps it would not be good policy to urge it in public, but nevertheless we believe it is the real reason for this demand for equalization of wages—a demand which, in one form or another, is a part of the requirements of nearly all trades unions, although this is the first case within recollection in which it was sought to enforce it by a strike. The unions fear that their very existence would be endangered by the recognition of different degrees of efficiency among their members. They believe that jealousies would result which would wreck the organization. To all of which one is tempted to say: "So much the worse then for the union."

Such action is tyrannical in the extreme, and it is just such tyranny that alienates from the union the sympathy of many who would otherwise be inclined to be friendly. It is unfortunate, but inevitable, that the ill-considered foolish conduct of one union should bring disrepute upon all such organizations.

Such action is, moreover, injurious in the extreme to the individual employe. Perhaps it is the worst reproach against trade unionism that it represses the individuality of the workman, who has little incentive to do his best work when he has no prospect of earning increased pay. No man can be expected to do his best work when an indolent workman at his side is earning the same wages. The employe who is ambitious to improve his condition has very little chance to do so under the sway of the trade union.

"PEOPLE WHO LIVE IN GLASS HOUSES," ETC.

A DISTINGUISHED Canadian just home from a holiday trip to the Old Land, refers, in an interview in a daily paper, to the appalling ignorance of Canadian geography prevailing in England. The same charge against residents of the United Kingdom is only too common. Before presuming to prefer such a general charge, however, one ought to assume the attitude of "Mr. Facing-Both-Ways." Are Britishers as ignorant of Canadian geography as the average travelled Canadian is of the geography of England, Ireland and Scotland, to say nothing of that of Australia or our other possessions?

In a Montreal club the other evening, they were discussing the interview referred to, and uncomplimentary remarks were made about the Englishman's ignorance. The writer, who happened to be present, quizzed the others on their knowledge of British geography, and the result was decidedly severe on the Canadians. He asked for instance:

"Is Melbourne east or west of Sydney?" Ominous silence reigned supreme. "What are the principal cities of New Zealand?" An odd one in the assembly volunteered the startling information that he could name one. "Is Liverpool east or west of Glasgow?" It was unanimously decided that the situation was west. A good map was brought from the library, when it was seen they were all wrong.

In any event, a critic must recognize the fact that Englishmen are conducting business over the whole world. Are they not likely to know quite as much about the geography of the globe—not excluding that of Canada—as Canadians know about that of the British Empire? We had better not talk so much of our knowledge.

If you visit Toronto during the Dominion Exhibition month

Call and see us packing

"SALADA" CEYLON TEA

in sealed lead packets and see how carefully and cleanly it is prepared. See the packing machines, labeling machines, electrical weighing machines, etc.

Fill in your name and address here :

.....

.....

and present to us when you call and we will be pleased to show you through this up-to-date tea establishment.

"SALADA" TEA CO., 32 Yonge St., Toronto.

"My Ads Bring Better Results"

"Since I received '100 Good Ads for a Grocery Store' and have modeled my ads after those found in that book I find I get better results from my advertising ....."

"RESULTS"—that's what determines the value of any ads.

If "100 Good Ads for a Grocery Store," the book of advertising suggestion for grocers recently compiled by W. Arthur Lydiatt, the Editor of our Department of Advertising Suggestion, could help you to write ads that would bring you increased results, wouldn't it be worth more than one dollar to you.

Yet that's all it costs.

Better secure a copy before they're all gone. Sent postpaid on receipt of the dollar.

The MacLean Publishing Company

Montreal and Toronto

Women don't have to be good ironers to do good ironing with

Celluloid Starch

Never Sticks Requires no Cooking.

That is why they like it and recommend it to their friends. That is why it is good business for you to have it in stock.

CELLULOID STARCH is the easy starch—easy to sell because it is easy to use.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, September 3, 1903.

THE volume of trade for week under review is eminently satisfactory and great confidence is felt on all sides regarding future prospects. Prices in all instances are remaining firm, and in many lines spot stocks have become so depleted as to cause anxiety as to their holding out pending new arrivals. Canned goods are still to front with demand showing little signs of abatement. There appears to be great uncertainty as to coming season's canning and with existing attitude of the Canners' Association the situation presents every probability of advance in prices. Coffee is still showing signs of greater interest and prices are remaining firm at previous quotations. The sugar situation is distinctly interesting. Demand has been good but tending toward moderation, with a distinctly firm undertone; the New York market continues strong with holders remaining firm at quotations. Spices are uninteresting, with little demand; prices however, remain firm and pepper still continues to show indications of advance. Syrups and molasses are well in demand and prices continue firm, with primal markets showing indications of maintaining themselves at fully up prices. Rice is still in active demand at firm prices, with primal reports denoting better prospects for harvesting crops, and offerings are already in futures. Tapioca is slow and markets show a weakening tendency. Tea on London market is firmly establishing itself at advancing prices, and shows an increasingly strong position. Arrivals are coming to hand in good condition and all medium grades are well competed for and draw fully up prices, any teas for "price" are finding a ready market. In dried fruits the situation is unchanged, the demand being but briefly met by stocks on hand and showing clear indications of falling short of requirements, pending new arrivals.

CANNED GOODS.

Trade continues most satisfactory in all canned goods since our last issue. It is, however, being found difficult to keep pace with the demand in many of the popular lines, the reduced stocks having now become a serious problem, in consequence of which prices are firming up. The uncertainty of new packs is no mean feature in the situation. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 87½	1 00
" sifted	1 10	1 25
" extra sifted	1 30	1 50
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 5	1 55
" 3's		2 50
Plums, green gages, 2's	1 15	1 25
" Lombard	0 95	1 00
" Damson, blue	0 95	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 45	1 50
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼'s	....	0 14
" ½s	0 19	0 20
" Sportsman ¼'s	....	0 14
" ½s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ½'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

There is still a healthy aspect to the home coffee market, demand being still maintained beyond the usual standing. The foreign markets are all reporting slow progress and little spirit is manifested in the offerings from primal markets. Prices on the home market in all grades continue firm. We quote:

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

The week under review has been quiet and without special features to record. Transactions have been light and at last reported quotation of 3 7-16c. duty paid New York for 96 test centrifugals. Latest advices indicate United States refiners willing to continue as buyers on this basis, but holders of sugars in store and at Cuban outports are asking equal to 3 15-16c., and from present appearances this price is likely to be established on next transaction. Receipts at United States four ports for week ending August 26 were light, being only 20,595 tons, while meltings were increased for the week 3,000 tons, aggregating say 18,000 tons and leaving total stocks of 250,711 tons, against 142,611 tons for same week last year. For the week, receipts at Cuban shipping ports were only 3,000 tons, while there were exports of 14,800 tons, leaving stock in the island of 219,500 tons, against 209,890 tons last year. There are still three central factories grinding. In connection with these figures it is interesting to note that for the week under review the statistical position in the United States and Cuba has improved by a reduction in stocks of over 39,000 tons compared with previous week. Combined stocks of Europe and America at latest uneven dates were 1,953,211 tons against 1,986,923 tons at same period last year, the decrease being 33,679 tons.

European markets are 3d. lower for September shipment, 88 per cent. being quoted 8s. 5¼d. This price is equal to about parity of 1.05c. duty paid New York for centrifugals, the differential in favor of latter grade thus being about 17c per 100 lb.

The distribution of refined in United States and Canada has been greatly interfered with by the prevailing stormy weather, but now that a change for the better has taken place in this regard and with stocks low throughout the country a good distribution may be expected for several weeks and in view of the firmness in raws, an advance in refined would seem to be imminent. Within the past four weeks, raw sugars have advanced 22c. per 100 lb., while there has been practically no change in refined, and this is a point worth noting. We quote:

Paris lumps, in 50-lb. boxes	4 88
" in 100-lb. "	4 78
" "Domino" brand, 50-lb. boxes	4 83
" " " 100 "	4 73
St. Lawrence granulated	4 28
Redpath's granulated	4 28
Acadia granulated	4 18
Maple Leaf granulated (Berlin)	4 13
Crystal granulated (Wallaceburg)	4 18
Imperial " (Dresden)	4 13
Beaver " (Wiarton)	4 13
Phoenix	4 13
Cream	3 98
Bright coffee	3 98
Bright yellow	3 98
No. 3 yellow	3 88
No. 2 "	3 68
No. 1 "	3 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

We have no new feature to record in spices. Trade is slow on the home markets, as is usual at this season of the year, with prices unchanged and remaining firm. Foreign markets are firm, especially so in pepper, holders being disposed to stand firm, as stocks are low and offerings small. Cloves and nutmegs are also reported firm. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

Demand in these lines continues good with prices continuing firm, foreign market reports all denoting firmness. Dealers' stocks on hand are small and firmly held at full values, with a feeling of confidence as to future. We quote:

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03¼
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90

" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 22	0 30
" open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

RICE AND TAPIOCA.

Rice has continued in active demand and prices remain firm. Reports from primal markets generally denote more favorable situation. The prospects of harvesting crops are considerably improved and there have already been offerings of new crops to arrive, and prices are remaining steady. Tapioca is uninteresting. We quote :

	Per lb.			Per lb.
Rice, stand. B	.... 0 03¾	Sago	0 03¾	0 04
Patna	0 05 0 05½	Tapioca	0 03	0 03½
Japan	0 05½ 0 06			

TEAS.

The home trade in tea has not shown a very great change over last reports and appears to keep itself steadily maintained on basis of demand. Any spirit to anticipate the markets is conspicuous by its absence. The London market reports all denote an exceedingly strong situation with all offerings being well competed for and maintaining fully up prices. Arrivals from India are advancing and are now exceeding last year's arrivals, with good report as to the prospect for quality. In Ceylons, arrivals were disappointing and demand appeared to run on teas for "price," any teas showing quality, however, remained firm at full values. More activity was manifested in China teas, with prices ruling up to previous standards. Java teas were well in demand and a steady market was reported. All prices on home markets remain firm at previous quotations. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

FOREIGN DRIED FRUITS.

The home trade in these goods is still maintaining itself satisfactorily. Stocks on hand, however, are well drawn on and it is scarcely expected that they will keep equal to demand, pending new arrivals. Reports to hand at moment from primal markets are uninteresting and denote little change from previous reports. First arrivals are expected at an early date. Prices remain firm at previous quotations. We quote :

CURRANTS.

	Per lb.			Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07	0 08
Patras	0 06¼ 0 06¾			

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 07 0 08
" selected	0 08½ 0 09
" selected layers	0 09 0 10
Sultana	0 09 0 13
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	.... 0 07½
" " 3-crown	0 08 0 08¼
" " 4-crown	0 09 0 10

DATES.

	Per lb.			Per lb.
Hallowees	0 04 0 05	Fards	0 07½	0 08
Sairs	0 03½ 0 04½			

PRUNES.

	Per lb.			Per lb.
100-110s	0 04 0 04½	60-70s	0 07	0 07½
90-100s	0 04½ 0 05½	50-60s	0 08	0 08½
80-90s	0 06 0 06½	40-50s	0 08½	0 10
70-80s	0 06½ 0 07			

CANDIED PEELS.

	Per lb.			Per lb.
Lemon	0 10 0 12½	Citron	0 15	0 18
Orange	0 11 0 13			

FIGS.

	Per lb.			Per lb.
Tapnets	.... 0 04	Elemes	0 10	0 15
Naturals	0 06½ 0 09½			

APRICOTS.

	Per lb.
Californian evaporated	0 08 0 12

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12
Old stock, on track, Toronto, per bag	1 25 1 35
New American, on track, Toronto, per bbl	.... 5 00
Ol stock, on track, Toronto, per bag	1 25 1 35

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Manitoba wheat has taken a further decline since last week. Both No. 1 hard and Northern have dropped. Ontario wheat remains steady at last week's quotations. It is surmised that the Manitoba wheat market will remain fairly steady now until this year's wheat makes its appearance on the market in sufficient quantities to affect it. Barley is slightly firmer this week, and also peas. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	....	0 93
" " Northern " "	....	0 91½
Red, per bushel, on track Toronto	0 77	0 78
White " " "	0 77	0 78
Barley " " "	0 42	0 44
Oats " " "	0 31	0 32
Peas " " "	0 61	0 63
Buckwheat " " "	....	0 41
Rye, per bushel, " " "	0 49	0 50

FLOUR.—Situation on the flour market is much the same as last week. Prices remain unchanged since last week. We quote :

Ontario patents, per bbl	3 50	3 75
Hungarian patents "	4 40	4 50
Manitoba bakers' "	4 10	4 20
Straight roller, "	3 40	3 50

BREAKFAST FOODS.—Quotations on this market are unchanged since last week. The demand at present is fairly good, and dealers report expectations for a good Fall trade. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	....	4 25
Rolled oats, standard, carlots, per bbl., in bags	....	3 75
" " " " " in wood	....	3 90
" " " " for broken lots	4 00	4 15
Rolled wheat, per 100-lb. bbl	....	2 25
Cornmeal	....	4 00
Split peas	....	4 75
Pot barley in bags	....	4 00
" in wood	....	4 15
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

COUNTRY PRODUCE.

EGGS.—The demand for strictly first-class stock continues good. The eggs coming forward are reported somewhat of an improvement of late. We quote :

Fresh laid eggs, per doz	0 14½ 0 15½

HONEY.—Producers are seeking a market and some activity is reported, but no consumers' demand will be met till the close of the fruit season. We quote :

Extracted clover, per lb	0 06½ 0 07½
Sections, per doz	1 00 1 50

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WHITE BEANS.—Conditions have been unfavorable since a week ago and indications point to an ill-harvested crop, on account of the recent rains. We quote:

	Per bush.		Per bush.
Mixed	1 50	Prime	1 50 1 60
Handpicked	1 80 1 90		

DRIED APPLES.—The market is quiet and featureless. We quote:

Apples, dried, per lb	0 03 0 03½

POULTRY.—The demand is fairly good and prices remain at former quotations. We quote:

Chickens, live per lb	0 10 0 12
Old hens " "	0 07 0 08
Ducks " "	0 09 0 10
Turkeys " "	0 10
Spring chickens, dressed, per lb	0 12 0 14
Old hens, " "	0 09 0 10

(For Butter and Cheese see Dairy Produce).

GREEN FRUITS.

The fruit market has been demoralized this last week owing to the storms. The boats were all irregular and the consignments arrived in poor condition. Plums and pears, however, are the only drugs on the market. Crawford peaches are appearing and some magnificent grapes are offered. A few California fruits of a fancy nature are still being sold. Pineapples are again offered at $3.50 to $4. The result of the storm in the Indies was to advance bananas 25c. per bunch. We quote:

Mediterranean sweet oranges	3 75	4 25
Sorrento oranges	3 00	3 25
Late Valencias	4 50	5 00
Bananas, large bunches	1 50	2 25
" small	1 25	1 50
Messina lemons, old, per box	2 50	3 00
Verdilla lemons, new, per box	3 25	4 00
Limes, per crate (8 doz.)		1 25
Tomatoes, Canadian, per basket	0 15	0 25
Canadian apples, baskets	0 12½	0 20
" bbls.	1 50	2 00
Cocoanuts, per sack	3 50	4 00
Watermelons, each	0 15	0 25
Cantelopes (musk melons), per basket	0 25	0 30
Blueberries, per basket	1 00	1 25
Lawton berries, per qt	0 04	0 05
Canadian peaches, white, per basket	0 20	0 30
" " St. John yellow, per basket	0 30	0 50
" " Crawfords, per basket	0 50	0 60
" plums, small basket	0 10	0 15
" " large "	0 15	0 30
" pears, Bartletts, per basket	0 20	0 30
" " Clapp's Favorite, per basket	0 20	0 25
" Grapes, Champion, 10-lb. basket	0 17½	0 20
" " Moore's Early	0 30	0 35
" " " large basket	0 60	0 70
Pineapples, per crate	3 50	4 00
California peaches, per box	1 25	1 50
" grapes, "	2 75	3 00
" plums, "	1 00	1 50

VEGETABLES.

The vegetable market continues to show considerable activity. The supply is good and the quality all that can be desired, while the demand is quite satisfactory. Cabbage and corn are a little firmer, and squash somewhat easier, but generally prices are maintained. Sage and savoury are now on the market, and a few pickling cabbages are offered. We quote:

Cabbage, per doz	0 40	0 50
" red, per doz		0 60
New potatoes, Canadian, per bush	0 45	0 50
Cucumbers, Canadian, per basket		0 25
Onions, per basket		0 25
Cabbage lettuce, per doz. bunches		0 20
Butter beans, per bush	0 75	1 00
Fresh onions, per doz. bunches	0 20	0 40
Rhubarb " "		0 20
Radishes, per doz. bunches	0 15	0 20
Mushrooms, per lb.		0 75
Mint, per doz bunches	0 10	0 15
Parsley, " "	0 15	0 20
Spinach, per bush		0 50
New beets, per doz		0 15
Cauliflowers, per doz	0 50	1 50
Carrots, per doz		0 15
Parsnips, per doz		0 25
Vegetable marrows, per doz	0 40	0 60
Green corn, per doz	0 08	0 10
Celery, per doz	0 40	0 50
Green peppers, per basket	0 40	0 75
Red peppers per doz		0 10
Egg plant, per basket	0 30	0 60
Butter squash, per doz	0 50	0 75
Hubbard squash, per doz	1 25	1 50
Pumpkins, per doz	0 75	1 25

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White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz		0 40
Sage, per doz	0 10	0 15
Savoury, per doz	0 10	0 15

FISH.

The supply has improved of late and may now be expected to be better. A fair demand is met at current prices. We quote :

Whitefish, fresh, per lb		0 09
Trout, fresh, per lb	0 08	0 09
Herrings, fresh, per lb		0 07
British-Columbian salmon, per lb	0 20	0 25
Halibut, per lb	0 12	0 15
Perch, per lb		0 05
Mackerel, each		0 25
Eastern salmon, per lb		0 25
Haddock, per lb		0 06
Cod, per lb		0 07

HIDES, SKINS AND WOOL.

The market has been featureless and prices unchanged since last week, with the exception of an advance of 5c. on lambskins and pelts, resulting from increased size as the season advances. We quote :

HIDES.

No. 1 green, per lb		0 08
" 2 " "		0 07
" 1 " steers, per lb		0 08½
" 2 " " "		0 07½
Cured, per lb		0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive		0 09
" " " 2 " " "		0 07
" " " 1 15 to 20 lb "		0 08
" " " 2 " "		0 06
Deacons (dairies), each		0 60
Lambskins, each		0 45
Pelts, each		0 45

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 16	0 17
" " extra "	0 19	0 20½
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

GROCERIES.

Montreal, Sept. 3, 1903.

BUSINESS, generally, in the jobbing trade has been fairly active, country dealers ordering a fair amount of Fall supplies. It is expected that a large trade will be done in all lines during the current month. Sugars are unchanged. Trade during the week has been satisfactory. London market for beet is strong and New York is firm at an advance of 1-16 toward close of last week. Teas are very quiet, some large arrivals of green Ceylons are reported and a good turn over is going on, low and medium grades being the principal lines. Japans are firm and good common to medium are hard to get at 17 to 18c., finer grades 22 to 23c. China blacks are unchanged and very little doing. In syrups and molasses the scarcity af Barbados has given the corn syrup trade some activity and buyers are turning to the latter goods. Newfoundland has offered some new Barbados through local brokers at prices of 38 to 38½c. laid down here. Foreign dried fruit trade is fairly good ; the arrival in a few weeks of new Valencias will tend to stimulate trade. Prices it is expected will open at about 7½c. for f.o.s., 8½c. for selected, and 8¾ for layers. Sultana raisins are low and it is likely that as quality is reported fine and prices low, an increased trade will result over the last few years. Figs and dates are quiet, no noticeable feature being apparent. California apricots are higher, an advance of ½c. being given out over opening quotations, and peaches are ½c. stronger. Pears and pitted plums will be scarce. Canadian green fruits are arriving freely now, principally plums and peaches. California peaches are arriving in better quantities than last week, when the United States market was too attractive to send much into Canada. Canadian Canners' Association is still withholding prices on tomatoes, corn and beans, and even orders at open prices are declined. Canned salmon are very strong, coast offerings for Rivers Inlet sockeye, talls, being noted at $5.25, and Fraser River sockeye at $5.75, f.o.b. coast. These figures are an advance of $1 to $1.10 per case respectively. Humpbacks are being offered by coast packers and will no doubt find buyers. In fish, the market is improving and the demand will be good from now on, September 1 being usually the opening for better trade. Sea fish are plentiful, but lake fish continue scarce. Fresh British Columbia salmon are arriving and prices are good owing to the short run this season. An improvement is noted in the trade for boneless or prepared fish. Smoked fish are slated for good business. Coffee is dull and quiet. In nuts, locally there is nothing to note. Trade is quiet. Pears are coming in at good prices. The spice situation is unchanged, and trade dull. Rice and tapioca are also very quiet. In provisions a good trade was done in hog products during the week. Canadian short cut mess pork is a little easier and prices have given way some since last quotations. Lard is in only fair demand. Smoked meats, such as bacon and hams, are in good demand. Eggs are coming in more freely and quality is improving. Export inquiry has been good. Butter has firmed up on country boards, a marked advance being reported, but still it has been at such prices that no advance could be obtained over cable. The English importer still shows no disposition to buy. Local prices are unchanged at 19 to 19¼c. for finest goods, and dairy at 14½c. for large lots, smaller quantities being ½ to 1c. more. Cheese, though on the decline towards end of last week, has reacted and is high again, factory prices being given at 10¼ to 10½c. Jobbing trade is being done at 10½ to 11c. Hides are quiet. Trade in ashes is dull. New hay is coming in more freely, $9 for large lots and $10 for carlots of No. 2 were reported this week. New potatoes also are going off well and the trade is good. Reports of rot are discredited, the earlier tubers being the only ones likely to be affected. Honey is arriving freely now. Beans are quiet and easier if anything. Hops are in better demand. Imported apples are opening high, 6½c being quoted for early new goods. The market for flour is strong and higher prices may be looked for as Western millers have advanced 15c. per bbl. Rolled oats and cornmeal are quiet, receipts in the former being light. In wheat a firm feeling is reported in Manitoba, both locally and abroad.

SUGAR.

There is no change in prices to note. Market is firm since last advance of 5c. on hard sugars. Business during the past week among the jobbers has been good. Towards close of last week New York market advanced 1-16c. and in face of the strong feeling in beets it is not unlikely that a further advance may eventuate. The London market for beet is very firm. We quote .

Granulated, bags and bbls	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, boxes and bbls	4 75
" " ½-boxes and 1½-bbls	4 85
Extra ground, bbls	4 60
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Domino lumps, boxes and bbls	4 65
" " ½-boxes and ½-bbls	4 75
Phoenix	4 05
Cream	3 90
Bright coffee	3 90
" yellow	3 90
No. 3 yellow	3 80
No. 2 "	3 60
No. 1 " bags and bbls	3 45 3 50
Raw Trinidad	3 25
Trinidad crystals	3 30 3 35

SYRUPS AND MOLASSES.

Market is firm. Some little business is reported in mixed Barbados at under 28c, though new Barbados holds firm at last week's quotations. Owing to the scarcity of Barbados and inability to secure through local brokers, some offerings have been received from Newfoundland holders at basis of 38 to 38½c. delivered here. Corn syrup has received some impetus owing to the high prices ruling in Barbados molasses, and some fine samples of New Orleans have also been taken up here. We quote :

Barbados, in puncheons, old		0 40
" new	0 41	0 42
" in barrels		0 42½
" in half-barrels		0 43½
New Orleans	0 22	0 25
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls		0 02½
" ½-bbls	0 02½	0 03
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb		2 50
½-bbls. "		2 65
Kegs "		2 80

TEAS.

Teas are quiet, the demand being steady for Ceylon greens. The market for these is better supplied than has been the case for some weeks. Considerable quantities have arrived during the week, prices ranging from 15 to 18c. for natural leaf. Ceylon blacks are quiet. In China greens prices are unchanged, though reports point to possibly lower prices in the near future, especially for lower qualities. Finer goods are pretty well taken up for first crop. Second crop does not show up to last season's quality. Pea leaf is running from 21 to 27c. and pin head from 30 to 35c. China blacks are unchanged and trade quiet. In Japans, low to medium are still attracting attention, the better lines of low grades going from 17 to 19c.; fine to choice are only moderately in demand. Formosa Oolongs continue firm and high. We quote :

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

A quiet market and featureless. Some little business has been done during the week in Maracaibo at 7½ to 8c. New York market is reported as quiet. We quote :

Good cucutas	0 09½	0 09¾
Choice "	0 11	0 12
Jamaica coffee	0 07½	0 10½

SPICES.

The situation is unchanged since last report. Ginger, cassia and pepper are firm. Pimento is stronger in New York but as little comparatively comes to this market it attracts only passing attention, unless the advance is exceptionally strong. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 15	0 18
" " African	0 12	0 13
" ground Japan	....	0 15
" Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14

RICE AND TAPIOCA.

Trade in rice is quiet, very little activity at any time during this season being noticeable. In tapioca also, there is nothing to note. A fair average Summer consumption is observable and it is difficult to get jobbers to say there is anything interesting in this product. We quote :

B rice, in bags	....	3 40
" ½-bags	....	3 40
" ¼-bags	....	3 50
" pockets	....	3 50
In 10-lb bag lots an allowance of 10c. is made.		
CC rice, in bags	....	3 30
" ½-bags	....	3 30
" ¼-bags	....	3 40
" pockets	....	3 40
Imported Patna rice, in bags	....	4 62½
" " in ½-bags	....	4 75
" " in ¼-bags	....	4 87½
In the open territory prices are about 10c. less.		

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50 4 60
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 65
Java Caroline			3 55
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl			0 02¾ 0 03
" seed pearl			0 03 0 03¼
" flake			0 04½ 0 05
Imported Italian			0 09

CANNED GOODS.

In canned goods the situation is unchanged from last report. Jobbers still are unable to get quotations on corn, tomatoes and beans from the Canadian Canners' Association. Orders at open prices even are not accepted—the unfavorable weather conditions are the cause of the holding back. As regards salmon, the British Columbia market has re-opened with Rivers Inlet Sockeye talls at $5.25 and Fraser River Sockeye talls at $5.75 f.o.b. coast, which represents an advance of $1 per case on the former and $1.10 on the latter. These heavy advances are turning buyers' attention to the Humpback stock which was carried over from last year and is still obtainable in small quantities in British Columbia. The local trade in general lines of canned goods presents no noticeable feature, the trade is fairly good. We quote:

Tomatoes	....	1 60
Corn	....	0 90
Peas	0 87½	1 40
String beans	0 80	0 85
Strawberries, preserved	1 40	1 60
Succotash	0 85	0 95
Blueberries	....	1 10
Raspberries	....	1 40
Gooseberries	....	1 50
Pears, 2s	1 20	1 40
" 3s	2 10	2 25
Peaches, 2s	1 40	1 60
" 3s	2 35	2 50
Plums, Lombard 2s	....	1 30
" Green Gage, 2s	....	1 40
Cherries, red pitted, 2s	....	2 20
Baked beans, 3s	....	0 90
3-lb. apples	0 82½	0 85
Gallon apples	....	2 00
2-lb sliced pineapples	2 00	2 10
Grated pineapples	2 15	2 35
Singapore whole pineapples	2 20	2 30
Pumpkins, per doz	....	0 90
Spinach	....	1 40
Sugar beets	0 95	1 00
Salmon, pink	0 90	0 95
" spring	....	1 25
" Rivers Inlet red sockeye	....	1 30
" Fraser River red sockeye	1 42½	1 47½
Lobsters, talls	....	3 25
" 1-lb. flats	....	2 75
" ½-lb. flats	2 00	2 05
Canadian Sardines, ¼s	3 40	3 60

FOREIGN DRIED FRUITS.

In Valencia raisins prices have been made within the last few days for direct steamer shipments and range from 20 to 22s., according to brand, for f.o.s., with selected fruit offered at the usual 2s. advance. Up to the present importers have shown nothing more than an academic interest. Prices in Malaga fruit, both loose and layers, are at about the same limits as per crop of 1902. In some quarters Malaga fruit seems to be getting a preference over Valencia. It is asserted that they show better value, possessing also better keeping qualities, and not so perishable. The jobber strongly opines, in making a comparison between Valencia and Malaga fruit, that unless Valencia packers pay more attention to shipping better goods to this market, they will simply find themselves neglected in favor of their Malaga rival, as the consumers will refuse to buy Valencias as freely when they can get good Malaga Muscatels. It is noteworthy that Malaga growers have taken a leaf out of the Californian raisin packers' book, to seed and pack their fruit in 1-lb. packages this year. In Sultana raisins, prices so far have been very favorable to buyers, but slightly less favorable weather reports have come to hand with a corresponding strengthening in Smyrna. A large percentage of orders placed by jobbers this season have been on very fetching samples of clean fruit. At lower prices the bulk of the business is being placed in the higher grade fruits. The neglect that Sultanas have suffered during the past few years may be remedied during the present season through the lower prices ruling, and the fact that the quality, from samples shown, is very fine, will undoubtedly mean a greater demand. The prices, it is figured, will range at from 6½ to 8½c., as to quality. Valencias it is expected, will open on arrival at about 7½c. for f.o.s., 8½c. for selected, and 8¾c. for 4-crown layers. Prices for Comadre figs have passed the speculative stage and the market is settled down to about parity for corresponding shipments from Portugal of last year's figures. Currant market is steady locally. New fruit is expected in about three weeks, shipments being on the way now. Prices show a slight weakening in buyers' favor for second steamer. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	0 05	0 05
" " cleaned	....	0 05½
" " in 1-lb. cartons	....	0 06
Finest Vostizzas "	0 06½	0 07¼
Amalias "	0 05¾	0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 09	0 12

VALENCIA RAISINS,

Finest off-stalk, per lb	0 06½	0 07
Selected, per lb.	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	0 90	1 00
Elemes, per box	0 75	0 85

DATES.

Dates, Hallowees, per lb	0 04½	0 05

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 10	0 10½
Peaches "	0 09	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 25
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ½s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	....	....
" " seeded, in 1-lb. packages	....	0 09
" " in 12-oz. packages	....	0 08

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PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 08½
50-60s	....	0 07½
60-70s	....	0 07¼
70-80s	....	0 07
80-90s	....	0 06¾
90-100s	....	0 06½
Oregon Prunes (Italian style) 40-50s	....	0 07½
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	0 04½	0 04½
" " 100-120s	....	0 04

GREEN FRUITS.

The fruit market is showing a little activity. A lot of Canadian fruit is arriving, some eighteen carloads having been received during the past few days, principally plums. Peaches have not come in this week as freely as was expected. Arrivals of California fruits are expected to be heavier this week than last when the United States market was taking it at better prices than were obtainable here. Canadian tomatoes are low in price, in fact too low for any money for jobbers. We quote :

Sorrento " 300's, compartment cases	....	3 50
" " 300's, ordinary boxes	....	3 00
Maiori seedless lemons, 300's, extra fancy	....	4 00
Messina lemons 300's, fancy	....	3 75
" " 360's, fancy	....	3 00
" " 300's, choice	....	2 75
" " 360's, choice	....	2 25
Cocoanuts, per bag of 100	....	3 25
Canadian apples, in bbls	1 50	2 25
Bartlett pears	3 00	3 50
Peaches	1 50	1 75
Plums	2 00	2 25
Pineapples, 24 to case	....	5 00
" 30 to case	....	4 50
Bananas	1 75	2 00
Canadian peaches, per basket	0 35	0 40
" plums "	0 30	0 40
" pears "	0 30	0 40
Tomatoes	0 30	0 35
Watermelons	....	0 35
Grapes, Canadian	0 35	0 40

FISH.

The market for fish is improving and dealers look for a better demand now. All kinds of sea fish are plentiful but lake fish continue rather scarce, especially pickerel or dore. Fresh British Columbia salmon are arriving more freely ; prices remain about the same, in fact they are higher than usual this year, owing to the very light run of salmon. In pickled fish there is not much new to note as new salt herring have not yet been put on the market to any extent, while green cod is only arriving in very small quantities so far. In boneless or prepared fish there is an improvement to note, in fact the demand is very good, as is usual at this season of the year. In smoked fish such as haddies, kippers, etc., trade is opening up now, and good business is looked forward to. We quote :

Haddies	....	0 07
Smoked herring, per box	....	0 15
Fresh haddock, per lb	....	0 04
Dore, per lb	....	0 09
Pike, "	....	0 07
Halibut, per lb	....	0 11
Gaspe salmon, frozen, per lb	....	0 15
Salmon trout, per lb	....	0 09
" B.C., per lb	....	0 15
Steak cod	....	0 05
Brook trout, per lb	....	0 18
White fish, per lb	....	0 08
No. 1 Herring, Nova-Scotian, per bbl	5 00	5 50
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb	....	5 50
No. 1 large green codfish, new, per 200 lb	....	6 00
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " " " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Loose boneless cod, per lb. in 40-lb. boxes	....	0 05
Dried codfish, new, per 100-lb. bundles	....	4 75
B. C. salmon, per bbl	....	13 50
Standard bulk oysters, per gal	....	1 50
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	0 90
Canadian ¼ sardines, per 100	....	3 75
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size per doz	....	2 25

COUNTRY PRODUCE.

BEANS.

A steady feeling is reported this week and prices have stiffened up somewhat. The trade is only fair. We quote :

Choice prime, per bushel	1 60	1 65
" carlots	1 40	1 50
Choice, small lots	1 25	1 40
Ordinary, carlots	0 90	1 00

HOPS.

Good to choice hops are in better demand and as they are scarce, a good price, about 23c., is reported, the fair to medium Eastern Townships bringing 15 to 17c. We quote :

Old hops	0 09	0 10
Choice No. 1	0 19	0 20
Fair to good	0 16	0 18
Yearlings	....	....
Choice Eastern Townships	0 20	0 23
Fair to medium Eastern Townships	0 15	0 17

NUTS.

The local trade is quiet. Importers are paying little or no attention to Marbot, Cornes and Cahoes, owing to the attraction of low costs of Mayettes. Offerings that have been made will cost laid down about as follows : Grenobles 11½ to 12½c. as to quality ; almonds about the same ; filberts 9 to 10c.; pecans have advanced to 13½ and 14½c. This market is a large consumers of pecans, this class of nut being a favorite with French-Canadians. We quote :

Grenoble, per lb	0 12	0 13
Filberts, per lb	0 08	0 09
Tarragona almonds, per lb	0 11	0 12
Brazils, medium, per lb	0 12½	0 13½
Pecans, " per lb	....	0 13½
" large, per lb	....	0 14½
Peanuts, per lb	0 07½	0 12
Valencia shelled almonds, per lb	....	0 26
Bordeaux shelled walnuts, per lb	....	0 25

POTATOES.

Business is showing an improvement. New potatoes are coming in freely and in spite of the reports of rot, show excellently. Growers say that the later varieties in this month will turn out well if weather conditions are not too unpropitious. We quote :

New, in jobbing lots, per bbl	1 25	1 40
" per bag		0 75
" jobbing round lots, in bags	0 50	0 60
" bushel baskets	0 50	0 65

HONEY.

Considerable quantities of extracted and comb honey have been offered during the past week. The dealers are not anxious to buy owing to the unprofitable season last year ; they are willing to let the producer carry the stock until Fall, in hopes that it might be bought at value. We quote :

White clover, comb	0 12½	0 13
White, strained, in tins	0 08½	0 09
Buckwheat, strained	0 07	0 07½
" comb	0 08	0 09
New white, in comb	....	0 14

MAPLE PRODUCTS.

Market remains quiet. Nothing to warrant much change at this season. We quote :

New syrup, in wood, per lb	0 05½	0 06
New syrup, in large tins	0 70	0 75
Old " "	0 55	0 60
Old " in wood	0 05½	0 06
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08	0 09

EVAPORATED APPLES.

New evaporated apples are reported as opening high, 6½c. being asked. Ordinary stock is quoted at 5½ to 5¾c. in jobbing lots, and 5c. to 5¼c. in carlots. Indications point to a much larger production than was at first anticipated and prices are looked to as sure to be easier.

FLOUR AND GRAIN.

FLOUR.

The market for flour is very strong. Western millers have advanced prices 15c. per bbl. on Winter wheat flour. Complaints are made of scarcity of wheat. One carload of 90 per cent. patents sold at $3.55 on track here, though that is claimed as unobtainable again, $3.60 to $3.65 being the general price. We quote:

Manitoba patent	4 35	4 50
" first bakers'	4 10	4 20
" second bakers'	3 60	3 80
Winter wheat patents	3 85	4 00
Winter patents	....	4 05
Straight rollers	3 40	3 50
90 per cent. patents	3 45	3 60
Extra	1 60	1 65
90 per cent. bags	....	1 75
Straight rollers, bags	....	1 65

FEED.

Market quiet, sales of Ontario bran being reported at $16 in bulk. We quote:

Ontario bran, in bulk	16 00	16 50
" shorts	18 00	19 00
Manitoba bran, in bags	....	17 00
" shorts	19 00	20 00
Mouillie	22 00	30 00

CORNMEAL.

No change since last week's report. Market is firm. We quote :

Gold dust, bags	1 80	1 90
" bbls	3 90	4 00
Ordinary, bags	1 40	1 45

ROLLED OATS.

Receipts this week were very light and trade is quiet. Prices unchanged. We quote :

Rolled oats, in bbls	3 80	3 85
" " in bags	1 85	1 90

GRAIN.

WHEAT.—There is a firm feeling in Manitoba wheat, locally and abroad. No. 1 hard is quoted at 90c. afloat Ft. William, and No. 1 Northern at 89½c. Ontario millers are paying 75c. at the mill for new red Winter wheat. We quote :

No. 1 hard Manitoba	....	0 93½
No. 1 Northern	....	0 92
Rye	0 58	0 58½
Peas	0 72	0 73
Corn	0 59	0 60
Buckwheat	....	0 48½
Barley	0 50	0 51
Oats	0 37½	0 38
Malt	0 75	0 80

HAY.

New hay is commencing to come in more freely. A barge load of No. 2, about 150 tons, was sold at $9 delivered here. Good, old No. 2 is fetching $10 in carlots. Some No. 1 New Ontario changed hands at $10, a very good figure for the buyer. The port shipments last week were :

Bales to—	
Liverpool	13,929
London	1,313
Glasgow	1,259
Manchester	3,476
Newcastle	626
	20,633

an increase over same period last year of 7,695 bales. We quote :

No. 1 timothy	11 00	12 00
No. 2 timothy, choice	10 00	10 50
No. 2 timothy, ordinary	9 00	9 50
Clover	8 00	9 00

ASHES.

There is actually nothing to report. Trade is quiet :

First pots	5 75	5 80
Seconds	5 40	5 50
Pearls, per 100 lb	....	6 75

HIDES.

The market shows no change. A fair trade is reported in lambskins, though

MOLASSES.—The stock held is very light for this season of the year. The quantity to arrive is small. Just at present the sale is rather dull. Full figures are asked and the situation is strong. We quote :

Barbadoes	0 36	0 38
Porto Rico	0 40	0 44
New Orleans	0 28	0 35

FISH.—There is a fair movement. Smoked herring are in light supply and prices are held firm at rather higher figures. Pickled herring, as last season, are held at full figures. There is improved sale for finnan haddies. Dry pollock are unchanged. Codfish are firm at full prices. The Fall run of shad was a failure. Pickled shad will be very scarce. We quote :

Haddies, per lb	0 04½	0 05
Smoked herring, per lb	0 10½	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	1 75	2 00
Pickled herring, per ½-bbl	2 10	2 25
Dry cod	4 00	4 10
Pickled shad, ½-bbl	5 00	6 00
Halibut	0 10	0 12
Fresh salmon	0 15	0 18
" shad	0 12	0 15

FLOUR, FEED AND MEAL.—In both Manitoba and Ontario flours higher prices rule. The market is firm. Oats and oatmeal have but a fair sale and prices are unchanged. Cornmeal sells quite freely at even prices. Beans are rather lower and have but a light sale. Hay in this market is very dull. We quote :

Manitoba flour	$4 90	5 10
Best Ontario	4 20	4 50
Medium "	3 95	4 00
Oatmeal	4 10	4 25
Cornmeal	2 80	2 85
Middlings, in small lots	24 00	26 00
Oats	0 38	0 44
Hand-picked beans	1 85	1 90
Prime "	....	1 80
Yellow eye "	2 80	3 00
Split peas	....	5 00
Barley	4 25	4 40
Hay	10 00	12 00

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., August 29.

THE efforts of the Vancouver Board of Trade, the Victoria Board of Trade and the British Columbia Wholesale Grocers' Exchange, which comprises the wholesale grocers in both cities, have at last been successful in obtaining a concession in freight rates from Vancouver to Calgary. The C.P.R. Co. has notified the bodies concerned in the agitation, which has been on for six months or more, that a reduction of 25c. per 100 lb. on first-class freight from Vancouver to Calgary is the basis of a reduction in rates all around, which the company is willing to put into effect.

The contention of the wholesale trade here has all along been that the rates from here to Calgary as a base should be the same as from Winnipeg to Calgary, the distance being the same, or nearly so. Existing rates on the same classes of freight have been much higher from Vancouver than from Winnipeg, so that the wholesale trade of this coast has been badly handicapped in efforts to do business with the merchants of Alberta and all intermediate points, to which the Winnipeg wholesalers had a better rate.

The C.P.R. some months ago broke off all negotiations apparently, giving the decision that a change could not be made in the rates, because Winnipeg would ask for similar concessions, making the condition just as before. At that time the wholesale grocers called a practical boycott of the C.P.R. in so far as they were able to control freight. Of course, this applied more to goods being imported than to goods shipped from here. In the latter case it was, perforce, necessary to send by C.P.R. to all points to which that was the only line of transportation.

Evidently, the railway company has reconsidered its position entirely, as the reduction now offered, while not bringing the rate to an absolute parity with Winnipeg, is still such a big cut that the trade feels correspondingly elated. The generally expressed opinion is that the question of doing business in the Alberta country and intermediate points has now been solved. The wholesale hardware trade is equally interested in the concession. A meeting of the Freight Rates Committee of the Board of Trade is to be held this afternoon to discuss the offer. A request to scale the rates on the Crow's Nest Pass line in a similar manner, taking Lethbridge as base point, has not been considered by the company.

The rate for first-class freight to Calgary from Vancouver hitherto in force has been $2.12 per 100 lbs., so that the reduction is nearly 12½ per cent.

Shipments north to Dawson, which have been very heavy up to date, are showing a material slackening off in some lines. In all lines the withdrawal of the Summer schedule of through rate quotations has had the effect of hurrying up shipments until the last minute. But the last boat to reach Skagway before the end of the month, when the rates go out, has sailed, and next shipments will be lighter. There is another reason for some falling off in trade, and that is the cancellation of some orders from Dawson. This is in produce mainly, as the prices of goods in the north have fallen in some produce lines, principally butter and eggs. This will, however, be but a temporary lull in the movement of goods, for Winter stocks are not yet sent in, and in many staple lines of food supplies the big companies are placing orders to replace the goods which have been hung up on the lower Yukon and cannot reach Dawson this Winter.

In grocery lines there is some activity in dried fruits reported, fresh pack of apricots and similar goods being in the market at high figures. Prunes, which are still last season's pack, have been advanced a little in sympathy. In canned goods the additions to receipts of new season's pack from eastern packers are strawberries and raspberries. The wholesale grocers report having promises of new tomatoes for September 1 shipment from the east. If that is carried out, goods will be here in time to get them into Dawson this Fall before the freeze-up. The recalling of through bills of lading on goods consigned to the north does not by any means convey the idea that goods are not shipped in any more this season. The shippers merely have to take the risk themselves. Shipments north will continue for some weeks yet, but through bills will not be given by the transportation companies.

In the produce markets supplies are very fairly good, demand is also good. Prices show a stiffening tendency. There have already been two raises in quotations of cheese from the east in the past week. In twins and small sizes a scarcity is shown. Manitoba shipments of cheese are not large. Eggs are scarce and prices are higher. From the east the quotations on Ontario case eggs are 1c. higher than last week. Local fresh are still at prohibitive prices, being as high as 40c. retail. Creamery butter, while very much firmer in its position in the market, shows no quotable change in price as yet. Dairy is in good demand, and prices are fairly easy, though having a tendency to be firmer in sympathy with the creamery goods. Prices may be quoted at 21 to 22c. for creamery and 17 to 18c. for dairy.

THE FOOD VALUE OF SUGAR.

THE virtues of sugar are interestingly discussed in a recent issue of The Literary Digest. The advocates and disparagers of this indispensable staple are heard, and the weight of evidence is on the side of the healthfulness of sweets. We quote :

"Old and famous doctors, like Hufeland and Heim, declare that a moderate use of sugar stimulates digestion and prevents fermentation in the stomach, while an excessive indulgence in the article has an injurious effect on the digestive faculties, as it causes the formation of an excess of lactic acid, which makes itself apparent in the secretions, especially in the saliva, and in this manner produces an injurious effect on the teeth.

"Latter-day physicians, those representing the latest phases of medical knowledge, declare with great positiveness that 'sugar causes acidity of the stomach only when ingested in small quantities into a stomach already acid or inclined to acidity, when the lactic-acid fermentation seizes upon it and carries it along with it. If, however, the sugar is used in larger quantities it overcomes the fermentation and stops it.'

"The latest investigations have in truth demonstrated that lactic acid fermentation is stopped by an excess of sugar ; but, to the disappointment of pie eaters and bonbon devotees, it must be stated that this effect is produced only when the substance is absolutely pure. In this condition it seems to make no difference whether the sugar be eaten solid in the shape of lumps or dissolved in pure water. Sugar excites the secretions of the stomach, increases digestion of albuminous matters and of nutritives containing iron and lime, a fact which proves that under proper conditions sugar is an enemy against anemia, chlorosis and in scrofula.

"This explains the love of a great many children for sugar in the lump, who afterwards, as they grow older, avoid plain

sugar or sugar by itself almost entirely. It seems to be a sort of instinct with children with weak bones and thin blood. As early as 1878 Dr. Bockel recommended in his writings sugar as the best and most powerful remedy in rachitis ('rickets'). According to the theory advanced by him, the sugar given in such cases sets up an alcoholic fermentation, which overcomes the lactic acid present in excess, and thus prevents the escape of the bone-building salts."

According to the writer, the idea that sugar causes bad teeth is an altogether mistaken one.

The teeth of the negroes in the tropics are dazzling white and sound. On our sugar plantations in Cuba, Louisiana and elsewhere all negroes run down with labor or sickness grow sleek, fat and strong again on the return of the sugar harvest solely by chewing the cane. Englishmen and Americans eat more sugar than the French and the Germans, and yet they have better teeth than the latter. He goes on to say:

"After participating in many kinds of food sugar seems to act as a digester, and that heaviness often felt after a hearty meal is frequently relieved by drinking a glass of sugar-water. The famous Hufeland, in his book, 'Makrobiotik' (i.e., on long life), sings a hymn of praise to sugar. and recommends plenty of sugar to all who have to eat coarse, heavy food. It is better, he states, for lean persons than fat ones.

"When we find the cake-bakers and millers habitually have bad teeth it is natural to charge the fact to the use of sugar or of flour. Rather ascribe it to the lack of care of the teeth, habitual with those people, which permits particles of food to remain between the teeth, and thus further decomposition. If they would use the brush frequently and properly they would have as good teeth as anybody.

"In old times our confectioners, bakers, etc., did not employ sugar in their sweet wares, but honey, whose antiseptic properties were known even in remote antiquity, and the Egyptians, Greeks, etc., frequently used it as an application to serious wounds. For that matter, as late as the 17th century our ancestors used sugar as an application to wounds. The practice, however, fell into neglect and was forgotten until only recently prominent surgeons are again bringing the substance into use. Dr. Luke, for instance, professor at the University of Strassburg, recommends it in gangrene, and has used it with excellent results.

"The Frenchman, Claude Bernard, has demonstrated that the normal sugar-content of the blood immediately commences to rise whenever any disease or injury to the organism commences to grow better. In this case a blood rich in sugar seems to exert an influence on the reparative action. This condition of the blood lasts until the health is restored or until the source of supply (of sugar) is cut short. Normal and healthy blood always contains sugar, which is derived from all nutritive foods and has absolutely nothing to do with the consumption of pure sugar. That a too great indulgence in sugar, by itself or mixed with other things, can have a bad effect and cause sickness is not to be denied, but that its use, either in small quantities or large, can cause diabetes cannot be too strongly denied. Such an idea could be conceived or find defenders only from the fact that the original cause of that only too frequent disease has, up to the present, eluded investigation and remains a mystery. . .

"Finally, we can assert that the healthiness of sugar is no longer disputed by educated physicians. That it is not only an article of nourishment, but a beneficient one, is demonstrated by the fact of the constant growth of its employment. In A.D. 1700 all Europe used about 100,000,000 pounds of it: in 1870 this had reached 4,000,000,000 pounds, while statistics show that from the end of August, 1900, to February, 1901, 2,000,000,000 pounds of beet sugar alone had been consumed."

MARYLAND AND HER OYSTERS.

THERE have been oyster wars on the Chesapeake, and Virginia and Maryland have called out their fleets more than once to defend the luscious bivalve, but now the dainty is getting so scarce that it is feared all these troubles will disappear with him, says The Florida Times-Union. The problem now is to keep him at whatever cost. Since Florida has a problem like unto theirs we may learn something by studying the experiences of others.

When the scarcity of marketable oysters first grew noticeable a remedy was offered in "the cull law" similar to ours, which prescribed that only oysters of a certain size should be taken and the young returned to the beds. The boats were obliged to "cull" where the catch was taken. But the increase under the operation of this practice failed to satisfy the exports, and in 1902 the "Haman Bill" was introduced. This was to give the state the right to lease the beds to private parties for a series of years, the assumption being that self-interest would secure the planting and care of the beds. But in the counties having a frontage on the bay a violent opposition to the bill was generated and defeated it, the baymen charging that the purpose was to secure a monopoly and then a trust. The bill was defeated, and "planting laws" substituted, giving ownership to beds planted and cared for. But the diggers fought all laws, making the claim that the bottom of the bay was public property and open to every citizen.

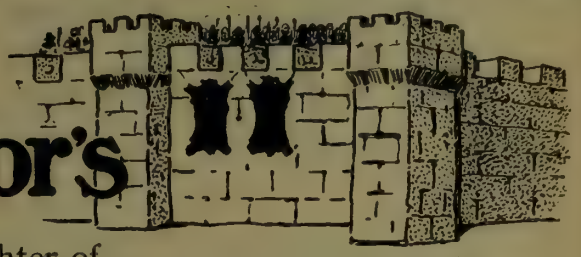
In other sections of the state, however, public opinion has been steadily growing, and there is a fair prospect that the Haman Bill, or something like it, will yet become law, else there will soon be no oysters for anybody. It is not intended to lease any bottoms or beds now proving productive, but to give the "planter" power to protect the crops he may grow on abandoned beds, creating an industry by the methods practiced around New York and formerly at Mobile. Why not? Professor Brooks, af the Johns Hopkins University, has made a study of the subject with close observation for a series of years, and he declares that under the bill the bottom of the bay should produce an annual crop worth $100,000,000 instead of the fluctuating few millions it has been made to pay under the old system that has finally killed the goose that laid the golden egg. Private ownership will not only replant the beds and guard them till the harvest, but insure protection from the starfish and drum that have proved so destructive.

OLIVE STOCKS SHORT ABROAD.

Private advices from responsible sources on the other side, referring to olives, according to The New York Journal of Commerce, say: "The present season is the most dangerous for olives, and as a large amount of them have already been destroyed by the weather, half of the amount estimated will be 'culls' if we have rainy weather in September. The stock of olives in casks is estimated as follows: Number of casks in the United States, 300; No. of casks in the hands of La Exportadora Nuta de Aceitunas, 1,500. The new crop is estimated at 1,500 casks, making a total of 9,300 casks. On the same date last year the stock in the United States was 4,500 casks. The number of casks sold and for sale in Seville was 3,500, and the number of casks cured last year was 8,500, making a total of 16,500 casks. This shows a deficit for this year of 7,200 casks.

"The crop of Manzanillas is expected to be one-half shorter than that of last year. Prices will be higher, as there has been a strong demand for them these last months. Up to the present the quality appears good."

William the Conqueror's



mother was the daughter of a tanner. So the people of a town he was besieging hung out some hides on the wall. William, stung by the intended insult, soon "tanned" that town to subjection.

Canadians care more for what **"is"** than for what **"has been."**

Still, a **good record** counts, and

Chase & Sanborn's Coffees

are today—**every day**—all that they have ever been, for they have richly earned their unique and enviable reputation.

"SEAL BRAND"
In 1-lb. and 2-lb. Tin Cans (air tight).
Other high grades in richly colored parchment bags (moisture proof).

This Seal is on Every Package

RETURNED
MAY 28 1904
Cto Book 18
Page 25
and.

CORKS CORKS

We are in a position to fill all orders at the shortest notice.
Mail orders receive prompt attention.

S. H. EWING & SONS
96 KING ST., MONTREAL.

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 CHURCH ST.
TELEPHONE MAIN 204

Telephone orders receive prompt attention.

GOLDEN EAGLE COFFEE.

A FEW GOOD THINGS

MANHATTAN BLEND COFFEE.

Every Up-to-Date Grocer Should Handle.

AMERICAN COFFEE & SPICE CO.,

Lees & Langley's Worcestershire Sauce.

109 Front St., East, TORONTO,
NEW YORK,
—AND—
LONDON, ENG.

GOLDEN SEAL BAKING POWDER.

Olives / Rowat's

(GLASGOW, SCOTLAND.)

Rowat's Spanish Queens Olives are marvels of value. There is nothing on the market their equal. To try them once is to BUY them ALWAYS.

Octagon— Small
Medium
Large

Write for Prices.

SNOWDON, FORBES & CO.

449 St. Paul Street, MONTREAL, P.Q.

TEA REPORTS.

GOW, WILSON & STANTON, under date of August 31 : Duty payments for home consumption continue to show an increase over those of last year.

Indian. — Supplies have again been moderate and not in excess of requirements, and there has been a continuance of the good general competition noticed last week. Some of the Assam teas are showing promise of good quality to come in the near future. On the other hand, some third invoices of Dooars teas are showing a slight set-back as regards flavor and quality.

Ceylon.—Judging from samples representing the week's offerings it would appear that the bulk of the teas made in the less satisfactory weather prevailing in the Island some two or three months back have now passed through the market. The trade are therefore anticipating improved quality, especially from the districts situated at a high altitude. Samples to hand by mail showing most recent manufacture help to confirm this opinion. The teas met with a good demand and prices ruled steady. Where invoices showed an improvement, a corresponding advance in price was made.

Wm., Jas. & Hy. Thomson's circular of August 20 is, in part, as follows :

The market is showing signs of more general activity and the bidding this week has been brisk for all kinds, while orders for export which have been very scarce for some time were more numerous, and quotations for good medium leaf kinds benefitted in consequence. Common tea remains steady at last week's rates, and though medium grades have been somewhat irregular, invoices of desirable character have been well competed for. Fine teas from India, which are gradually becoming more plentiful, continue to realize full rates. The shipments from India to date are heavier than last year, but it must not be forgotten that very favorable tea-making weather was experienced about the end of June, and from late advices it is unlikely that the present rate of increase will be maintained. Exports from Ceylon to this country continue light.

Green teas.—There is little doing in this market, but both from Colombo and Calcutta come reports of an improved demand, as before remarked. The recent depression in prices was unlikely to continue in view of the scarcity and consequent dearness of the supply from Japan. The opportunity for bringing Ceylon and Indian greens more prominently before the public will no doubt be made use of to the fullest extent.

Fads in Many Lines Come and Go,

but Clark's Meats

are steady sellers.

That's why you should stock them.

Delicious, Healthful
The Ideal Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT.
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

FINEST ORANGES GROWN

Car **Extra Fancy Late Valencias** arriving this week from the celebrated groves of the **Arlington Heights**, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON; Direct Importers, GUELPH, ONT.

PROPOSED HONEY EXCHANGE.

A number of beekeepers from through Oxford met in Woodstock last week for the purpose of forming a honey exchange. The plan works well in the United States, and a number think it would work satisfactorily in Western Ontario. In this way the quality and price are fixed and everyone's honey is treated on its merits.

The United States Food Company, capital stock $3,000,000, has been incorporated in Trenton, N.J., to manufacture, buy and sell flour and other food articles, and to manufacture from grain and cereals.

Window and Interior Displays

Timely Hints and Suggestions.

A Winnipeg Grocery Store.

AMONG the thriving business establishments in the bustling city of Winnipeg one of the foremost is the subject of this article and illustration. Its proprietor, Mr. J. A. McKerchar, has been a representative grocer in the Gateway City for many years, during which time, through unflagging energy and a thorough knowledge of the trade, he has built up a business from a very moderate commencement to one of the most extensive in the city.

Interior View of the Store of J. A. McKerchar.

The handsome and substantial building which he has lately built and equipped is situated in the busiest part of Main street, the city's chief thoroughfare. It is of pressed white brick, three storeys in height, with a frontage of 32 feet and a depth of 110 feet, and with a basement of stone and concrete the full size of the building. The store is a model in its interior arrangement, the woodwork throughout, including 140 feet of shelving four tiers in height on each side, being of oak, oil finished. At the base of the shelving are the tea and coffee bins, metal lined; above a section of these are 52 closely-fitting spice and sundries drawers on one side; on the other are handsome glass-front cabinets for displaying plain and fancy biscuits. The walls are tinted in a neutral color, forming an effective background for the shelving and its contents, and a finely designed metallic ceiling, painted to harmonize effectively with the accessories noted, completes a store scheme which appeals to the observer at once by its dignified simplicity and thorough adaptability to the requirements of a first-class business. The lighting is perfectly provided for with two plate-glass fronts, 9 x 18 x 6, extending to two feet from the sidewalk, and a service of five combination gas and electric standards, which, with 20 incandescent ceiling lights, forms when in use a picture both pretty and effective.

Mr. McKerchar's trade has, until recently, been confined to that of a high-class family character, but, in addition to this, which is steadily increasing, a jobbing department has recently been added, with plenty of warehouse room in rear of the store proper, for the reception and distribution of goods in wholesale quantities. Mr. McKerchar is working up an excellent volume of business in this direction, in which, being a close cash buyer, and having access to the best sources of supply, he is enabled to cater thoroughly to the requirements of country merchants, contractors, and other large purchasers.

Changing the Window.

However effective and carefully planned a window display may be, it loses its efficiency in a few days. The habit that many merchants have of allowing a display to remain for two or three weeks is one of the most disastrous faults in the business. A window that passers fail to stop to look at can be condemned by the dresser without hesitation, and a

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize - - -	$10
Second Prize -	$7
Third Prize - - -	$5

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on Oct. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the $10, $7 or $5 prize, it may be awarded a $2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of $2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

EATS DIRT

and seems to like it, too.

The Cleveland Wall Paper Cleaner

does marvellous work. A 25c. can is sufficient for the average room. Samples sent with each order.

GEO. RIDOUT & CO.,
77 York St., Toronto.

Figure it Out

and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office. Style and finish, that's it.

Special 1,000 Bond Statements, $2.00; Extra quality Billheads, 1,000, $1.50; Envelopes, 1,000, $1.00 up.

WEESE & CO., 54 Yonge Street, - Toronto.

Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON ONT.

Headquarters for everything in our line.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

TRUCKS

for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

Reputation Established.

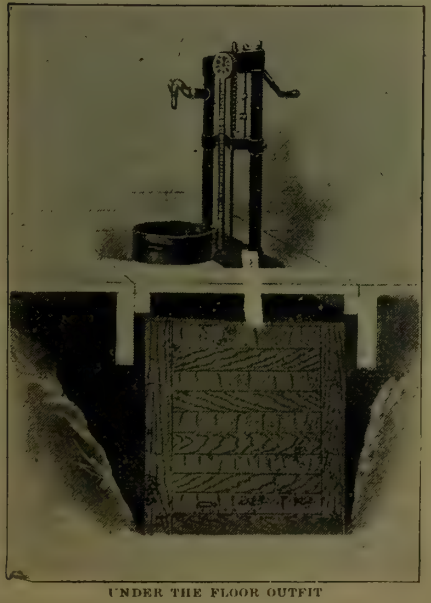
Since the inception of our firm as wholesale grocers we have endeavored to **establish a reputation** for honorable straight-forward dealing, in which we think we have succeeded to a very marked degree, judging from the increase in our business from month to month, which has made it necessary for us to enlarge our warehouse capacity to more than double its former size. Thanks to our many customers for their very generous support in the past. We are equally interested in your success. **WATCH US GROW.**

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

THE PRICE OF A THING



UNDER THE FLOOR OUTFIT

— ALL —
BOWSER OIL TANKS
ARE EQUIPPED WITH
Money Computers, Dial Discharge Registers,
Anti-Drip Nozzles, and Double Brass Valves
AND MEASURE ACCURATE
GALLONS, HALF-GALLONS and QUARTS AT A STROKE
FIFTY DIFFERENT STYLES.
CATALOGUE "B" FREE UPON REQUEST

Is Not Always a Criterion Of Its Value.

Were a merchant beginning business to include in his fixtures an old-fashioned "jigger" oil tank or some other "makeshift" simply because the price was low, his investment might really prove an extravagant one. He might go along year after year wasting oil from leaky barrels and sloppy measures, enduring **dirt, inconvenience** and **waste,** all the time hugging to his breast the delusion that he is saving money thereby, when the fact is, he has

WASTED ENOUGH OIL

in all those years to pay for several good oil tanks and he is just where he begun. The small additional cost of

BOWSER
SELF-MEASURING
OIL TANKS

is just that part of the whole price that insures subsequent **Economy** and **Satisfaction.** It is the premium you pay for a high-grade tank that will return to you its cost surely and promptly, beginning the moment it is placed in your store.

S. F. Bowser & Co.

Factory: Fort Wayne, Indiana
65 FRONT ST. EAST, TORONTO

speedy change should be made before the public has ceased to expect anything new.

The frequency of the change is a matter of personal judgment, and depends largely upon the size of the town or city. In a city few windows remain over two days, but in a small town a good window may be left a week without having passed its usefulness. More than a week, however, is a loss of window space in any town, however small, and it is to the profit of the merchant that if time can be found more frequent changes are made.

The finding of time for these varied arrangements seems to puzzle and worry many window-dressers, but this time should be considered as just an important as any other part of the business. Time should be made, if it is not convenient. The merchant who has no time to spend on his windows will soon find he has all there is. What store does not find time to wipe the counters, sweep the floor, make up the books? And yet this window-dressing means as much to the success of the business as the everyday necessary duties of the store life. If there is not time with the existing staff of assistants, more are required, just as much as when the size of the business requires more clerks to attend to the customers.

It can be relied upon that a window to which the public have become accustomed will not sell any goods; there is nothing to attract the eye, but rather something to turn customers away. If the public once get the idea that a merchant is careless about his window they soon entertain the closely-succeeding thought that he is careless in every other line. Frequency of change in the display window gives it its principal value, and a poor display, if new, is far better than an old one that was at first a successful salesman.

Fire has destroyed the cannery of The Pacific Packing and Navigation Co. at Kania, B.C. The loss was total, including buildings, stores, provisions and 18,000 cases of salmon.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER.
365 Richmond street,
London, Ont., Sept. 2, 1903.

TRAVELLERS had a good week last week, some very good orders being brought from outside places, while the city trade is also very satisfactory.

Front View of the Store of J. A. McKerchar.

The sales of sugar at the present time are heavy, and are certain to continue so for a couple of months; the fruit season for peaches and plums goes hand in hand with sugar, and economical housekeepers are now making selections of both for their annual supply of preserves, so essential in every Canadian home.

* * *

The shipments of early Fall fruit this year exceed anything that was ever known in the business, in this district. This refers chiefly to the Leamington or Erie district, where there has been a great abundance of peaches and other fruits. The transportation companies have been kept going night and day handling the traffic. Mr. Sharp, of the Dominion Express, says the shipments will treble those of last season. The lower prices for peaches, etc., have created the greater demand for granulated and paris lump sugars.

* * *

Mayor Beck was the recepient on behalf of the corporation last week of an illuminated address at the hands of visiting members of the Chambers of Commerce Congress, and the merchants, manufacturers and business men generally are naturally much elated and gratified on account of it. It was presented, on behalf of the Mayor of Canterbury, by three of the business men of that city. Printed on vellum, it made a very attractive document.

* * *

Chairman Gerry presided on Saturday at a meeting of the Manufacturers' Committee. Two manufacturing firms had sent communications to the City Council about establishing factories in the city. These companies have now been formally dealt with by the committee, and the result will be awaited with interest.

* * *

At a meeting of the hospital trust of this city last week the following tenders were awarded to London business houses: W. T. Strong, drugs; George Arthurs, ice; F. S. Orm, fish; Scandrett Bros., wines and liquors; J. H. Marshall, milk; Parnell-Dean Co., bread; George Jackson, meat; A. McCormick & Son, groceries; W. Buchanan, coal.

* * *

The Civic Improvement Society was brought into existence at a meeting held at the City Hall last week. The object of the society is to bring about a betterment of London's streets and boulevards, and at the same time establish a desire on the part of every citizen to beautify both lawn and garden. Many of the leading merchants are enthusiastic supporters of this society.

* * *

Deliveries of dairy produce in this market continue to be good, and oats and wheat are well supplied. Hay is only limited in quantity, while straw is scarce. Wholesale dealers are paying 12½, 13 and 13½c. per dozen for eggs, and retailers sell them at 14 and 15c., as to size and appearance. Rolls of butter range 18 to 20c. per lb.; crocks, 17 to 18c.;

EXHIBITION NEWS

When at the Fair you will be struck by our splendid exhibit in the New Main Building. Our part of the show is one of the big "features" of special practical interest.

Take a moment to get some pointers about our Metal Ceilings, Shingles, Sidings, etc. It will pay you well—and don't miss one of our souvenirs.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition	$5.00
A.B.C. Code, 5th Edition	7.00
A1 Code	7.50
Robinson's Code	1.50
Armsby's Code, 1901 Edition	2.50
Economy Code	3.00
Scattergood's Fruit Code	5.00
United States Code	3.00
Arnold's Tobacco Code	2.50
Baker's Potato Code	2.50
Broker's Code	1.00
Citrus Code	2.00
Index Code	2.00
Universal Sugar Code	1.00
National Coffee Code	1.00
Riverside Code 1890 and 1901	3.00

All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, $1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, $1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

AMERICAN CODE COMPANY
83 Nassau Street, - NEW YORK CITY
Discount to dealers only.

creamery, 21 to 23c. Poultry, as before; chickens, 50 to 75c. a pair.

* * *

London's consumption of fruit has already been noted in these letters; the quantity brought into the city is enormous, and the wonder frequently given expression to is "Where does all the stuff go to?" At last Saturday's market it was in evidence everywhere, and large quantities were disposed of at very moderate figures. Peaches, 12-quart baskets, ranged from 40 to 65c.; 8-quart baskets, 25 to 30c.; 6-quart baskets, 15 to 20c. Plums, in 12-quart baskets, 25 to 35c.; by the peck, 20 to 25c., and by the bushel, 80c. to $1. Pears, by the peck, 25 to 30c., and by the bushel, 50 to 75c. Crab apples, 20 to 25c. by the peck and 80c. to $1 by the bushel. Roots and vegetables in galore at reasonable figures.

* * *

It turns out, since last week's rain and stormy weather, that there were a great many more peas and oats unhoused than was at first expected in the London district and over Western Ontario. Considerable loss is being reported. These grains have been damaged by rain.

W. H. L.

A WATERMELON PALACE.

One of the chief events that will occur in Knox county, Indiana, this Summer will be the watermelon carnival that will soon be held in Oaktown, Ind., says The Chicago Inter-Ocean. According to the arrangements, the affair will be on a gorgeous scale, and will be a novelty. It is planned to build a palace of watermelons, and to arrange the melons in many different styles of architecture. As Oaktown is in the heart of the melon district, it is believed the carnival will be a most interesting sight.

The crop this year will be the largest ever known, judging by present conditions. More than 1,000 acres above last year's acreage have been planted, and preparations are making to handle hundreds of cars. Last year entire melon trains left Oaktown, and hundreds of melons were wasted because the railroad company was unable to supply the demand for cars. There was no bank in Oaktown last year, but one was established last Winter for the purpose of assisting the shippers in their businsss transactions.

The butchers of Winnipeg organized a union last week. The charter roll contained 40 names. The union will be affiliated with the Trades and Labor Council.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS WANTED.

GROCERY CLERK desires position—age 21; experience 5 years; knowledge of bookkeeping; come September 1. Box 138, CANADIAN GROCER, Toronto.

SITUATIONS VACANT.

BISCUIT BAKERS — Two assistants as brake hands, etc.; at once; state wages. Box 139, CANADIAN GROCER, Toronto.

BAKER—First-class on bread and cakes; steady job. Box 141, CANADIAN GROCER, Toronto. f

BAKER—Good on bread; night work; steady job; machine-made doughs; state wages. Box 142, CANADIAN GROCER, Toronto. f

BAKER at once—First-class on bread and cakes; steady job and good wages to good man. Box 143, CANADIAN GROCER, Toronto. f

SALESMAN — For first-class grocery store in Toronto; state particulars. Box 144, CANADIAN GROCER, Toronto. f

WANTED—Assistant miller; in custom mill; one used to plate chopper; steady job; state wages. Address Box 145, CANADIAN GROCER, Toronto. f

WANTED at once—Second oatmeal miller in a 200 barrel mill; night shift; must be steady; state wages. Box 146, CANADIAN GROCER, Toronto. f

FOR SALE.

CHEESE AND BUTTER FACTORY for sale; in first-class locality; make this year to date, 90 ton; good reasons for selling. Box 140, CANADIAN GROCER, Toronto.

AGENCIES WANTED.

WANTED — Agencies for Newfoundland and Prince Edward Island; lines suitable for general and grocery trade; three to four trips per year. Address Box 28, CANADIAN GROCER. (38)

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

FLOUR AND CEREAL FOODS

Cereals in Retrospect.

WHEN one looks at the crude stone mills used by uncivilized peoples for grinding grain into meal, and then regards the complicated and highly-perfected machinery of the present day for performing a similar work, one is made to consider the tremendous advance made in science, in meal quality, and in the social conditions from primitive times to the present order.

Hundreds of years of history are suggested by the contrast. Conquests; the intrusion of higher, more forceful races; peace, with the inevitable development from rough-and-ready modes of living to gentler, more highly organized forms of domestic life; the tilling of the soil; the levelling of forests; the tribal advance; fresh conflicts; added victories; beneficient, enlarging peace,—all these pictures of the past go flitting through the mind.

The little patch of land about the pioneer's log house——the millions of acres in our glorious West: what of history lies between is the suggestion of the stone mill that is found now only in our museums.

Indulging still more in the pleasures of retrospect, one finds some amusement in considering the highly-developed form of cereals of to-day and the imperfectly-crushed grain our forefathers produced. In this day of world-wide advertising, when whole pages of a nation's newspapers proclaim in huge type the surpassing merits of a new breakfast food; when bright artists turn their talent to the production of commercial illustrations, and poets (?) manufacture jingles; when the digestive properties of scientifically-prepared, semi-cooked cereals are printed on brilliantly-colored cartons, the poor, simple, common meal of the past is ludicrous in contrast. Yet children thrived on this form of food, and grew into sturdy men and women. The primitive meal and flour may be laughed at to-day; but the men and women who found in them their sustenance might, could they be recalled to life, deem our daintiness and faddishness subjects for answering mirth.

The stone mill suggests much. It is a question whether its modern successor represents in evolution a better type of men and women than those whom we delight to honor as the pioneers of Canada.

Advertising Canada.

Advices from London, Eng., say that the exhibit of Manitoba cereals in the window of the Canadian Emigration Offices at Charing Cross is attracting much attention. As an advertisement for Canada and the resources of the Dominion it is a great success. Hundreds of the pamphlets prepared by the Department of the Interior for the use of intending emigrants are given gratuitously daily to enquirers.

Unless there is some unexpected drawback during the coming Winter the emigration to Canada next season will excel even that of this year. As it is, the Board of Trade returns continue to show a phenomenal growth in the exodus to Canada. The figures are commented upon in many papers, and cannot fail to prove another great advertisement for the Dominion.

Canadian Route a Favorite.

UNDER the heading, "American Ports in Danger," The Record-Herald says:

"Exporters at the Atlantic seaboard ports are greatly alarmed over the rapid decadence of grain receipts and a corresponding increase at the port of Montreal.

"Statistics gathered by The Wall Street Journal show clearly that the alarm is well founded, and that something must soon be done if the prestige of the American ports is to be maintained.

"It is shown that the receipts and exports of wheat, for example, at and through Montreal for the month of July, 1903, almost equalled the entire volume going by the way of the combined American ports. During the first seven months of this year the decrease in volume of export wheat through New York as compared with the same period of 1902 amounted to 29 per cent., and the decrease through the port of Boston was 60 per cent., while the increase through the port of Montreal amounted to 21 per cent. The growing importance of the port of Montreal is further shown by the total grain shipments for 1902, which amounted to over 21,000,000 bushels, placing that city on a par with Boston.

"The condition of the American ports is further emphasized by the corn exports for the past seven months, during which the increase at New York reached 1,111 per cent., at Boston 701 per cent., and at Montreal 6,410 per cent. In view of this showing it is not to be wondered at that the grain interests at Buffalo and the seaboard are urging the railroads to reduce their grain rates sufficiently to prevent a further loss of business.

"The rapid stride made by the port of Montreal is due largely to the Act of Parliament making the Canadian canal free. This port has a further advantage in an all-water route from Duluth, the distributing grain centre of the great Northwest, and from Chicago, the distributing centre of the West.

"Grain can now be shipped from Chicago to Liverpool through Montreal about three cents a bushel cheaper than through Boston or New York. Only a fraction of a cent a bushel is sufficient to divert an enormous volume of grain.

"The problem is plain and the solution is simple. The Canadian route has outbid the American route, and unless this competition in rates is met by the latter the grain of the West and Northwest will continue to seek the Canadian outlet in a rapidly increasing volume."

The Granary of the Empire.

The current number of The Nineteenth Century contains an excellent article from the pen of Robert Machray on the grain-producing capacity, present and future, of the Dominion of Canada. He criticizes at length the claims of the Dominion to the title she placed on the Coronation Arch, "The Granary of the Empire," and comes to the conclusion that, although at present she is not entitled to the distinction, she will soon have demonstrated to the world that the inscription she placed upon the arch was no empty unmeaning boast. He says: Suppose that in the course of a few years—it is as inevitable as anything well can be—suppose there are 380,000 farmers in the Canadian West, what then will be the wheat yield of the Dominion? What will it be when there are 1,000,000 farmers? And there is room, plenty of room, for more than 1,000,000 farmers. He also tells us that the enormous rush of settlers into the country during the last two years, a great number coming from the United States, furnishes the most convincing proof that the slow growth of Canada will soon be looked upon as an interesting phase of our past.

H.-O.

To meet the requirements of their increasing trade in Canada The H.-O. Co. have decided upon opening an office in Toronto, from where in future all their Canadian business will be transacted. In the meantime all orders directed to their representative in that city will receive immediate attention.

The Tillson Scot Made Quite a Hit at the Toronto Exhibition.

The Tillson Scot is quite a favorite with the public, because he represents their favorite breakfast—

Tillson's Pan-Dried Oats.

The best of Canadian oats, prepared by our exclusively controlled process, perfectly clean, in sealed packets, from our mills to your customers' kitchens.

Have we received your order for Fall trade?

THE TILLSON COMPANY, Limited,
Tillsonburg, Ont.

TELEPHONE { MAIN 1257. " 4675.

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

Canada's Cereal Exports.

From an interesting trade and navigation return issued by the Department of Customs and compiled up to the end of last June we learn that 86 per cent. of the wheat, flour and bran exported from Canada last year went to Great Britain. During the year the total exports of wheat and its products amounted in value to $29,507,816 of which Great Britain took $25,431,704 worth.

The exports of wheat alone amounted to 32,986,745 bushels, valued at $24,566,703, of which 30,726,947 bushels valued at $22,997,745 went to Great Britain. The exports of flour amounted to 1,287,776 barrels valued at $4,699,143 of which 633,250 barrels valued at $2,338,667 went to the British market.

The exports of bran amounted to 351,641 cwt. valued at $241,970, of which 130,596 cwt. valued at $93,292 went to Britain.

The United States took 892,904 bushels

John MacKay

Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

THE BEST FLOUR.

Calla Lily Choice Manitoba Patent
G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,

PERTH, - ONT.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

of wheat valued at $536,264. Belgium took 707,733 bushels of wheat valued at $555,198. Germany took 237,063 bushels valued at $187,147. The remainder of the wheat exported, amounting to 423,098 bushels valued at $288,349, was distributed among the British colonies and other countries.

In addition to the amount of flour exported to Great Britain, Newfoundland took 223,210 barrels valued at $843,956. Australia took 167,112 barrels valued at $571,336, and the British West Indies took 43,624 barrels valued at $152,668. The United States imported 18,940 barrels valued at $68,216, and other countries 201,630 barrels valued at $724,300.

Cereals at the Exhibition.

The people of Canada should feel proud of the magnificent display of package cereals in the main building of the Dominion Exhibition.

The Tillson, McIntosh and American Cereal companies deserve very great credit for the artistic arrangement of their exhibits, and all three are attracting the attention they undoubtedly deserve.

Wheat Shipments to Europe.

The actual shipments to Europe from each country during the twelve months ended July 31 in the past three seasons have been as follows, in quarters, hundreds omitted:

From—	1902 3. qrs.	1901-2. qrs.	1900-1. qrs.
U.S. and Canada	23,800	27,590	26,450
Argentina	5,970	2,650	4,900
Russia	16,875	10,250	9,100
Roumania, Bulgaria, etc.	5,500	5,100	5,000
India	3,385	1,965	600
Australasia	.....	1,250	1,790
Sundries	1,220	1,240	1,400
Total	56,750	50,0 5	49,330

The past twelve months' shipments have thus been unprecedentedly large, but still the stocks and visible supplies at the close of the season are unusually small, as the following return of the world's visible supply on Aug. 1 will show:

THE WORLD'S VISIBLE SUPPLY.

The world's visible supply of wheat in quarters (480 lbs.) hundreds omitted:

	Aug. 1, 1903	July 1, 1903	Aug. 1, 1902
Afloat for U. K	2,065	2,200	1,885
Afloat for Continent	1,000	1,765	1,060
U. K. port stocks	1,900	1,675	1,675
French port stocks	375	390	175
Paris stocks	50	46	80
Antwerp stocks	90	210	90
German stocks	100	75	90
Russian port stocks	400	450	200
Total Europe	5,980	6,811	5,255
American visible	2,900	3,240	4,225
Argentina visible	250	285	160
Grand total	9,130	10,336	9,640

—By J. W. Rush in Northwestern Miller.

D. D. Mann, vice-president of the Canadian Northern Railway, says: "We will have 100 per cent. more rolling stock this year to handle the crop, and anticipate no difficulty."

Worth Sending For.

The "Force" Food Co. are distributing a very handsome button to their friends. The button has a splendid reproduction in colors of the now celebrated Jim Dumps, with the expression "Be Sunny" inscribed on the margin. It is really a very clever and attractive little ornament, and certainly the best thing of its kind yet issued. Any of our readers who have not yet received one can get it by sending a card to The "Force" Food Co., Toronto, and mentioning the name of THE CANADIAN GROCER, as they are for the trade, who can, in addition, if they wish, secure a few for presentation to their customers.

Cereal Notes.

The handsome new offices of The Parkinson Cereal Co., Thornbury, will soon be ready for occupation.

W. D. Robertson, secretary of The Tillson Co., Tillsonburg, was a visitor at the Exhibition on opening day.

The William McCann Milling Company, Toronto, purposed making an extensive exhibit of their "Peerless" brand of cereals at the Exhibition, but pressure of general business prevented their making the necessary arrangements.

The C.P.R. are making great efforts this year to handle effectively the crop of the Northwest. Already new engines have been brought from the east and empty cars are in every siding waiting for the grain carrying season to commence.

The Oatmeal Cocoa Company, of Minneapolis, has been incorporated with $50,000, capital stock. The incorporators are F. J. C. M. and H. J. Kost. It is understood that the object of the company is to turn out a certain food product.

A representative of THE GROCER, in sampling Quaker Oats on opening day at the Exhibition, complimented the lady in charge on the excellence of her goods and received the assurance "They should be good—they were grown in your own State."

P. Haines & Son, proprietors of The Beaver Valley Flour Mills, Clarksburg, are having a good export demand for their high-grade flour. They have already ground considerable for export this Summer, and are now shipping a consignment to Europe via New York.

It is reported from Keewatin that a company is being formed to establish another large export flour mill at that point. The scheme is to convert the buildings and power plant of the reduction works, which have been standing idle since the mining boom burst, into a mill. This building has only been idle a short time and is a most substantial one.

A. N. Reay, the Canadian representative of The "Force" Food Company, reports that the sales of the goods of their manufacture are increasing so rapidly that both their Canadian and American factories, although working to their fullest capacity, are unable to supply the present demand. The additions now in course of erection at the Hamilton factory will enable them to handle 1,000 cases per day.

The first shipment of wheat from the Northwest of the 1903 crop was made from Altona on August 26. The consignment was made to The Ogilvie Flour Mills Co. and The Lake-of-the-Woods Milling Co., these firms receiving one car each. In 1900 the first shipment was made from Saskatoon on August 26; in 1902, from Dominion City on August 19, and last year from Plum Coulee on September 1.

THE ATTENTION of the trade is called to the **magnificent display** of

SWISS FOOD

and other cereals manufactured by **P. McINTOSH & SON,** in the **Manufacturers' Building** at the **Dominion Exhibition.** They are advertising their goods well. Call and see them when there.

OLIVES!
OLIVES!
OLIVES!

We have just received per S. S. "Tretonia" a consignment of **Olives**, in puncheons, hogsheads and casks.

Sizes	90/100	Manzanillas, in ¼ casks.	
	100/110		240/250
	110/120		300/320
	120/130		
	150/160		

Stuffed OLIVES (with pimento) in 20-gal. kegs.

——We repack all these goods and sell to the jobbing trade in 1, 5, 10, and 20-gal. kegs, also in 6-oz., 10-oz., 12-oz., 18-oz., and 40-oz. bottles.

——We are the largest importers and packers of **Olives** in the Dominion and can give low quotations to the wholesale trade.

——**Write for Prices.**

Henri Jonas & Co.

Importers of Grocers' Specialties,

MONTREAL, P. Q.

THE WALL PAPER TRADE

A MAN WHO DID MUCH FOR THE WALL PAPER TRADE.

TWO years ago, when The Continental Wall Paper Company of the United States ceased to exist, the American manufacturers began to sell at what is known as flat prices, that is, side wall, ceiling and border all at equal price. Mr. S. S. Boxer, vice-president and managing director of The Watson-Foster Co., Limited, Montreal, saw at once that this would seriously harm, if not ruin, the retail wall paper trade, not only of the United States, but of Canada also. Many retail dealers in Canada, without going into the matter, came

Mr. S. S. Boxer,
Vice-President and Managing Director of The Watson-Foster Co., Limited.

to the conclusion that if they bought their borders at the same price as side walls from American factories they would be buying their goods cheaper than if they bought from Canadian factories, paying the usual advance price for borders. Mr. Boxer knew that this was not the case, but that the retailer in reality paid from 15 to 25 per cent. more for his American goods on a flat price than he would pay for Canadian goods with a border price, and he issued a most comprehensive comparative statement to the wall paper trade of Canada, which clearly showed that American wall papers at a flat price cost, as before stated, considerably more than Canadian. This comparative statement was so thoroughly correct that it was at once appreciated by the Canadian wall paper trade, and Mr. Boxer received letters from buyers from all parts of Canada thanking him for putting this matter so clearly before them.

Had the Canadian manufacturers followed the idea of flat prices inaugurated in the United States the retail wall paper dealers of Canada would to-day be selling their borders at the same price as side walls, and their business would have become as unprofitable as it has in the United States, as every dealer knows that the bulk of his profit lies in the borders.

No one can overestimate the credit due to Mr. Boxer for his foresight in this matter. He is probably without a superior on this continent in his knowledge of the wall paper business, and is personally and favorably known to nearly all the wholesale and retail trade of Canada, and the company with which he is connected has prospered under his management.

THE COMING SEASON.

THE business for the coming season promises a volume that will be entirely satisfactory to the manufacturers and will repay them for the trouble and expense which they have been put to in preparing the beautiful patterns which they are showing. One and all they state that never have they been able to show samples equal to what are now in the travellers' hands. Great pains have been taken with the high-grade papers, and the results merit the close consideration of buyers. But this does not mean that the lower priced papers have been neglected. This year patterns similar to those previously used in the more expensive lines are being turned out in cheaper qualities, and thus a merchant is enabled to show a really expensive looking pattern in a cheap paper.

Reports are that orders taken thus far are encouraging the manufacturers to continue making the rapid advances in style that have characterized this year. Orders are large, and customers generally are expressing the greatest satisfaction in the new things.

Buyers should not postpone too long the sending in of orders. With the promise of an immense business factories will be very busy later on, and orders cannot, perhaps, then he filled as quickly as desired. Orders now and have the choice of the best patterns. They will sell first, and if oversold, will have to be taken out of the travellers' hands. A merchant knows the possibilities of his business just as well now as four months hence, and by ordering now he runs no chance of having to wait for his stock, nor of missing the best patterns.

VARNISHING WALL PAPER.

VARNISH, when applied to wall paper, will soak in, unless prevented by the surface being well sized. It will be found necessary to use two coats of size, as there may be some skips in the first coat. When dark colored papers are to be varnished a pale glue should be used, and made up in the proportions of one pound of glue to a gallon of water. For the lighter shaded papers, a mixture of gelatine, glue and white paper varnish is the best. A difficulty often met with when sizing on paper is the frothing; for after the bubbles burst, there are spots that have not received the size. This can be avoided by mixing into the size a little turpentine.

WALL PAPER MANUFACTURERS

THE RIGHT TIME

to place your Wall Paper order is when the "STAUNTON" salesman calls on you—there's no need then to wait for other lines.

The "STAUNTON" line does more than meet competition—it beats it—it is good from the first pattern in the first book right through to the end. Wait for our salesman

STAUNTON'S LIMITED.
FORMERLY M. STAUNTON & CO.
TORONTO
944 YONGE ST. CANADA

Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French

"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, . . . TORONTO.

MONTREAL, 301 St. James St.,

Here's the Right Kind

When a merchant selects goods without a blemish it means that every transaction must please the customer. These are the good goods that keep your clerks busy:—

Boeckh's Standard Brushes and Brooms,

Bryan's London Brushes,

Cane's Newmarket Woodenware.

If our representative does not visit your town, write us, and we will, if possible, arrange for him to call upon you, or we will send you quotations and full particulars of these goods by mail. Our Illustrated Catalogue free for the asking.

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: Toronto.

When you come to Toronto Fair look in and see us.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Manufacture of Stone Pipes.

THE little village of Mogadore, in Ohio, supplies five-sixths of the United States' smokers with what is known as the stone pipe. The industry began 25 years ago, on a small scale, and has increased until it is the largest plant of its kind in America, and gives employment to 50 men, women, boys and girls. The adjoining hills furnish an abundance of a peculiar kind of clay used in the manufacture of the pipe. It is ground in a clay mill until perfectly smooth and then submitted to a piece of machinery which shapes the taffy-colored earth in long, sausage-like rolls, which are cut in two-inch-length bars, or wads, and given to the men called "punchers," who, by placing them in a machine, form the shape of the pipe. The dexterity of these workmen in all the departments is wonderful. It is not an unusual thing for a boy to make 16,000 pipes in one day.

FINISHING AND BURNING.

The mining, grinding, running wads and punching is done by male help, but when the pipes leave the puncher's table there are bits of ragged clay clinging to them, which are trimmed off by girls, who are styled "finishers." The only tools required for their trade are a knife and a grain bag. The latter is fastened across the lap, and after the pipe is trimmed with the knife it is rubbed on the bag until it is smooth. One finisher can smooth as rapidly as a puncher can make them. When the pipes are partially dry they are placed in a sagger, which resembles a straight butter pot with numerous holes punched in it, and then burned in a kiln about forty-eight hours. Shortly before the fires are allowed to go out, salt is thrown in the fire to give the pipe its gloss. Kiln burning is a trade of itself, and requires considerable experience to temper the heat to the proper degree. It is the all important part of the work, as it is in the kiln that the pipe receives its color, gloss, smoothness and hardness.

STEMMING AND POLISHING.

The stems are made of a cane from the Southern States, and come in bundles five feet long. The joints are sawed out on circular saws and the length made by little boys, who run great risk of losing fingers. The next machine is also managed by boys, who sharpen the end of the stem.

They are then subjected to an immense wooden cylinder, resembling a land roller, and rolled and whirled constantly, which gives the stem a very respectable polish.

Passing to the next room they are treated to the bending process. Long, regular rows of stems are placed on a grooved block of wood, and on the top of the hollowed part is a hollow iron tube reaching across a row two yards long. A red-hot iron bar is inserted in the hollow, and in a very few minutes the heat will bend the cane the shape of the groove. This completes the manufacture of a stone pipe and stem.

Tobacco in Greece.

According to an Athens correspondent, says The Scottish Trader, tobacco culture is rapidly extending in Greece. This year's crop promises to be twice as large as that of last year, and British, Dutch, and other European buyers are already in the market to prevent the competition of Americans, who last year sent up prices through their desire to lay in big stocks. The experiments carried out of late years have proved that many districts in Greece are eminently suited for the growth of tobacco, and that the best Turkish brands can be cultivated with perfect success there, and not be distinguishable from those produced at Xanthi and Kavalla.

Aged 102; Uses Tobacco.

John McNabb, of Lundyville, Man., celebrated his 102nd birthday recently, and is looking forward eagerly to the Fall, when he expects to enjoy his customary sport of duck hunting. Mr. McNabb was born in Kildonan, and is of Scotch parentage. He has been a user of tobacco from his youth, and believes the constant use of the weed has tended to lengthen rathe than to shorten his life.

All leading Wholesale Grocers handle

SWEET CAPORAL CIGARETTES.

The AMERICAN TOBACCO CO.
OF CANADA, Limited.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

ould you accept

an assortment of a thousand or more of my Cigars if sent you "on trial," without even express or freight charges ?

I make you that offer to-day, if you'll give them a good test in your show case.

State colors wanted. You may have 30 days in which to discount your bill. And any time within 6 months afterwards I'll send you your money back if you wish to return the cigars.

Payne's "Pharaoh"

Accept ?

J. Bruce Payne, Limited
Granby, Que.

Our constant aim is to make

Harold H. Kim and La Fama

Cigars

indispensable to the critical smoker.

Brener Bros., London, Can.

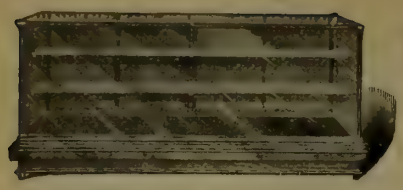
Manufacturers.

Tuckett's "Marguerites"

are Royal in Their Excellence.

In Cigardom they stand out distinct. You are always safe in offering **"Marguerites"** when 10c. cigars are called for.

Tuckett Cigar Co., Limited, Hamilton.



OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

UNION JACK

TOBACCO.

This space belongs to

T. J. Horrocks,

TORONTO

Known in connection with the

RONTO

CIGAR

and as the only wholesale tobacconist in Canada outside the trust. **Back him up.**

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

SMOKING

Tonka
Solid Comfort
Pinchin's
Hand-Made

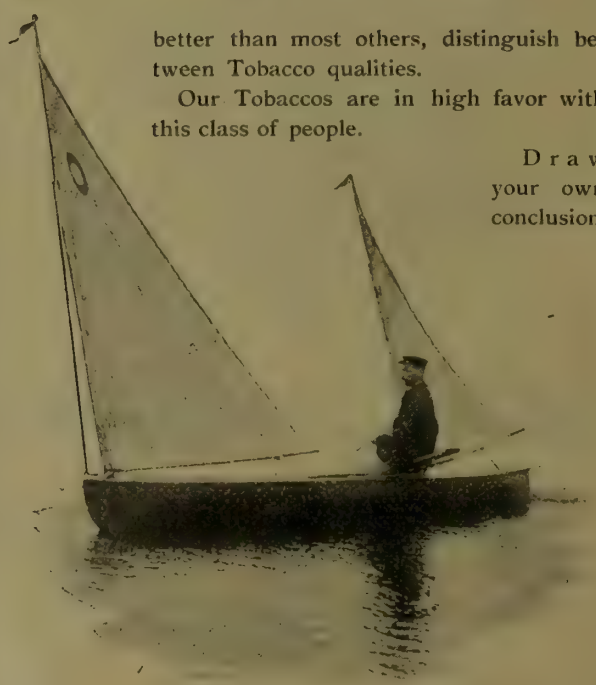
UNION MADE.

Water Dogs

better than most others, distinguish between Tobacco qualities.

Our Tobaccos are in high favor with this class of people.

Draw your own conclusion



CHEWING

British Navy
King's Navy
Beaver
Apricot

UNION MADE.

THE McALPIN CONSUMERS TOBACCO CO., Limited, TORONTO.

London Tobacco News.

ALL the London manufacturers report business fairly good. At this time of the year, when the farmers are their busiest, the effect is felt in no line more than the cigar trade. This statement may be a surprise to some readers, who may have had the impression that the agriculturist swears by a pipe, but it is a fact and an indication of the growth of consumption and popularity of the soothing cigar in the rural districts.

The strike which has disturbed to a certain extent the cigar industry in London is now happily settled, at least so far as the factory of McNee & Sons are concerned, they having conceded to all the demands made. Theirs was the only factory who really were inconvenienced, but a small proportion of employes from the other establishments having gone out.

It may be the popular impression that while other manufacturers of various articles, merchants, milliners, etc., find it necessary to visit the large trade centres for new ideas, the cigarman just makes cigars year in and year out in the same old way, using the same old methods, etc. This is an erroneous impression, as the manufacturer of cigars who wants to keep abreast of the times can always benefit by a visit to centres where the goods are made on a larger scale. There are constantly appearing new ideas in boxes, labels, shapes, etc., which, if taken advantage of, mean increased and growing trade. Several of the London manufacturers, among the number Messrs. Harry Line, Bert McDonald and A. H. Brener, have just returned from a visit to the large American cities, whither they went in search of novel and up-to-date ideas. The results from said visit will no doubt appear shortly.

It is rumored that The Tuckett Cigar Co. are negotiating for the purchase of a certain block which will be converted into a cigar factory.

Mr. Wm. Ward, who was so seriously ill some months ago, and afterward appeared to have quite recovered, has suffered a relapse which will necessitate his complete retirement from business. It is understood that in the event of a purchaser not appearing very shortly the business will be wound up by The Western Trusts Co.

As an evidence that business is not altogether dead in Dawson, Y.T., it might be mentioned that Brener Brothers have shipped in August alone about 250,000 cigars to that place.

Now that the American yacht, Reliance, has proven her superiority to Sir Thomas' craft, we may look for a rush of applications to register for a new cigar, the name "Reliance." We believe a "Shamrock" is already on the market.

PUFFS.

Guest—Waiter, bring me a cigar.
Waiter - Yes, sir; five or ten?
Guest—One, I said. A cigar.

In the snowy regions of the Himalaya mountains, it is said, little smoking funnels are made in the frozen snow, at one end of which is placed some tobacco, along with a piece of burning charcoal, while to the other the mountaineers place their mouths and, lying flat on their stomachs, inhale the smoke of the glow-weed. This is at least a cooling story for Summer reading.

Balloonist Lands on Chimney.

THE Quebec Mercury gives a thrilling account of the last of the series of balloon ascensions which The B. Houde Co. have been conducting in that city to advertise their "Red Cross" brand of smoking tobacco. The ascension, which took place from Parent Park at seven o'clock in the evening, drew a great crowd, which awaited the rise of the balloon with open-mouthed interest. Professor Trussel, the 22-year old aeronaut, wore a white suit, on the back and breast of which were large red crosses, fac-similes of the trade-mark on the packages of "Red Cross" tobacco. The flight of the balloon was signalled by a shower of packages of "Red Cross" tobacco from the hands of the ascending balloonist.

There was a craning of necks as the crowd watched the balloon and aeronaut drift higher and higher and in a southerly direction. Finally the parachute drop was made, the balloonist dropped out of sight and the balloon became smaller and smaller as the smoke left it, and finally sank.

When the aeronaut dropped out of the sight of the crowd at the park, it was thought that he had landed on terra firma, but such was not the case. High up on the roof of a house in St. Sauveur he landed and sat gracefully on the top of a brick chimney. There was much excitement in the vicinity, but the daring young man has evidently been in worse places before, and he clambered down quite easily. Meanwhile, the balloon dropped in a garden near the Sacred Heart Hospital.

The island of Formosa imported last year from Japan, chiefly, tobacco amounting to $65,000, being $5,000 more than in any previous year. The ad valorem duty is 150 per cent. there.

Pipes S.H. AND

The Largest Pipe House in Canada

TRADE MARK.

Write for Prices.

THE W. H. STEELE CO., Limited

40 SCOTT ST., TORONTO.

Tobacco Notes.

Gus. Fenwick, formerly with The W. H. Steele Co., is now travelling for W. B. Reid.

There are 175,000 people engaged in making cigars in Germany, mostly in villages.

Fred Spires, the representative of The J. M. Fortier Co., Montreal, was in Toronto last week.

E. F. Stiles is taking the northern ground for The W. H. Steele Co., Toronto, and can now be heard sounding the virtues of the "Security" cigar.

The business of Andrew Wilson & Co., Toronto, has increased to such an extent that they have been compelled to enlarge their factory.

The display of The McAlpin Tobacco Co. is one of the features of the exhibition in the main building. The crowd around their exhibit show that it is appreciated.

T. J. Horrocks, of Toronto, has a very attractive exhibit of cigars and tobaccos at the Exhibition. The arrangement is very artistic and commands a great deal of attention.

As showing the lively interest the retail trade are evincing in the cigar trade we may mention that the prominent and widely-known firm of Playfair, Preston & Co., Midland, have added a handsome "silent salesman" showcase for the display of their tobacco and cigars.

The W. H. Steele Co., 40 Scott street, Toronto, are placing a new idea on the Canadian market, which is certainly very neat and of great use to the retailer of cigars. A metal contrivance opens and then regulates the angle of the lid, giving much uniformity of display. A connection also shows the price of the cigar to the customer. The company are now in a position to fill Canadian orders at $1 per dozen. Very large sales have been made in the States, and it promises a very ready sale in Canada.

DAWSON CITY PRICES.

THE CANADIAN GROCER does not regularly publish the Dawson City market reports, but the following summary of prices recently prevailing there, received from a party lately arrived from the north, will be of interest to our readers. Prices, although no longer comparable with fabulous rates of the early boom days, are sufficiently high to enlist interest. Our correspondent writes :

Most of the commodities in the Dawson market have reached a normal price level, or fallen below normal, but cream (condensed) still remains several notches too high. Some predict that cream will drop a couple of dollars within the next ten days.

A large supply of cream arrived in Dawson the past week, but it sold quickly. The price list, however, suffered to some extent. Jersey, family size, dropped from $9.50 to $8, to $8.50 per case. The hotel size fell from $10 to $9, to $9.50 per case. St. Charles, family size, dropped $1.50 per case. The hotel size went from $10 to $9. Carnation was pretty well shot to pieces. The quotations for this cream fell $2.50 per case. More cream is constantly coming into the market and the point will soon be reached where the demand and supply will be at an equilibrium, and a normal price prevail.

Some vinegar arrived, but soon disappeared and the market is practically out of this commodity again. Jelly is also practically out. None has arrived this season.

Butter is becoming short again but traders believe that there is enough to supply consumption until the arrival of more shipments. It is not thought that there will be an actual shortage like what prevailed earlier in the Summer.

Potatoes are jobbing at 5½ and 6c Last week they were held at 6 to 6½c. Traders account for the tumble with different explanations. Some believe the arrival of new potatoes, which are selling at 7 to 8c. wholesale, had a weakening effect on the potato market generally. A considerable quantity of new potatoes arrived this last week or so. Traders declare that it costs 5½c. to land potatoes in Dawson and by the time they are handled the cost has risen to 6c. Consequently, they state, the present wholesale price is not a normal one, and is due to over-competition.

It is claimed that $9 oranges and $11 lemons are not normal quotations, but are caused by the competition. Since last week the oranges have changed from $11 to $9, to $11, and lemons from $12.50 to $11, to $12.50. Some dealers are holding out for the higher figure.

Beef and mutton have fallen 5c. a pound wholesale, the quotations now being, beef, 30c. and mutton 35c. The veal market is in a peculiar condition. Only thirteen calves have arrived in the city this season and they were cornered, it is stated, by one dealer. They were killed and are now in cold storage. Other dealers refuse, it is said, to handle the veal and the owner has the market to himself.

The supply of lard is fair. Selling prices are 21 to 22½c. This commodity was very short all last Winter, but the situation has been relieved to a considerable extent by the arrival of shipments from the outside. Lard, it is claimed, costs 17½c. to 19c. laid down in Dawson. Sliced hams fell from $12.50 to $9.50, and sliced bacon from $9.50 to $9.

Nearly all dried fruits took a 1c. tumble this week, dropping from 16c. wholesale to 15c. All dried fruits are now held at that figure. They are rather high on the outside and from all appearances the present quotation will remain in force until the arrival of the first consignments of the new crop. These will come in the Fall.

Lots of hay arrived the past week, and as a result the price is cheaper. Hay is now held at 4½ to 5c. wholesale. Last week it brought 6½c. The fall is in the natural course of affairs and was expected. Hay costs $78 to $80 per ton to lay down here, it is stated. In large lots it is going at $90 to $100 per ton, the lower figures being given on big sales.

As a general thing, business in the markets has been good, and no complaints have been heard. The only trouble encountered by dealers is in securing enough stock to carry on their trade. A shipment of some commodity arrives but sells so quickly that it is out of the market before the comlng of the next consignment. This condition, however, is rapidly disappearing as traffic on the river becomes more settled, and in a few weeks normal prices should reign in all lines.

Some wholesale quotations are : butter, Agents' 60-lb. case, $33 ; New Westminster, $24 to $28 ; Eden Bank, 42½c. per lb.; fresh ranch eggs, $11 to $11.50 per case ; Canadian creamery cheese, 25c. ; flour, $3.50 per 50 lb. sack ; oats, 5¼ to 5¾c. per lb.; hay, 4½ to 5c. per lb.

CARRYING OUT THE SUGAR CONVENTION ACT.

A supplement to The London Gazette, issued recently, contains two Orders in Council with respect to the recently passed Sugar Convention Act. The first puts into force the penal clause of the statute, which is directed against the foreign countries giving bounties on the production of sugar, and prohibits from September 1 the entrance into the United Kingdom, except in transit, of all sugar from Denmark, Russia, and the Argentine Republic, but not including molasses and sugar-sweetened products. The second Order places under the supervision of the Customs or the Inland Revenue from September 1 every sugar factory and refinery in the United Kingdom.

INTERESTING TO FAIR VISITORS.

United Factories, Limited, will keep open house to their numerous friends visiting the Toronto fair. All merchants and their friends will be made welcome. The sample-room and offices have been remodelled in order to handle the rapidly growing business. A new telephone system has been installed, with a switch-board connecting all departments. Here can be seen a magnificent display of brushes, embracing over 5,000 kinds, of every known variety, also brooms, whisks, woodenware and sundries, the product of their own factories. Owing to the pressure of business the firm is unable to make exhibit at the fair, but it will repay anyone interested to visit their sample-rooms. Travellers will be pleased to show the trade through the offices and sample-rooms and give full information regarding goods, prices or processes of manufacture. The address is 80 York street, close to the depot and wharves. Their illustrated catalogue may be had for the asking.

ESSEX FRUIT FOR ENGLAND.

A special meeting of the South Essex fruit growers was held in Kingsville town hall on Saturday afternoon, August 29, for the purpose of considering the advisability of shipping fruit to the Old Country. A Mr. Harry Howard, of Bristol, Eng., who was visiting Mr. C. S. Miller, was surprised to see the quality and quantity of fruit in this section, and said that there would be a ready market for it in England. He was so anxious to secure shippers that he said the commission merchants there would make advance on shipments. California fruit was being shipped there in large quantities, he said, and peaches were sold at 5c. each. Mr. C. S. Miller addressed the meeting on behalf of Mr. Howard on Saturday.

BURLINGTON CANNING FACTORY.

The work on the Burlington canning factory is about complete. The engine will be placed and the machinery given a trial at an early date. Work will be commenced as soon as the tomato season opens. Prospects are bright for a successful season.

Flett's

A PICKLE SMILE

spreads o'er the face of the dealer who handles Flett's Pickles—and it's the "smile that won't come off," too. He thinks of the satisfaction they give his customers—and his profits.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

FOR HUNTING AND FISHING TRIPS

A BOTTLE OF

PATERSON'S CAMP COFFEE ESSENCE

is unsurpassed for quick, good coffee.

ROSE & LAFLAMME, Agents, MONTREAL.

A1 Sauce

represents the climax of sauces.

TRY A1 SAUCE

—pleases the most epicurean
—palate, and pays you a good profit.

WRITE FOR SAMPLE AND QUOTATION TO

Mr. I. S. WOTHERSPOON, (Sole Agent)
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Don't you want the Best Vinegar for your trade?

The Best is

Grimble's

PURE MALT

BRAND.

Vinegar.

Brewery: LONDON, England.

Agent—Mr. I. S. WOTHERSPOON,
204 Board of Trade Bldgs. MONTREAL.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, CANADIAN GROCER.

Edited by

W. Arthur Lydiatt,

TORONTO.

The Business Man who does not Advertise is mighty apt to go home tired at night, but not from overwork.

A VERY successful retail advertiser has said, "I do a great deal of advertising, yet never make two ads alike."

Changing the style of one's regular advertising space is undoubtedly a profitable plan. I have said, "adopt a good style and then stick to it," but I might have added, "until you strike a better."

A retailer should never allow the same copy to run twice in a newspaper, any more than he should distribute the same handbill or circular to day that he used a week ago or last month. Advertisers should learn to look upon an advertisement as business news. As soon as he gets that idea well impressed upon his mind he will see the inadequateness of yesterday's ad. to-day's needs. Frequent change gives a sense of newness to a regular size space which is oftimes very refreshing.

By this I do not mean that if you should be publishing a store paper, for instance, you should issue it only once and then substitute some other style of advertising. The very fact that you adopt a newspaper form for your advertisement is a tacit announcement to your public that they may expect other issues at stated intervals, either weekly or monthly. A newspaper is a "periodical," that is, it issues periodically or at certain periods. If you adopt a "periodical" form, you should make it ful fil the expectations aroused by it. If you place simply the month upon your store paper, the reader naturally thinks that next month will see another paper issued. If the contents of this one are such as to arouse his interest, he will look forward to the next "periodical" issue with a curiosity and expectation which will be of distinct value to the advertiser.

The change that is necessary in this class of advertising is in the contents of the store paper and not in its form. Something bright, something catchy, something interesting, but always with a direct bearing upon the business in hand in the store paper.

In some localities the store paper can be made to do all the work of advertising the store and its merchandise. In others it can be made to do only a part of the work. Newspaper advertisements, mailing cards and other approved methods of reaching the public should be used in conjunction with it. It is impossible for anyone to prescribe exactly what kind of advertising a man's business needs, in general terms. There are certain general principles which apply to all good publicity, but the merchant must study his public and local circumstances and modify general plans to fit local needs.

Advertising is by no means simple; neither is it a mystery. It requires just as much thought and common sense as any department of successful merchandising.

Study Your Own Convenience

If it isn't convenient for you to come to the store, we'll bring the store to you in the form of a solicitor who will attend to your wants as intelligently as though you called at the store.

Or, if you have a telephone a clerk can call you up at any time you name.

Or we'll supply you with postal cards and you can order by mail.

We're on our mettle when orders come this way, and use our best judgment in making selections for you.

Study your own convenience — you are the one to be pleased.

How shall we do it?

It's a good scheme to have post cards printed with a list of staple articles thereon, leaving space to indicate quantity and price, and also some space for remarks and extras, with name and address blank at the bottom. If an ordinary postal isn't big enough, use a priva e card, taking care to have them all stamped. Give these to customers who live at a distance from the store.

To this fact must be attributed the opinions which some merchants entertain, that advertising is useless and does not pay. They are wrong, of course—the testimony of their more successful follow-merchants who do advertise is proof enough—and the reason, as stated above, is to be found in their inability to do the advertising right.

They may say, "we have copied carefully the methods of people who are supposed to be good and clever advertisers." That may all be, but the man who copies blindly an ad. or a series of ads. from another merchant may miss seeing the very essential point which has made the other man's publicity successful.

And this leads me to remind my readers that it is not all of advertising to write an ad. and place it in the paper. In the Springtime the apple blossoms are among the most conspicuous of the beautiful things, but it would be a wide guess if anybody supposed that the blossom alone is responsible for the fruit which always follows. The apple began far down in the ground, where the roots are busily preparing for both the blossoms and the ripened fruit.

Oliver Wendell Holmes said, " to make a cultured man you must begin with his great grandfather." In the same way you must begin far back of the ad. itself to make it effective. To be successful the ad. should begin with the buying of goods, with the arrangement of it, with the instructions to the clerks, with the trimming of the window, all these should fit in and lead up to and support the announcement which you make with printer's ink. Then it must be followed up with intelligent salesmanship. Not one merchant in a hundred ever thinks of all this, and yet it is the meat in the cocoanut of advertising.

Study good advertisements and thus form a good taste in that line. Not all ads. which are found in the magazines are good, any more than are all retail grocers' ads. in the daily or weekly papers good, but you will generally find that at least the typographical work in the magazine publications is worth studying. In studying these ads. you should not take it for granted that all are good and therefore to be copied. Study them rather with a critical eye; put yourself for the time being in the attitude of the casual reader and notice what ad. appeals to you. Then study it and see what it is that has arrested your attention and interested you. The ad. may have faults, but if you can find out what the particular thing about the ad. is that has made you stop and study it, you will certainly have found at least one merit.

S. H. & A. S. EWING'S High-Grade COFFEES

Established 1845

COFFEES with a reputation founded on, maintained by, and constantly increasing by reason of their **MERIT**. Any grocer who studies his business knows the value of having a reputation for "**GOOD COFFEE.**" That is the kind we have to offer. We have helped hundreds of grocers to make that reputation ; we can do the same for you. If our travellers do not reach you, write us stating your requirements, and we will be pleased to send samples and quotations. Handle **S. H. & A. S. EWING'S** High-grade **COFFEES**, and watch the results.

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink

FIVE GALLONS FOR 25c. CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING. OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GAL

Hires'
Root Beer

the whole day long,
And you will feel "all right."

Stock with **HIRES' Root Beer.** See that your travellers have it on their price list. It pays a GOOD PROFIT.

Setna & Co., "Chutneys"
INDIAN GUAVA JELLY, CURRY POWDER.

Martin & Freres' well-known brands of Shelled Almonds, as follows :
SQUIRREL, FOX AND TIGER.

ASK TRAVELLERS FOR
"DOVE" BRAND COCOANUT.

FEATHER STRIP / SHREDDED — Finest on the market made with latest improved machinery by skilled workmen.

☞ **Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.**

W. P. DOWNEY, SOLE AGENT FOR CANADA.
26 St. Peter St., —Prices on Application— MONTREAL.

PURNELL'S MALT VINEGARS
Brewery, Bristol, England.

Charlottetown, P.E.I.—Horace Hazzard, South Side Queen Sq.
Halifax, N.S.—J. Peters & Co., 47 Upper Water St.
St. John, N.B.—Robert Jardine.
Montreal—J. M. Kirk, 18 Hospital St.
Toronto—J. Westren & Co., 630 Ontario St.
Hamilton—Imperial Vinegar Co.
Winnipeg—A. Strang & Co., Portage Ave.
Vancouver, B. C.—C. E. Jarvis & Co., 328 Holland Block.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)
PURE ENGLISH
MALT VINEGAR
Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE
Quinine in a palatable form—50 years' reputation.

Export Agents :
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Canada Permanent Mortgage Corporation

(Formerly The Canada Permanent and Western Canada Mortgage Corporation).

TORONTO STREET, TORONTO.

PRESIDENT: GEORGE GOODERHAM.
First Vice-President and Managing Director: J. HERBERT MASON.
Second Vice-President: W. H. BEATTY.

ABSOLUTE SECURITY

We invite your deposit account, and are prepared to grant the best terms consistent with the absolute safety of the deposit.

YOUR SAVINGS SAFE.

Paid-up Capital.....$ 6,000,000.00
Reserve Fund.....$ 1,600,000.00
Invested Funds $23,600,000.00

The Bank of Toronto.

(Incorporated 1855.)

Head Office: - TORONTO, ONTARIO.

Paid-up Capital, $ 2,800,000.
Reserve Fund, $ 2,900,000.
Total Assets, $24,000,000.

The accounts of **Merchants** and **Manufacturers** are cordially invited.

BUSINESS ACCOUNTS opened on favorable terms.
SAVINGS ACCOUNTS for your spare money. Interest paid on these compounded twice a year.
DRAFTS SOLD for use anywhere in North America or Europe.
LETTERS OF CREDIT ISSUED Cash Credits for convenience of Travellers in Europe. Time Credits for Importers.

At any of our Offices you will receive courteous treatment and our best services.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY.
J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HON. GEO. A. COX, President. **B. E. WALKER,** General Manager.

HEAD OFFICE: TORONTO, CANADA.

This Bank, with 105 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, are able to offer to those engaged in mercantile business of any kind increased facilities for any legitimate banking business.

LIST OF BRANCHES:

BRITISH COLUMBIA:

Atlin	Greenwood	Nanaimo	Vancouver
Cranbrook	Kamloops	Nelson	" East End
Fernie	Ladysmith	New Westminster	Victoria

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Moosomin	Swan River
Carman	Elkhorn	Neepawa	Treherne
Dauphin	Gilbert Plains	Ponoka	White Horse
Dawson	Grandview	Portage la Prairie	Winnipeg
Edmonton	Innisfail	Red Deer	" North
	Medicine Hat	Regina	

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barrie	Dunnville	Paris	Strathroy
Belleville	Fort Frances	Parkhill	Toronto, 8 offices
Berlin	Galt	Peterboro'	Toronto Junction
Blenheim	Goderich	Port Perry	Walkerton
Brantford	Guelph	St Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste Marie	Wiarton
Collingwood	Montreal	Seaforth	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES:

Amherst	Canning	New Glasgow	Springhill
Antigonish	Halifax	Parrsboro'	Sydney
Barrington	Lockeport	Sackville	Truro
Bridgewater	Lunenburg	St John	Windsor
	Middleton	Shelburne	

IN THE UNITED STATES:

New York Portland, Ore San Francisco
Seattle, Wash. Skagway, Alaska

LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.

A general banking business transacted. Foreign exchange bought and sold.

CENTRAL CANADA LOAN & SAVINGS COY.

26 KING ST. E., TORONTO.

HON. GEO. A. COX, PRESIDENT.
E. R. WOOD, MANAGING DIRECTOR.

Total Assets	$6,579,324
Uncalled Capital	1,250,000
TOTAL	**$7,829,324**
Amount Due Depositors and Debenture Holders	$4,651,549
SURPLUS SECURITY	**$3,177,775**

EFFICIENCY, SECURITY, ECONOMY,

Are the requisites for the proper administration of a trust estate. It is a duty which every man owes to his family to make a will and to select as his executor some one of proven integrity, ability and experience.

No private executor fulfils these conditions in the same degree as the Corporation.

THE TORONTO GENERAL TRUSTS CORPORATION,

59 YONGE STREET, TORONTO.

PAID UP CAPITAL - - $1,000,000.
RESERVE FUND - - - 290,000.

Correspondence and personal interviews are invited.

FINANCE AND INSURANCE

THE sale by London of over 100,000 shares of stock on the New York market recently, when there was no balance to the account of New York bankers with foreign correspondents, had the effect of putting up the price of sterling to 1c. per lb. above the rate at which gold can be bought in at a profit. But this state of affairs cannot last long, as the commercial bills in connection with the cotton and grain industries will now begin to come in and will last well on into Spring. These bills will put a balance in the hands of the foreign correspondents that will lower the price of exchange by making it of no volume, and America can then, if necessary, reimport part of the gold which she exported during the early Summer.

* * *

These commercial bills play a conspicuous part in the money markets of the world, and "documentary commercial acceptances" are papers of great influence on the possibilities of gold importation. Such acceptances are simply drafts drawn by the cotton or grain shippers in this country on the English or continental firms to which they have sold cotton or grain, or on banks upon which they have been authorized by these firms to draw. To these drafts are attached the bills of lading and perhaps a certificate of insurance and, in the case of grain, of inspection. When these drafts are drawn on a reputable firm or bank, the New York bankers readily buy them and discount them on the foreign market where the firm or bank is situated. These bills are usually 60 or 90 day bills and the discount at present in London amounts to about 3 per cent. Of course, the possibility of gold importation depends upon the amount of these commercial bills, and although at present exchange is too high to favor importation, the entry into the market of the cotton and grain bills is looked forward to as of sufficient volume to lower the rate of exchange more than the cent by which it now overtops profitable importation.

* * *

Recently discussing the situation as far as the issues of new capital are concerned, Bradstreet's says that it must be admitted that all announcements that industrial or railroad corporations contemplate an increase of their share capital or funded debts or that they have borrowed money temporarily on their credit in the loan market are not only received unfavorably, but have a positively chilling effect on the financial situation. It can, of course, be readily understood that a corporation like The Consolidated Lake Superior Company should meet with but scanty encouragement in response to its management's appeal for subscriptions by the stockholders to an issue of $12,500,000 4 per cent. bonds at 60 per cent. of their par value, even though it is plainly stated and is perfectly understood that failure to supply the $7,000,000 or more which it is hoped can be raised in this way means that the embarrassments of the company will be increased to an extent which would endanger the $26,000,000 of cash which has been invested in the enterprise through its stock. New industrial undertakings, or those like the Consolidated Lake Superior, which are in an incomplete state, and therefore need additional capital to place them in a position where they can prove their earning capacity, find, in fact, no favor whatever at present.

* * *

Railway earnings continue to be of a most gratifying nature. The earnings in the United States and Canada during the first seven months of the year aggregated $449,355,044, an increase of 13.7 per cent. compared with the same period in 1902. It is significant that out of 35 enumerated railways on this continent, two of the Canadian railways stood second and third respectively in regard to increases in earnings during July, as compared with the same month last year. The Canadian Pacific showed increased earnings of $750,000 and the Grand Trunk of $603,186.

* * *

The officers of the International Association of Accident Underwriters elected recently are: President, Edward S. Lott, United States Casualty Co., New York; vice-presidents, Arthur L. Eastmure, vice-president Ontario Accident Insurance Company, Toronto; George S. Dana, Commercial Travellers' Mutual Accident Association of Utica, N.Y.; treasurer, A. E. Forrest, North American Accident Co., Chicago, Ill.; secretary, G. Leonard McNeill, Massachusetts Mutual Accident Association, Boston, Mass. Executive Committee, W. B. Smith, Hartford, Conn.; W. H. Jones, Boston, Mass.; H. G. B. Alexander, Chicago, Ill.; F. E. Haley, Des Moines, Iowa; F. J. Moore, Philadelphia, Pa.; R. A. Kavanagh, Chicago, Ill.

WHEN A MAN DIES.

"HE left no will,"—familiar words to us all, and to-morrow's newspapers will almost certainly record the death of some prosperous business man who left no will. There are even distinguished lawyers who neglect to do for themselves what they have insisted times without number upon their clients doing. The making of a will is unfortunately one of those things that do not appear urgent, one of the things we are "going to do some day," and so postpone until we are in the valley of the shadow of death, or defer forever.

With many men the reason for not making a will is that the estate to be disposed of is so small, consisting of a home and some life insurance. With others it is a natural distaste to deal with those things that relate to the dissolution of the body. There is, however, another reason that operates powerfully in causing precise and prudent business men to neglect the all-important matter of leaving their affairs after their decease well ordered, and in the custody of trustworthy and competent executors; namely, the disinclination to name executors from among their acquaintances and friends. Most men do not care to act as executors themselves. The time an executorship requires; the troubles involved; the possible lack of sympathy between them and the beneficiaries; the responsibilities incurred; the uncongenial association with fellow-executors; these and other considerations make the office of executor not always one to be desired. In view of these things many men are reluctant to ask a service of others they themselves would be unwilling to render.

That there should be organized bodies of men willing to act as executors, governed solely by business considerations, belonged to the evolutionary processes of our times. Thus arose trust corporations. From the very nature of their operations these companies demanded men of the highest personal character, conspicuous alike for business ability and integrity. The rise and growth of trust corporations has been remarkable. The courts of the land have endorsed them and have committed to their charge many vexatious, but important, estate matters in which wills, investments, guard-

ianships, and trust funds demanded skilled and responsible management.

Lawyers in cities, in towns, in villages learned to appreciate the services of such an organization. Another of the influences at work to make trust companies prosper is the record of criminal or careless conduct on the part of executors by which funds have been wrongfully or wastefully dealt with.

There is extreme satisfaction in knowing that one's estate after one's death is safeguarded by a competent body, familiar with every process of the law affecting wills and trusts, to whom the investing of funds, or the custody of property, or the guardianship of minors is an impersonal matter, protected by stringent legislation. These trust corporations are made up of men of the highest stamp, whose wealth and honor are pledged for the fulfilment of the fiduciary obligations the company assumes.

The fear may be entertained by some that the cost of appointing a trust company as executor of one's estate is excessive. Such a fear is without foundation. The charges are all regulated by legislation, and are declared just. Quite apart from the question of expense it is worth a good deal to know that the conditions, bequests and requirements of the last will and testament are discharged with the utmost of business wisdom and legal exactitude.

In this limited consideration of the advantages of trust corporations as executors, only one of the several functions of these institution has been dwelt upon. The intention has been to impress upon our readers the importance of attending to a matter of great moment, and to point out to them that one of the chief objections for not leaving their earthly affairs well ordered in view of inevitable and certain death is removed through the establishment of trust institutions.

A FAVORABLE FORECAST.

IN spite of large purchases from Europe of securities by American investors and operators in recent years, the American excess of exports over imports of gold in August, September, October and November of last year amounted to £4,400,000. In the corresponding months of the previous year the amount of gold imported on balance reached four millions. This year, with America selling instead of buying securities, and with Europe buying instead of selling, with probable large shipments of cotton as soon as the new crop comes forward, and with heavy exports of general produce, it is quite possible, indeed probable, that the quantity of gold imported by the United States in the three months up to the end of November may be twice as great as last year—a sum which, added to the surplus cash balance of New York bankers, would enable them to meet the usual Autumn demand for cash amounting to some ten millions with ease and with a considerable surplus. Further, it must be borne in mind that after the beginning of November cash usually returns from the interior to New York, and although there is an increased demand for currency at the end of December, in January the return of cash is very rapid. So far as it is possible to gauge the outlook, we anticipate that the cash reserves of the New York banks will show some further increase before the Autumn demand is experienced, that by the aid of gold imports the Autumn demand for currency will be met with comparative ease, and that early in the new year the supply of money in New York will be excessive. Under these circumstances investors on this side having command of resources will probably make considerable profits by purchasing securities during the present month with a view to holding them into the new year. That American railroad securities at their present prices are intrinsically cheap cannot be doubted.—London Statist.

GOLD PRODUCTION AND PRICES.

"The world's gold production is increasing now and bids fair to pass all records," says The Wall Street Journal. "The Transvaal output is not so large as it was in the record months of 1899, but on its present ratio of increase promises to reach the total of $45,000,000 for 1903. Alaska is a factor now, and, altogether, it is plain that we have entered upon a series of years in which gold will increase in supply, and commodities will advance as its purchasing power becomes less." Continuing its analysis of the subject of increasing gold production and its effects, our contemporary reasons that "the average rate for time money will be higher in the next five years than it has been in the past period of the same length, even allowing for its special dearness at present. Equities, on the other hand, and railroad stocks, as a concrete instance, should sell at higher figures. If commodities are higher, wages should be higher; railroad supplies of all kinds should be higher, and the railroads would be able to charge a higher rate, which should naturally show in increased gross earnings. Although industrial corporations should have to pay more for the expense of their output they would require and receive a greater price for it."

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

— BONDS —

PROTECTION	We protect you and also save the employee from being under obligation to anyone.
PROGRESS	Because we always lead and never follow.
PROSPERITY	On account of fair dealings with its patrons, so as to secure a continuance of their business.

The above refers to THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE CO.

Bonds issued on persons holding positions of trust. For rates and full particulars, apply,

J. E. ROBERTS, General Manager,
Cor. King and Yonge Sts - TORONTO

WESTERN ASSURANCE COMPANY. Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital -	$2,000,000.00
Assets, over - -	3,333,000.00
Annual Income -	3,536,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

A Wrapping Paper That Tears Easily

is a source of trouble. Insure the safe delivery of your parcels by using our brown and manilla Canadian made wrapping papers.

—All orders promptly filled.

CANADA PAPER CO., Limited
TORONTO and MONTREAL

BUY
Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.

40 HIGHEST AWARDS
In Europe and America
Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO.

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

Modern Merchandising

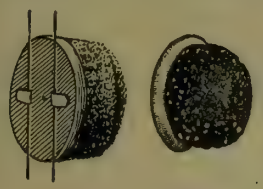
demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

BROCK'S BIRD SEED



Convenient, Economical and pays to sell.

NICHOLSON & BROCK, TORONTO.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

We Challenge

the grocery trade to show a better selling article or one more generally satisfactory than

COW BRAND

There is nothing "just as good," and nothing to take its place. We're doing more business to-day than ever before.

JOHN DWIGHT & CO., MANUFACTURERS.

Current Market Quotations for Proprietary Articles

September 3, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz	2½-lb.	10 50
4 doz	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case. Freight paid, 5 p.c. 30 days.	78

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17	
In 10-box lots or case	0 16	
Reckitt's Square Blue, 12-lb. box	0 17	
Reckitt's Square Blue, 5 box lots	0 16	
Gillett's Mammoth, ¼ gross box	2 00	
Nixey's "Cervus," in squares, per lb.	0 16	
" " in bags, per gross	1 25	
" " in pepper boxes, according to size	0 02	0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 35
" " " B, 4 "	3 95
" " " D, 3 "	3 70
" " " F, 3 "	3 50
" " " G, 3 "	3 20
" " " I, 3 "	2 95
" " " I, 3 "	2 60

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Biscuits.

CARR & CO., LIMITED
Frank Magor & Co., Agents.

Cafe Noir	$0 15
Ensign	0 12½
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.
Frank Magor & Co., Agents.

	Per
Cocoa essence, 3-oz. packages	$1 65
Mexican Chocolate, ¼ and ½-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" " 1-lb. tins	0 42
Nibs, 11-lb tins	0 35½

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

—when you sell your customers

CROWN
Brand
SYRUP

you sell them The Best. Remember the brand "**Crown,**" it is pure, flavory and has the body. Costs no more than inferior grades.

Put up in 2-lb., 5-lb., 10-lb. and 20-lb. Tins.
Also barrels, ½-bbls. and kegs.

The EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Cocoanut.

L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00.
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

	Per lb.
In bulk—	
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon,	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" " Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6 "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
"Old Crow," 12-lb. boxes—		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

cement stoppers (pints)	per doz.	$ 2 30
Corked " "	"	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

		Per case.
No. , cases,	60 1-lb. packages	$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	30 1-lb. " / 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¼
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH.

Cases, 64 packages, 48's	5 00
½-Cases, 32 packages, 24's	2 50

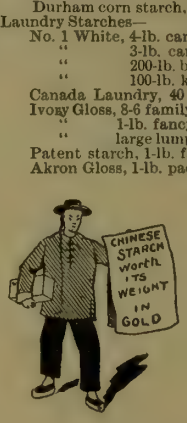
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05¼
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06¾

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

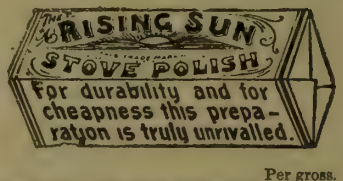
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



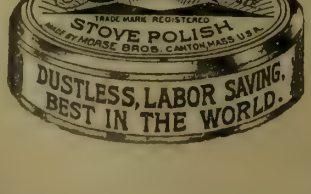
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

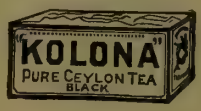
	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb. " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } " " 30 1-lb. }	0 35
" " 120 ½-lb	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25	
Blue Label, ½'s	0 19	0 25	
Orange Label, 1's and ½'s	0 21	0 30	
Brown Label, 1's and ½'s	0 28	0 40	
Brown Label, ½'s	0 30	0 40	
Green Label, 1's and ½'s	0 35	0 50	
Red Label, ½'s	0 40	0 60	

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes		$0 42
" II 40-lb. boxes		0 40
" III 80-lb. "		0 37
" IV 80-lb. "		0 34
" V 80-lb. "		0 30
" XXXX 80-lb. boxes		0 25
" XXXX 30-lb. "		0 26
" XXX 80-lb. "		0 22½
" XXX 30-lb. "		0 23½
" XX 80-lb. "		0 20
" XX 30-lb. "		0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 30
Black Teas—"Nectar" in lead packets—		
Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb.		0 42½
" " —Maroon, 1-lb.		0 50
" " —Maroon, 1-lb.		1 50
"Condor" Ceylon black tea in lead packets—		
Green Label, ⅛s, ¼s and ½s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ⅛s and ¼s, 60-lb. cases	retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases	retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases	retail	0 60 at 0 40
Black Teas "Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages. (25 1-lb. "	$0 35 0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages. (25 1-lb. "	0 29 0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages. (25 1-lb. "	0 23 0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages (25 1-lb. "	0 35 0 34
Green Ceylon, No. 2,	(50 ½-lb. packages (25 1-lb. "	0 29 0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0
" Amber, 8s. and 3s.	0
Chewing—Stag, bars, ½ oz.	0 38
" Bobs, 5s. and 10s.	0 39
" " 11½ oz. bars, 5½s	0 39
" Currency, 13½ oz. bars, 11s.	0 42
" " 6s. and 11's	0 42
" Old Fox, narrow, 11s.	0 42
" Snowshoe, 1 lb. bars, sp'c'd 6s	0 46
" Pay Roll, 6s.	0 47
" Fair Play, 7s. and 12s.	0 48

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Sld. Bk. Globe	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 75
" " 1	8 60
" " 2	7 50
" " 3	6 45
Pails, No. 1, 2 hoops	1 77
" " 3 "	1 93

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest.* Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it.*

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. *Insist* on having the "Griffin" Brand. *They satisfy.*

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,
8 Place Royale, Montreal.

The Twentieth Century Broom.

Showing how the New Broom is used.

After numerous unforeseen delays incident to the starting of a new industry we are now shipping the New Brooms.

We have a mass of orders ahead of us, which we will fill in the order in which they were received, and we ask the kind indulgence of our friends for the unavoidable delay.

We are doubling our capacity and hope soon to be able to keep pace with our orders, and ship as soon as they are received.

Showing how the New Broom is made.

Showing how the New Broom is Packed.

Ask your wholesale house for **The Twentieth Century Broom.**

SOLE MANUFACTURERS IN CANADA,

The Eclipse Manufacturing Co., Limited,

OTTAWA, - CANADA.

Why Put a Guard over your Cash Drawer?

AND NOT OVER YOUR BULK GOODS?

Why do some merchants employ a cashier, buy a Cash Register and a Safe to protect their cash, and then refuse to guard the bins and barrels that hold this money in another form? Just realize this. Your bulk goods were cash yesterday, and will be to-morrow. Your success depends on the difference between these two amounts, and you need protection right at this point. A Dayton Moneyweight Scale fits in right here; it gets all the profit so that your Cashier, Register, and Safe may have something to hold. It will

Save three Pennies

A post card brings our 1903 catalogue. Ask Dept. M. for catalogue.

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.

"Sterling" Brand Catsups

These catsups are even better than the "kind that mother makes." They are made from select stock and spiced just right.

All grocers should carry a stock of these catsups, because they are "trade-makers."

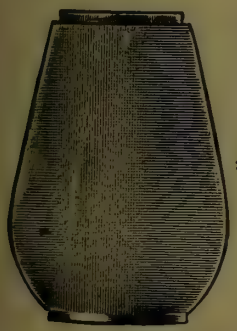
Win Favor.

The **T. A. LYTLE COMPANY,** Limited

Makers of High-Grade Catsups,

124-128 Richmond St. West, TORONTO.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG. Limited

MERCHANTS

Why do you not give 13 eggs for a dozen? Simply because you can conveniently count out 12 eggs which are the standard dozen. Why do you give 17 ounces or more for 1 lb? Simply because on the scales you are using you have to guess and are never sure whether you have just 16 ounces or not. **The Toledo Scale Counts the ounces** and shows them to both buyer and seller, just as plainly as you **count the eggs**, so you may give 1 lb. 1 oz. for a pound if you wish, but there is no necessity for your so doing if you use a **Toledo Scale**, as there is absolutely no such thing as **down** or **overweight** on a **Toledo Scale**.

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

MOTT'S DIAMOND CHOCOLATE.
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1849

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

THE MOP THAT THE SUN NEVER SETS ON.

Self-wringing Mops and Mop Cloths

Much, very much, depends upon the **cloth** with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 'twould be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

t means better results in the line and greater confidence between buyer nd seller. A very large percentage of the better class of jobbers of kindred rticles handle our goods.

TARBOX BROS., Toronto, Canada.

When you sell your customers

Japan Tea

you sell them Tea that is **Pure, Wholesome, Delicious** and **Invigorating.**

There is no Tea grown that can equal the fine, sweet, healthful Teas of JAPAN.

They may be **imitated,** but can never be excelled.
Please your customers and sell

JAPAN TEAS

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

"Imperial Brand"
Maple Syrup
is a popular seller at all good grocers.

The store that does not keep it loses business.

ROSE & LAFLAMME, Agents, MONTREAL.

Nonpareil Jellies.

A Household Necessity

An all-year luxury. Compact packages of solidified jellies, 15 varieties of the choicest fruit flavors. The highest quality jelly on the market. Your customers will thank you for selling them the first package.

ROSE & LAFLAMME, Agents, MONTREAL.

"Wise men are careful men"

——It will pay you to be wise.

In selecting tea for your trade, look carefully into the question of soil and climate. On it depends in large measure the quality of the finished leaf.

To the remarkable climatic conditions of **Ceylon**, together with the extraordinary fertility of its soil, is attributable the fine, delicate aroma and flavor of **Ceylon Tea** and it is no mean feature in the popularity of **Natural Green Ceylon Tea.**

You will do wisely to sell only

CEYLON TEA

Black and Green

They carry **quality**, and show **profit.**

COHOES

"Eagle"
"Golden Net"
"Harlock"
"Empress"

RED SOCKEYES

"Nimpkish"
"Griffin"
"Sunset"
"Lowe Inlet"

Don't experiment with trade. It doesn't pay.

Our brands are all proved trade holders.

The British Columbia Packers' Association,

VANCOUVER, B. C.

All Storekeepers

work too hard and should have another clerk, but they say they can't afford it. We can put you in the way of hiring the extra clerk

Without Cost to You.

WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Has stood the test of every climate.

Purest and best for all purposes.

The **ST. CHARLES CONDENSING CO.**, producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

St. CHARLES, ILL., U.S.A.

Correspondence and trade orders solicited.

FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.

We have a very attractive one-pound tin of

Social Tea Biscuit

on the market now. It is a nice package for special occasions. Try a dozen.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

PEACHES

Give your customers good sugar to put down their peaches with. If the preserves are put down with poor granulated, they won't keep, and you will be blamed.

ST. LAWRENCE

EXTRA GRANULATED

is the best sugar on the market.

The St. Lawrence Sugar Refining Co.,

Limited,

MONTREAL.

Spices for Pickling and Sauce Making.

WE HAVE always led in these lines. This season the variety and values offered are exceptional. Look up your stock and give us an opportunity of pleasing you in the goods we send.

Whole pickling spices in 5 and 10c. tins. Some fine lines of Cloves, Ginger, Cinnamon, Pepper, Turmeric, Celery Seed and Mustard Seed.

Each line selected with a view to giving perfect satisfaction.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

BRANCH CANADA GROCERS, LIMITED.

Wood's Primrose Teas

THE CORRECT THING FOR ICED TEA.

SHOULD YOU BE ASKED

why this line of Package Teas bearing our trade mark and guarantee grows steadily in public favor, you may truthfully say:

It is the product of years of skilful test and selection.

Its excellence never varies in its high quality.

Every package is sealed air-tight, is full weight, and in such unique, convenient, attractive form as to sell readily.

It carries a system of introduction and sales extension most valuable to the dealer.

It has been given a name which stands for something and has a widely known reputation for reliability.

Still you have not told half that might well be spoken in favor of Wood's Primrose Teas.

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Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

AT 3 o'clock Wednesday morning the vote on the first stage of the Government's transcontinental railway policy was taken, with a very full House and a very full gallery. Speaking of the latter it is a surprise to many that the ladies turn out in such force to "see the vote," subjecting themselves to a great deal of discomfort, forced to listen for hours to speeches none too brilliant, deprived of rest without the compensating advantage of the excitement which a social gathering brings with it, and all that they may behold a couple of hundred weary looking legislators rise in succession in answer to their names to record votes upon which most of them at least have made up their minds long before the first word upon the subject in hand had been spoken or the first flood of eloquence let loose. Yet such has been the custom of the fair sex time out of mind. Of course, it is not every vote which they honor with their presence; just the more important ones, always the division on the Budget for example, and perhaps one or two more during a long session such as this has been. From August 11th to September 1st is certainly a long time to have spent on the first round of even such a fight as this, especially when one considers that on that same 11th day of August the House had been in session five months, but nobody would have grudged the expenditure of time had expeditious dealing followed. When the members streamed into the lobbies after the vote the face of one young Liberal was so unmistakably happy as to provoke the question from a Tory chum of his, "What are you looking so pleased about?" "Why, old man," came the reply, "this is the first transcontinental railway I have ever built." Little did this joyous legislator imagine that the very next day, Thursday, the House would plunge into a hopeless deadlock to keep it in session night and day till the blessed peace of Sunday put a period to its senseless labors. We say senseless labors advisedly. Labor it has been and no mistake, senseless because it has been simply a party fight with no more to do with the railway legislation before the House than with the Irish land bill. Graphic writers have described the stampedes of cattle, the uneasiness in the herd in the early stages of the trouble, and the final headlong rush, but no one can account for the recurrence of such inane acts as these on the part of men who are supposed to be beyond all others the common sense of the nation. Of course, each side blames the other. The Government supporters charge their opponents with obstruction, and in this particular case whisper that the Conservatives have made up their minds deliberately to waste the time of the House until Mr. Borden, unfortunately absent through illness, returns, while the Opposition speaks angrily of Government tyranny in refusing to allow the House to rise, with many grumbles about the "brute majority." The backbencher deplores his fate in being kept here absolutely wasting time when he is dying to see the home and family from which he has been absent for a half year, but puffs his chest, blames the other fellows, and says, "We'll show them that they can't run us, if we have to sit night and day till Christmas."

* * *

The closing hours of the great debate were enlivened by a speech from the Hon. Wm. Paterson, which, if power to move one's hearers be the true test of oratory, must rank high among the greatest efforts of Canadian parliamentarians. To begin with, Mr. Paterson is undoubtedly one of the most popular men in the House. Of unfailing courtesy to friend and foe alike, and with a most delightful humor of his own, with a voice which for power and richness is unequalled by any man in the Commons, and with a power of sarcasm so tempered by good nature that even the victim is seen to be smiling pleasantly, "Billy" Paterson, as he is fondly called by his Ontario followers, has assets as a public man unexcelled by many. Since more than four score men had spoken before him, one can readily understand that he was unable to produce any very new arguments, but he certainly changed the costumes and the stage settings with the result that the audience appreciated the performance as keenly as if his speech had been first instead of last. The point which he emphasized more than any other was a contrast between the two policies, so far as its effect on the manufacturing industries of Canada were concerned. He contended that the Government's policy of constructing new roads called for manufacturing in almost every line, while the Opposition policy of buying existing systems and acquiring running rights over still others, did not mean one cent of expenditure for productive purposes, though costing the country just as much or more. He rallied Mr. Tarte, for whom he said he still felt a "lingering affection," for opposing a measure which meant so much to the very class, the manufacturers, whose special champion he professed to be, and fairly brought his Ontario followers to their feet at the conclusion of this portion of his speech.

* * *

Mr. Paterson was followed by the popular and eloquent senior member for West Toronto, Mr. E. F. Clarke. It is safe to say that no two men could have been found on the respective sides at so late a stage of the debate who could have so aroused enthusiasm in their weary followers. Mr. Clarke resented Mr. Paterson's charge that the Conservatives were by their opposition to the Government scheme writing the motto "Little Canada" on their banner. He traced in glowing periods the work of the Conservative party in the past as the builders of the Intercolonial and the C.P.R., and as the inaugurators of the National Policy to prove that far from being "little Canadians," it was to it that we owed the prosperous and united Canada which today we see.

* * *

After Mr. Clarke some two or three other gentlemen mingled in the debate and then Mr. Seymour Gourley took the floor and held it courageously for three hours. Mr. Gourley was not so interesting as usual, and, at last, many members growing impatient, cat-calls and other unseemly noises began to manifest themselves. The Speaker, who never before in this Parliament has been called upon to notice such conduct in the House, sternly called order, which produced the same—for about three minutes. Then once more the offender (so carefully did he comport himself that to locate him was impossible) gave tongue, and Gourley rose to the occasion. Ignoring the Speaker, with that power behind the throne, the Sergeant-at Arms, as the peace keepers of the House, he announced that he would have his say out if it took till Christmas, that he would not tolerate such interruptions, and that if they oc-

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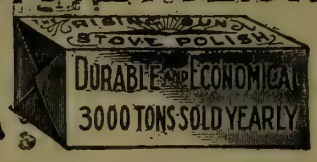
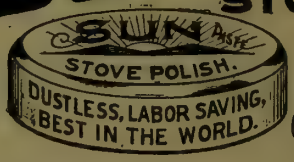


SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

curred again he would personally eject the disturber from the House. This burst was hailed with enthusiasm by his fellow members, and, evidently, with quaking by the offender, for the noises ceased and Mr. Gourley went on triumphantly to the end.

* * *

Mr. Tarte, of course, voted against the Government. Some few inconsiderates wondered if he would do so, but why the matter was ever in doubt it is hard to say. Only the Sunday before Mr. Tarte had been chief speaker at a large Conservative gathering in the Province of Quebec, and then and there had made his peace with his old party and formally rejoined it. Such being the case it would have been odd indeed had he endorsed that part of the Government programme on which the next general election will chiefly be fought. There was but one thing for him to do, and he did it.

* * *

As to Mr. Blair's vote, there was, of course, no possibility of doubt, since it was because of this very policy that he left the Cabinet. Since the vote, however, his paper, The St. John Telegraph, has come out with an article, the purport of which is, that the contract having been made and the matter now practically settled, further resistance is useless, and, that, possibly it might be better to desist. This gives rise to a good deal of political gossip and to the question, is Mr. Blair coming back into line?

* * *

On Monday Henri Bourassa asked his question, which had been foreshadowed in the press, as to the Governor-General's authority for using the following language at the recent dinner of the Chambers of Commerce in Montreal:

"Now, gentlemen, in looking forward to this great coming discussion, there is one point which must appeal pre-eminently to a gathering such as this—the future relations between the Motherland and her dependencies—the possibility, and, in an imperial sense, the necessity, I say it most strongly, for closer commercial relations in respect to an interchange of trade in preferential conditions between the Old Country and her possessions beyond the seas—a problem surrounded by difficulties, domestic, imperial and foreign, but on the solution of which I firmly believe the future of our empire depends.

"I have already said we have a great problem before us, the solution of which must depend largely on the researches of experts, and on such well thought out opinions as the delegates of such a congress as is assembled here can give to the public.

"I hope possibly that their discussions may not only have tended to suggest a commercial basis upon which the unity of the Empire may rest, but may have impressed upon the public the necessity for some system of common defence to insure its safety from attack.

"No one who has watched the history of the United Kingdom and its possessions for the last few years, can have failed to note the growth of a great imperial idea, the wish for a closer union between the Old Country and her dependencies for sentimental reasons, for the sake of common defence.

"Gentlemen, it is impossible to foretell the issue of the coming struggle, but in my firm belief we stand very near the parting of the ways. Our opportunity is before us; it may never come again. what is to be our choice—a mighty empire, a brilliant constellation of nations, united in common interests, disseminating throughout the world the spirit of free institutions and liberal ideas; proud of a glorious history, and confident in the promises of its future—or the gradual estrangement of that Empire's component parts, and its ultimate disintegration?

"This is not the time to sit down and fold one's hands. It is the time for those who believe in the future of our Empire to speak out."

Of course he received the answer all expected, to wit, that His Excellency expressed only his own personal views. None knew better than the member for Labelle that this was the case, but he asked for the information in order that upon it he might later on in the session found an attack upon His Excellency. While all may not agree with the views expressed by Lord Minto, opinion will be almost unanimous that Mr. Bourassa is once more endeavoring to make a mountain out of a mole-hill. Even if His Excellency did transgress his constitutional privileges, which we venture to dispute, the British Parliament, whose appointee he is, is surely the proper body to deal with the question.

* * *

But Lord Minto is not the only one who makes speeches open to criticism. If the Governor-General of Canada and a peer of the realm is subject to rebuke for declaring his faith in the Empire and his views for its general welfare, what of the member for Labelle? Mr. Bourassa has evidently forgotten that excellent saw "Those who live in glass houses should not throw stones." But a few days after Lord Minto's utterance, this man, a member of the Canadian Parliament, stood up on a platform in our great commercial metropolis, and loudly proclaimed that the State of New York alone could overrun Canada in 30 hours. This from one of those people who kept the flag flying in 1776, and who again in 1812-15 repelled American invasion, a handful against a host, this from one of the representatives of the Canadian people! Where the utterance is annoying lies in the fact that it comes from a member of Parliament. We can well imagine the glee of the American anti-British press in quoting these sentences as from a Canadian public man. Over the line they do not know as we know here. In Canada one reading this gentleman's utterances will but shrug his shoulders and say, "Oh, that's only Bourassa," but, in Yankeeland, they will say what a mark Canada must be; behold the statement of a Canadian member of Parliament, who, from his public position, must surely know.

FRUIT JARS.

Your Orders will Receive Prompt Shipment.

L. P. & Co. Spices are absolutely the best.

Lucas, Steele & Bristol, - Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

We want agents in every town where all our goods are not sold to push

SOCIAL TEAS,
SOCIAL COFFEES,
SOCIAL COCOAS,
SOCIAL BAKING POWDERS,
SOCIAL BREAKFAST FOODS,

Will give special inducements to the right men If interested, write us, it will pay you.

SOCIAL TEA CO., 9 Front Street East, TORONTO.

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SAME AS YOUR GRANDMOTHER MADE.

Absolutely Pure Jams.

That is what Goodwillie's are. Put up in pint glass gem jars, nicely packed, one dozen to a case.

STRAWBERRY,
RASPBERRY,
CHERRY,
PEACHES,
PEARS,
PLUMS,
RED CURRANTS.

Packed on the Goodwillie Gardens, latter situated in centre of the renowned Niagara Fruit Belt.

Get your order in before the best assortments are sold.

JAMES TURNER & CO., Wholesale Grocers, **Hamilton.**

DOMINION EXHIBITION, 1903.

If in the City during the Exhibition call and see us.
Our Travellers will be here to welcome you.

THOS. KINNEAR & CO.,

Wholesale Grocers — **49 Front East, TORONTO.**

"NOTHING BETTER."

THE GROCER SHOULD HAVE A GOOD STOCK OF **MacLAREN'S IMPERIAL, MacLAREN'S ROQUEFORT,** AND **CANADA CREAM CHEESE** AT THIS SEASON IN ORDER THAT HE BE ABLE TO SUPPLY THE INCREASED DEMAND.

A WORD TO THE WISE IS SUFFICIENT.

Imitations will only give you trouble.

A. F. MacLaren Imperial Cheese Co., Limited, Manufacturers and Agents, - - - - - Toronto

Business Changes

ONTARIO.

E. G. Scott, general merchant, Milberta, has sold to W. E. Ramsay.

The Bailey Broom Co., Kingston, are the successors to W. Bailey & Co. and Lee & Hughes.

Watson & McCorvie, general storekeepers, Mull, are advertising their business for sale.

BRITISH COLUMBIA.

Frank Cawley, general merchant, Chilliwack, has sold his stock to D. B. Hall.

The Eliott Trading Co. have opened a general store branch at Oro Denoro.

QUEBEC.

Arthur Chouinard, dealer in teas, Montreal, has assigned.

J. A. Lalonde, grocer, Westmount, has sold to E. Gervais.

Narcisse Reid, general storekeeper, St. Philomene, is offering 25c. on the $.

Patrick Griffin, of Griffin & Tobias, general merchants, Ville Marie, is deceased.

Chartrand & Turgeon have been appointed curators for Ernest Chaput, grocer, Montreal.

Samson & Forget, general storekeepers, North Temiscamingue, have dissolved. Z. Forget continues.

Catharine Brenner, Montreal, has registered to do grocery and fruit business under the style of Costigan & Co.

Annie Lagarowity, Montreal, has registered to do a grocery and liquor business under the style of Kaminester & Co.

A. Guerin & J. Durant, St. Cyprien, have registered to carry on a general store business as Guerin, Adrien & Co.

La Campagnie d'Assurance Mutuelle Contre le Feu Des Beurreries et Fromageries de la Province de Quebec, has been registered at St. Johns.

MANITOBA AND NORTHWEST TERRITORIES.

The Canada Brokerage Co., Limited, is incorporated at Winnipeg.

The John Currie Manufacturing Co., Limited, is incorporated at Winnipeg.

Schofield & Co., general storekeepers at Pincher Creek, have sold their Cowley branch to Cook & Morrison.

Your customers will have some friends who will want to take home a jar of **UPTON'S** Jam, Jelly or Marmalade, it being the best Canadian product of the kind, and equal to anything on any market. You should see that your stock is well up.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

BRITISH COLUMBIA SALMON.

OUR British Columbia correspondent, in a late communication re the salmon situation, advises us as follows: It is practically admitted that the salmon season is over. Many of the canneries have closed down altogether and a few, which are still open, are getting but very few sockeyes. The pack on the Fraser river this year will not total 200,000 cases. In fact, it is still some distance from that total. The effort of the canners to induce the Dominion Department of Marine and Fisheries to declare a close season of two weeks was turned down. It is said now that there are plenty of salmon on the spawning grounds whence the fish hatcheries obtain their spawn. The absence of spawn was the chief consideration urged by the canners. It is rather peculiar that three years ago the canners fought strenuously and successfully to have the then existing close season on the river removed. Now they wish it replaced.

There is a movement on foot which has, of course, originated with the canners and salmon packers on the Puget Sound side of the line, to secure permission from the Dominion Government to allow co-operation between the canners of the United States side and the Fraser river canners to improve the artificial propagation of the salmon.

State Inspector Kershaw, of the State of Washington, was in the city last week to interview the canners, and he expressed his belief that the Fraser river was coming to the same experience as the Columbia river had had, that it was "fished out," and that the only remedy was the early establishment of three or more hatcheries in addition to the two now on the river. Mr. Kershaw said that, as it was a matter of importance to the canners of Puget Sound, no doubt they would ask to be permitted to join in the cost and maintenance of the hatcheries. It may be noted that the Sound fisheries are dependent on the run on the Fraser river, as there are no rivers emptying into Puget Sound which are salmon rivers in any sense of the word. The Fraser river is the attraction which brings the sockeyes into the Gulf, and from thence across the waters of the Sound, contiguous to the international boundary. Here the United States cannerymen have established themselves, and by the use of traps have obtained an unfair advantage over the Canadian canners. The life of the industry, dependent as it is on the run of fish in the river, makes it as important to the Sound canners as to the Fraser river canners to have the run improved by artificial propagation. The suggestion of joint action in bearing the cost is no new proposal, but the former offers were turned down.

AGE OF SCOTCH HERRING.

Said an old importer of herring recently: "The preponderance of herring on the Scotch coast in proportion to all other fish is probably due to the well-established longevity of the species. It has been estimated that a 10-inch fish is at least 25 years old. When the schools go into deep water and return year after year there must be, therefore, a vast body well accustomed to the route of travel and feed."

EXTRA

FINE

Sifted

Peas

We can interest you.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

Grocery Exhibits at the Dominion Exhibition

WHEN this number of "The Grocer" reaches the reader the great Dominion Exhibition will be drawing to a close, having outclassed anything heretofore attempted and having established a right to the title Dominion by its magnificently national character. Manitoba, Ontario, Quebec, are the words inscribed over the entrance of the great new Manufacturers' Building, and to those who have not kept in touch with the manufacturing development of Canada, these latter years the exhibits therein must have been a revelation, as to all true Canadians they were a source of pride. As mentioned in last week's "Grocer," the happy idea of the Manufacturers' Association in making a liberal distribution of those handsome "Made in Canada" cards, was the one thing necessary to bring home to ourselves and to our visitors from foreign lands that this was our own exhibition of our own natural products, our own manufactures, and our own skill and enterprise. For indeed, visitors from abroad were legion. The distinguished delegates to the Chambers of Commerce convention, even after their "all Canada" trip, could find something new to admire in what Canada had to show in the "Dream City" out King street, and Lord Lyveden's party of parliamentarians confessedly bent on learning more of this "Granary of the Empire" to be, were afforded opportunities for gratifying this desire at the Exhibition which were unexcelled.

The impression made by the Exhibition upon these distinguished and influential brethren of ours from across the sea, cannot fail to redound greatly to the fame and credit of the "Land of the Maple," one time known as "Our Lady of the Snows," and soon, perhaps, and more justly, as the "Land of No. 1 Hard Wheat." Nor were visitors from the Motherland our only guests. Toronto thronged with Americans.

"I had no idea of coming to Toronto when I left Atlantic City," said an American gentleman to "The Grocer," on a car going out to the Exhibition grounds, "but I met a friend at the Falls who had just been here, and he gave such glowing accounts of your Exhibition, that I couldn't pass it by."

This was but one case out of hundreds. The boats from Niagara brought over crowds who had perhaps first heard of the Exhibition on reaching the Falls.

An exhibition is a most potent instrument for education, not only in the matter of diffusing information and advertising certain industries, but, more particularly, in arousing an intelligent interest in the more remote resources of the country.

Exhibit of The Christie, Brown Co., Limited.

NEW ONTARIO.

A striking instance of this was to be found almost on entering the grounds in the building jointly devoted to the exhibits of the British West-Indies and of New Ontario. The former occupying the centre, were alluded to last week, the latter were arranged around the outside of the hall and were of very particular interest, in view of the actual and prospective railway developments in that locality. The exhibit comprised a fine collection of cereals, roots and vegetables grown in the Temiscaming district along with samples of 158 native grasses found there. A huge placard bearing the words, "New Ontario, 16,000,000 acre clay belt," beside a map, on which this new agricultural district appears almost as large as the older portion of Ontario, was particularly effective.

VEGETABLE EXHIBIT

In the Agricultural Hall proper the collection of grains, roots and vegetables were of a uniformly high quality and interesting equally to the amateur gardener and the bon vivant. Some particularly fine samples of cabbage, onions and potatoes were noticeable, as well as some mangels of prodigious size.

THE DAIRY BUILDING.

The fine new addition to the Dairy Building with its commodious amphi-

theatre was daily filled by interested crowds who listened to experts lecture on

The Blue Ribbon Tea Exhibit.

points in the production of butter and cheese and to witness the butter and cheese-making contests, which were every afternoon carried on. The scrupulous cleanliness, which is a feature of what is practically a model school in dairying, and the novelty of this glimpse into the mysteries of the dairy, made this department of scarcely less interest to the city people than to the dwellers in the rural parts.

PACKING FRUIT FOR EXPORT.

In a wing of the Implement Building, immediately behind the press headquarters, was located a small but most important feature of the Exhibition. Mr. A. McNeill, senior inspector of the Fruit Division of the Department of Agriculture of Ottawa, was entrusted with the task of demonstrating to fruit growers the proper method of packing fruit for export. Model cases and methods of packing were shown both for apples and pears, and the actual process demonstrated twice a day. For pears the half case was recommended, holding 20 pounds net fruit. The fruit is wrapped in paper at a total cost for box and packing of 15c. This size of package is most suitable for pears and brought last year 5s. to 6s. per package, the same, indeed, as for the box of double the size. An egg-tray type of box, made by The Diamond Paper Co., London, was also shown. For apples a 40-lb. box about 9x12x18 inches was shown, with an alternative, the B.C. box, of 45 pounds, 10x12x20 inches preferred. The packing of apples in barrels was likewise illustrated and the requirements of the Fruit Marks Act explained. Great interest was taken in this demonstration.

Tne national scope of the Exhibition this year has appeared to "The Grocer" to demand a special recognition, and the method of treating the matter is unprecedented in Canadian journalism. That our many readers who have been unable to attend the Exhibition may have a clear and unbiased account of what was to be seen at the Exhibition in the grocery section, "The Grocer" has undertaken to give a reproduction of every exhibit which appeared worthy thereof together with a short description of the exhibit itself, with what comment and information it was deemed would be of interest to the trade. The novelty of this treatment of the Exhibition lies in the fact that the publication of cut and description is entirely gratuitious and the expression of the candid opinion and best judgment of our representatives, who have made careful study of this section. Against the orthodox paid-by-the-line newspaper write-up "The Grocer" has ever steadfastly set its face, and the criticisms which follow can be depended upon as bona-fide and discriminating.

The illustrations and the accompanying criticisms it is hoped will be of real service to our readers who are anxious to keep abreast with all that is taking place in Grocerydom.

BLUE RIBBON TEA.

A blue and white color scheme was made very effective in the arrangement of

Exhibit of Cowan's Cocoa.

the Blue Ribbon Tea exhibit. As will be seen from the cut, the booth was very

Exhibit of Tobler's Chocolate and Cocoa.

gracefully draped with bunting, the latter of the colors mentioned. The seven young lady attendants who were kept constantly busy demonstrating also made use of the firm's colors in their costumes. Miss Hemphill, the firm's expert, was in charge of the brewing, and explained to inquiring housewives the secret of extracting the delicious liquor which was being served over the counter. Only the 40c. black was being demonstrated, but attention was also called to the other blends of black, green and mixed at 25, 30, 40, 50 and 60c. The Blue Ribbon Tea is put up at the headquarters at Toronto, Winnipeg and Vancouver. The exhibit was in charge of Mr. G. F. Campbell.

COWAN CO., LTD., TORONTO.

A fine corner stand laid out with a view to immediate business, is the first impression the visitor gets on approaching the Cowan Co.'s exhibit. A display counter occupies the two sides and here can be seen and merits demonstrated of the many products of the company. "Pure Cream Bars," "Chocolate Wafers," "Swiss Milk Chocolate," "Crystalized Ginger," and "Chocolate Ginger" are in evidence, the latter of which we were informed by Mr. C. Dimmock, who was in charge of the stand, this company were the first to introduce to the Canadian market. "Prepared Icing" in various colors, and "Pure and Sweet Coatings" for confectioners. The stand occupies one of the most prominent positions in the Exhibition and is surrounded by an artistic sign of many curves in gold, silver and green, presenting a pretty and pleasing effect, while behind the counter are lady assistants serving out free cups of the company's "Perfection" Cocoa. Beside the manufactures mentioned the company's business comprises coffee roasting, sugar grinding and cocoa making.

TOBLER'S CHOCOLATE.

At a corner stand on the centre aisle is brought to view an impressive show of finely got up chocolates in almost every form and description, bearing the name of "Tobler's Chocolates." The representative in charge was busily engaged with the numerous customers, yet nevertheless found time to explain the particular claims of this product. "Made in Switzerland, with pure, rich cream, not only a delicate sweetmeat, but positively a nutritious food" was his quick response to our inquiries. Messrs. Browne & Wells, of Toronto, are the Canadian agents and have had charge of the arrangement of what is certainly an artistic and attractive exhibit. "Tobler's Cocoa" in attractive tins has also a prominent and important place at this exhibit.

MacLAREN'S IMPERIAL CHEESE.

Two neatly costumed young ladies engaged handing out to an appreciative public morsels of potted cheese on the regulation cracker were a noticeable sight at the southern entrance of the Manufacturers' Building. The booth was decorated in white and gold, and the over-towering pile of three heroic white opal jars of Imperial proclaimed it to be MacLaren's. Of course the Imperial brand in the four sizes was made most prominent and the point well made that 100 points perfection had been secured at Chicago and gold medals at Paris, the Pan-American, and, last year, at Toronto. A Roquefort cheese put up in same form and size as Imperial was also introduced to many for the first time, and the economy of its use when the shrinkage of the ordinary Roquefort is considered, was pointed out to interested auditors. The trade in this cheese has been steadily increasing since it was put on the market, and, in addition to the home business, a large export trade is done with European, Asiatic and African countries. The

Exhibit of MacLaren's Imperial Cheese.

head office of The A. F. MacLaren Imperial Cheese Co., Limited, is Toronto, with

Cocoa and Chocolate Exhibit of Walter Baker & Co., Limited.

United States headquarters at Detroit. They have branch offices at New York, Boston, Chicago and San Francisco.

WALTER BAKER'S COCOAS.

The Walter Baker Co., Limited, had a most effective display of their cocoa and chocolate. Fortunate in securing commodious quarters, a liberal use of burlap, dyed the color of chocolate, gave their booth a most artistic appearance. As an educational exhibit a series of jars showed cocoa pods, cocoa beans, cocoa nibs, cocoa butter, and the finished product as cocoa or chocolate. The young lady attendants were quaintly arrayed to represent La Belle Chocolatiere, the trademark, which appears on all the Walter Baker goods, and sold over the counter steaming cups of delicious cocoa, or Breakfast cocoa. Premium chocolate and the various brands of sweet chocolates put up by the company. They considered this method more satisfactory than the indiscriminate giving of free samples. They did give, however, a very neatly steaming cups of delicious cocoa, and chocolate. The Canadian office of this company, whose headquarters were established in Dorchester, Mass., in 1780, is Montreal.

CROWN MFG. CO., LTD., TORONTO.

An exhibit of an impressive, business-like character, and yet by no means lacking in artistic effect, its blue and yellow draped roof giving a strangely relieving effect against the internally arranged show room with its well-filled shelves and show cases, giving the appearance of a substantial order room. Here were in evidence a goodly array of the firm's officials busily engaged interviewing the much interested public. A great feature of this exhibit is the unfermented wine made by the company and for which they give a positive guarantee that it will keep any length of time in good condition, even after the cork is removed. It can be had in numerous flavors, all of which are made from genuine fruit. The products of this company comprise all kinds of boiled goods, extracts, flavorings and general confectionery.

E. G. WEST.

In the western end of the Manufacturers' Building was located the booth of Mr. E. G. West, exhibiting the lines of Leeming, Miles & Co., of Montreal, for whom he is the Toronto selling agent. Royal Baking Powder was the most striking line in this exhibit, which included a large range of specialties.

J. LABATT'S.

The immense pillar with the keg crowning it which stands for the exhibit of J. Labatt, London, was sure to attract the attention of everyone. It rose to a great height and consequently Labatt's name on the keg at the top was visible for some distance. For a short way up the pillar there were shelves in the circular grooves which extend from top to bottom of the pillar and on these were displayed the different products of the Labatt Brewery. The pillar stood on a pedestal which was also effectively utilized. Protruding from the sides of the pedestal were imitation kegs with "J. Labatt, London, Canada, Established 1832," across the heads in gilt letters. J. Labatt's products are well known, not only in Canada, but in other countries as well. The export trade is being developed by the company to a

Exhibit of The Crown Mfg. Co.

great extent during recent years, and one of the chief aims at the present time is to work up as large a foreign trade as possible.

CARLING BREWING CO.

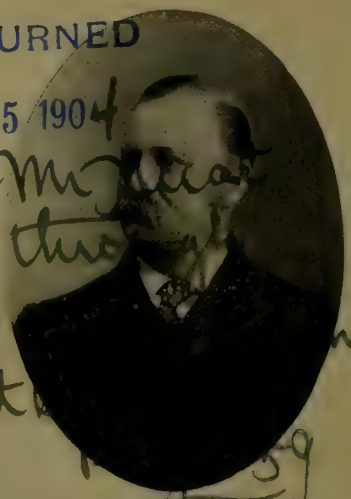
The exhibit of The Carling Brewing Co., London, Ont., occupies a prominent position in the Manufacturers' Building. The exhibit is pyramid shaped, and the eye travels up the immense structure until it lights on the big bottle which caps the pyramid. The exhibit is certainly imposing. The pyramid stands on a base from which protrude on each side imitation kegs and barrels, with "Carling" in gilt letters across the heads. This brewery gives great care and attention to see that nothing of a deleterious character enters their product. For some time the Carling Brewing Company have been devoting special efforts to the development of their foreign trade, with the result that it has increased considerably and they have now a very large and successful export trade.

Exhibit of Labatt's Canadian Ales.

Exhibit of The Dominion Brewery Co., Limited.

DOMINION BREWERY.

The exhibit of the Dominion Brewery in the Manufacturers' Building readily attracts the attention of passers-by. The display is neat and handsome, and the eye of the observer admires. As may be seen from the accompanying cut, the exhibit consists of a display of their brands of goods, consisting chiefly of



R. Muat, in charge of H. J. Heinz Co.'s Exhibit.

White Label ale, under a canopy supported at each of the four corners by a triple set of pillars. In a glass case are exhibited four handsome medals, one given by the World's Columbian Exhibition and the other three by the North, Central and South American Exposition at New Orleans, in 1885-86. On the top of the canopy on each side is the national emblem of Canada and The Dominion Brewery Co.'s trade mark, the beaver, in gilt finish.

HEINZ PICKLES.

Immediately on entering the north entrance of the Manufacturers Building the visitor was met by a handsome four-sided pyramid composed of the familiar "57 varieties," each tier having for its corner piece a fine cut-glass vase of Heinz Pickles, the whole being surmounted with a large model of the Heinz trade mark studded with 108 electric lamps each of 8 candle power illumination. Here behind an inviting and delicately arranged counter we met Mr. R. Muat, actively superintending the several lady assistants, who were kept continually busy making and distributing to an enquiring crowd samples of tomato soup, steaming hot, and dainty samples of Heinz Pickles, Chutneys, etc. From him we were able to gather a few interesting facts regarding the progress of this industry. The main plant used in the manufacture of the 57 varieties now covers a total area of 15 acres, while it takes the whole product of 20,000 acres to supply the demand for preserv-

Exhibit of The Carling Brewing and Malting Co.

ing, with an army of 40,000 people continually in activity and a staff of 400

Exhibit of Heinz Pickles.

men-of-the-road to protect their interests throughout the globe. They have also a large salting house at Burlington, Ont. Attached to one of the columns, of which there are three, was a fine cabinet containing some 30 pictures illustrating the various departments of the factory. Messrs. H. P. Eckardt & Co., of Front street, Toronto, and Messrs. Hudon, Hebert & Co., of Montreal, are the houses to whom the Canadian interests of Heinz Pickles are committed. Boldly facing the visitor, in the centre, is a notice, that the whole of this exhibit has been purchased by Mr. R. Barron, 728 Yonge street, Toronto.

EDWARDSBURG STARCH CO.

A model starch department for a live grocery was the form taken by The Edwardsburg Starch Co.'s exhibit. In their standard Silver Gloss brand a new six-lb. horseshoe tin was shown as a show package for shelf purposes. A line to which they are calling special attention was "Benson's Enamel," a cold water starch, which admits of ironing 10 minutes after using and is said to be very serviceable for dark goods. Benson's Prepared Corn completed the central trio shown, although in a number of fine glass jars corn starch for culinary and for laundry purposes, potato flour and thin boiling wheat starch were of unique interest. In connection with the various starches a special feature was made of the company's Crown Brand Corn Syrup, put up in 20, 10, 5 and 2-lb. tins.

The works of The Edwardsburg Starch Co. are situated at Cardinal, Ont., with offices at Montreal and Toronto.

McGREGOR-HARRIS CO., TORONTO.

The McGregor-Harris exhibit is at once attractive and interesting. Here we met Mr. McGregor with his several assistants

Exhibit of The McGregor-Harris Co., Limited.

busy dispensing their several products at a rate which gave scarce time to obtain the information required. This exhibit has a corner situation and is arranged in a business-like way and presents a striking appearance. Bold at the immediate corner is a pyramid of red and black

Benson's Enamel Starch
Edwardsburg Silver Gloss STARCH For The Laundry
BENSON'S PREPARED CORN STARCH For Cooking Purposes
Edwardsburg Starch Co. Limited
Toronto, Cardinal, Ont., Montreal.
CANADA LAUNDRY
CANADA CORN STARCH

Exhibit of The Edwardsburg Starch Co.

Exhibit of P. McIntosh & Son.

plaid boxes of butterscotch, while a fine show case filled with an even finer display of thocolate, forms the counter piece. This company, as previously stated in this journal, is of comparatively recent formation and is the amalgamation of two businesses formerly carried on separately. They are running a full line of chocolates, butterscotch, hard-boiled goods and "Quaker" marmalade.

McINTOSH & SON, TORONTO.

Entering the Manufacturers Building from the south, immediately at the corner of the cereal aisle, the visitor is confronted with an attractive display of the McIntosh Cereals laid out in an impressive, business-like manner, yet withall draped in an artistic and pleasing way with a crowning piece made to represent an enormous packet of "Swiss Food," the leading brand for which the firm are known. A good feature of this show was noted in an array of fine glass jars filled with samples of the firm's several products, showing the grade and quality for inspection by the interested visitor. Here busily superintending the distribution of free sample packets was to be met the firm's representative, Mr. Howitt, explaining to all enquirers that "Swiss Food" was made of selected wheat, specially prepared, could be easily and quickly prepared for use and was particularly easy of assimilation. Prominent at this exhibit could be seen a goodly array of the firm's products, "Farina," "Brose Meal," "Hominy Grits," "Aunt Sally's Pancake Flour," the latter a specialty of comparatively recent date.

THE ONLY TOBACCO EXHIBIT.

T. J. Horrocks, the distributor for Toronto and Eastern Ontario for The McAlpin Consumers' Tobacco Co., Limited, is exhibiting this company's leading lines in an attractively gotten-up display in the Manufacturers' Building. In chewing tobacco "Beaver," "British Navy," "King's Navy" and "U & I" are much in prominence, while "Tonka," "Solid Comfort" and "Pinchin's Mixture" gladden the eyes of the smokers. The growing plant, the dried leaf, fine cut, plugs, packages, and, in fact, tobacco in all its forms, are to be found on view. In the rear of the stand are open boxes carefully arranged from floor to roof, making a strikingly unique wall. The roof is arranged in canopy style of yellow and white bunting, surmounted by a shield bearing the Canadian beaver, just as a last reminder that "Beaver" chewing is always on top. This company operates two factories, one using the straight Canadian leaf, while the other turns out the combination.

A Display of Tobacco That Attracted Much Attention.

Exhibit of The Horton-Cato Mfg. Co.

ROYAL SALAD DRESSING.

An inviting exhibit was that of Royal Salad Dressing, the product of The Horton-Cato Mfg. Co., of Detroit and Windsor. The goods, which are handsomely put up, lent themselves well for display purposes, and being the one article on exhibition in the booth, made a most effective background. At the prettily decorated counter in front, the merits of the dressing were convincingly demonstrated by being served in dainty quantities on meat, vegetables, fruit and other salads, at the same time the point was made by the wide-awake attendants that the ingredients of Royal Salad Dressing are so well blended that they never separate or spoil. No package samples were given away, but orders were taken for delivery through the purchasers' grocer.

INGERSOLL PACKING CO.

This company's exhibit in the centre of one of the side aisles is one of particularly pleasing appearance and a good illustration of artistic effect. Inside is a fine display of Millar's Paragon Cheese arranged as it should be in an ordinary store and which at once impresses the visitor. The decorations are in cream and gold with elaborately colored Eastern curtains, the cream columns supporting a draped canopy roof of rich colors. The company still adhere to the name of the originator of this particular brand of cheese. The exhibit is under charge of Millman & Sons, who are the Toronto agents of the company and from Mr. Millman we learned that this particular brand of cheese has been made in Ingersoll for nearly a quarter of a century and that Ingersoll is known as one of the finest cheese producing districts of Canada.

NATIONAL CASH REGISTER.

One is struck with the attractiveness of the exhibit of The National Cash Register Co., the Canadian office and plant of which is in Toronto. They have their machines displayed on pedestals, square in shape, and on each side of which are handsome pictures of different parts of their plant in Dayton, O. One can take a trip through the factory by simply going from one picture to another. The originality of the ideas employed in the operating and management of their plant are very interesting. One striking feature of the management is the very liberal treatment of employes. The life-like figure of the lady demonstrating mechanically the system employed in the cash registers attracts considerable attention. Of course the Canadian plant of this company is only starting, and as yet all their kinds of registers are not manufactured here, but the company propose to build up a Canadian industry which will be a fitting representation of the progress which is now manifest all over the Dominion. A few years ago the entire Canadian business of the company was managed by one man. To-day they have twenty representatives in Canada.

Exhibit of Millar's Paragon Cheese.

ST. LAWRENCE STARCH.

An enclosed octagonal glass booth, with a base and roof in white and gold, housed the display of The St. Lawrence Starch Co., Limited, of Port Credit, Ont., while a stout, brass railing kept back the crowd. Within were very prettily displayed the various brands put up by the company. The foreground, filled with lump starch, made an appropriate setting for the package goods, which rose in pyramids behind. Among these were noted Ivory Gloss, in six and one-pound packages, No. 1 White, and Ivorine, a cold-water starch, for collars and cuffs. In edible starches St. Lawrence and Durham were the brands shown.

GODDARD & GRIMM.

Under the grandstand, cheek by jowl with the royal presents, was the maple products exhibit of Goddard & Grimm, of South Stukely, P.Q. The central and a most effective feature of this exhibit was a miniature maple forest on a hill side encrusted with snow in which the various processes in the manufacture of maple syrup and sugar were shown. On one side, placarded "The Old Way" the sap was being boiled in the round iron kettle swung over the fire in the open; along side of this "the new way" was illustrated by a complete representation in little of the champion evaporator made by The Grimm Evaporator Co., of which there are said to be 60,000 in use in Canada and the United States. Enclosed in a neat little building it was a striking contrast to the crude pioneer method. Around this scene from nature were built delicious looking pyramids of sugar bricks and maple syrup in glass and tin. A rushing trade in sugar was done over the counter. Goddard & Grimm tap 5,000 trees and lay particular stress on the purity of their product. They are reaching out for an Ontario connection.

Goddard & Grimm's Maple Products Exhibit.

Exhibit of The St. Lawrence Starch Co., Limited.

THE COMPUTING SCALE CO.

In the Manufacturers' Building the exhibit of The Computing Scale Co., of Canada, Ltd., is to be seen. The display is a good one, the central feature being one of their handsome weightless scales. These scales are a novelty, having been on the market for only a year. Having seen these scales one is impressed with their handiness. They are also showing this year another new kind of computing scales. The chief plant of the company is at Dayton, O., and the scales turned out from that plant have won silver medals at the Western Fair, London, in 1901, and at Toronto Exposition in 1902. The Toronto plant was only started a few months ago, and as yet only two kinds of scales are manufactured there; but the company are paying particular attention to their Canadian business, and the plant will be steadily increased until they have capacity for turning out all kinds.

CHRISTIE, BROWN & CO.

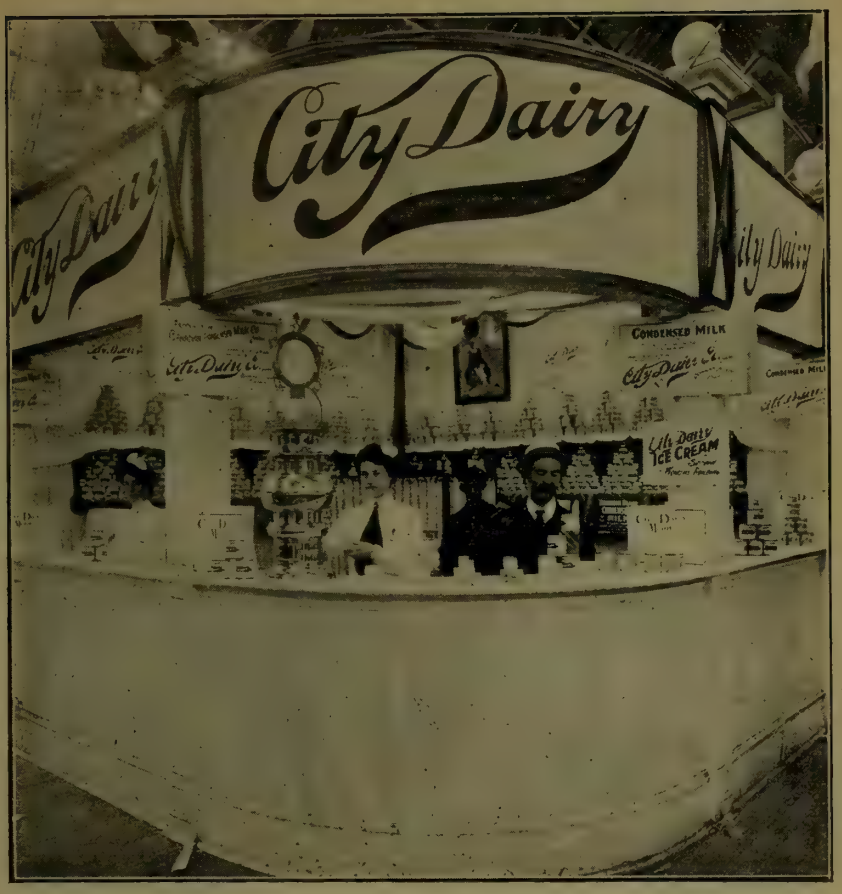
Christie's, in great gold letters stood out prominently over the magnificent square of fancy biscuits which formed the exhibit of The Christie, Brown Co., of Toronto. There were said to be 520 kinds in the well-filled glass-faced boxes which were built into the four sides of this booth, while on the top of the wide ledge formed by the handsome white base were displayed the many fancy package biscuits, tinned puddings, cakes, and the like, which are kept in stock. Softly-tinted electric lights were festooned around the cornice of the structure, and a great mirror, filling the only break in the four walls of biscuits, was second only to the display itself in its power to attract the attention of the ladies.

EBY, BLAIN CO., LIMITED.

A huge gilt Kin-Hee coffee pot surmounted and overtowered the booth in which The Eby, Blain Co., Limited, of Toronto, demonstrated at once the merits of this coffee pot and their Gold Medal Coffee. The booth was well located near the main entrance, and four neatly attired young women were kept busy demonstrating. Coffee made in a minute and without boiling was the text from which they expounded their coffee gospel, and its truth was substantiated while the crowd watched the operation and partook of a steaming cup to test its virtues. Kolona Tea was also shown but not demonstrated.

CITY DAIRY CONDENSED MILK.

An attractive little corner near the centre of the Manufacturers' Building was the booth in which The City Dairy Co. were demonstrating the merits of a new product placed on the market only last May, "Dominion Brand Condensed Milk" of The Canadian Condensed Milk Co., for whom The City Dairy Co. are selling agents. Unskimmed milk with the addition of a little cane sugar is all that is contained in the product which is guaranteed to keep in any climate. The milk is put up in three convenient sizes and is on sale through the wholesale trade. Mr. H. Pannell, superintendent of the condensed milk department, was in charge of the booth and demonstration.



City Dairy's Condensed Milk Exhibit.

Exhibit of The Eby, Blain Co., Limited.

E. W. GILLETT CO., LIMITED.

The quarters of E. W. Gillett Co., Limited, Toronto and Hamilton, were commodious to begin with, and the mistake of crowding was carefully avoided. A rail guarded the two aisle sides, the centre was left clear and the display made along the two inner sides. In this Magic Baking Powder was made the leader, supplemented with other of the company's goods, Gillett's Perfumed Lye, Magic Baking Soda, Gillett's Cream of Tartar, Royal Yeast Cakes, etc., while the figure of a lad in Highland costume stood guard over all. Red and gold drapings on a base of white with a liberal supply of palms were used in the decorations. Samples of the firm's goods, leading with Magic Baking Powder, were distributed, while the fact was emphasized to the public that every package of goods bearing Gillett's name is guaranteed by the firm. Mr. J. F. Holden, western representative, was in charge.

ST. CHARLES CONDENSED MILK.

One of the most attractive exhibits in the new Dairy Building is shown by The St. Charles Condensing Co., whose Canadian factory is in Ingersoll, where an army of employes is kept busy the year around preparing St. Charles Cream Silver Cow Milk and Purity Milk for markets in all parts of the world. Great

taste has been shown in the arrangement of the display, the pyramids of cans bearing white, gold and white, and silver labels against a background of pure

Exhibit of St. Charles Condensing Co.

white, while a young lady in white gracefully demonstrates the process in the various uses of the cream. The company personally guarantees every can of their cream to be thoroughly sterilized, absolutely pure, and to keep in any climate, three very important points in an article of this kind. The Canadian product is all prepared in Oxford County, Ontario, one of the finest milk producing sections of the Dominion.

ARMOUR'S EXTRACT.

Near the centre of the northern aisle of the Manufacturers' Building, well situated to catch the eye of visitors coming in by the main entrance, was built a daintily designed booth in white and gold for Armour's, the Chicago packing house. The booth contained a most interesting exhibit of Armour's Extract of Beef, Asparox, a dainty prepared from asparagus and tomato bouillon, all put up in bot-

Armour's Exhibit of Beef Extracts.

tles of various styles and sizes. On the counter the public were served with tiny cups of hot beef tea made from the Extract, while it was explained that the Extract could be used for making soups, gravies, meat sauces, and in all kinds of cooking where stock is required. The Asparox and Tomato Bouillon were also demonstrated, but the main stress was placed on the Extract of Beef. Orders were taken for delivery through the local grocer.

LEVER BROS. SOAPS.

A noticeable exhibit in the Manufacturers' Building is Lever Bros.' display of soaps, including "Sunlight," "Lifebuoy,"

Lever Bros.' Exhibit of Sunlight Soap.

"Monkey Brand," "Y Z" and their "Crest" floating soap, all now well known to the public and the trade throughout the country. This showing is particularly interesting, it being their original display, show cases and all, just as it appeared in the famous Glasgow Exhibition the year before last. Sunlight Soap has been sold in Canada for over 12 years, and was imported from England until the trade here and the demand on the English factory necessitated the opening of large Canadian works. The site here, which is located on the river Don, Toronto, covers 23 acres of land. The buildings are worthy of Canada, being described by insurance authorities as "the finest soap factory on the American continent." Over $300,000 is represented in the Canadian buildings and plant.

LIBBY, McNEILL & LIBBY.

Libby, McNeill & Libby, of Chicago, who manufacture 71 varieties of good things to eat in the way of tinned meats, have certainly a dainty exhibit of their products in the Manufacturers' Building, where they are demonstrating the good qualities and giving generous samples of many of the leading lines to the passers by. The stand is prettily decorated with small pyramids of cans of meats interspersed with palms and ferns against a background of green burlap, while the roof is of white bunting going up to a point in the centre, where a cluster of electric lights is arranged to flood their

radiance over the exhibit. The factory of this enterprising firm covers over six acres, giving a floor area of some 50

Exhibit of Canada Cream Cheese.

acres, where 3,000 people are employed regularly, making an annual pay-roll of about $1,500,000. Their output monthly is roughly figured at about 10,000,000 cans.

TILLSON'S OATS.

A certain distinction is to be noted about the display of Tillson's Oats. The sturdy old Scotchman, the central figure in all Tillson advertising, was prominent in the foreground, while the Mackenzie and Royal Stuart plaids were effectively utilized for drapery, and, together with oats in the sheaf, for further decoration. But the accessories were properly subordinated to the imposing pile of package oats which filled the rear of the booth.

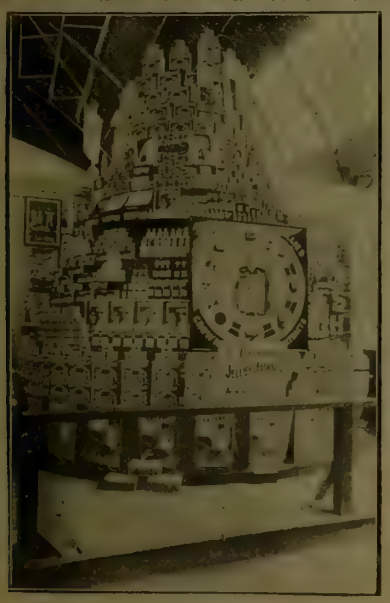


Exhibit of Greig & Co.

In the foreground two attractively attired attendants served the public with tiny tastes of porridge, made from Tillson's Oats, and handed out sample packages, explaining that the particularly rich flavor was due to the fact that Tillson's Oats were pan-dried over fire and not steamed, thereby preserving the full flavor of the oat. A food, not a fad, was the point made by the exhibit. The plant of The Tillson Milling Co. is situated at the town of Tillsonburg, Western Ontario, than which no country produces better oats.

CANADA CREAM CHEESE.

As may be gathered from a glance at the cut there was an attractive simplicity about the pyramid of tin-foiled packages which constituted the background in front of which the public were being invited to sample Canada Cream Cheese. This is a brand put up by The MacLaren Imperial Cheese Company in tin foil. It is of convenient size and is meant to provide a good quality cheese at a price to meet public demand.

Exhibit of Tillson's Oats.

THE GREIG MFG. CO., LTD., OF MONTREAL.

Just a turn south from the centre aisle of the Manufacturers Building brings the visitor to a fine pyramid display destined to cheer the hearts of all industrious housewives, for here was shown, arranged with artistic effect, articles in concentrated form ready for immediate use. Here too was seen the manager of the company, Mr. J. R. Greig, busy with his assistants distributing samples to the many interested enquirers and explaining the virtues of the many products for which the firm are sole agents, prominent among which were "Kkovah Jellies," "Kkovah Custard Powders," "Kkovah Blanc Mange Powder," "Sy-Muz Linen Gloss," "Barringer's Mustard," and a unique line of advertisement matches, all of which are comparatively new to the Canadian market. Later on in the Women's Hall we were enabled to sample the firm's products, where assistants were busily engaged demonstrating the ease with which concentrated products could be converted into easily digestible and attractive dishes. This firm are also agents for John Buchanan Ltd., of Glasgow, and M. A. Craven, of York, both of whom are important manufacturing confectioners.

LUMSDEN BROS.

Of course "Social" was the feature of this Toronto firm's display, and that feature was well brought out in a handsome display. The exhibit was made up, for a large part, of Social Tea and Social Coffee. Jersey Cream Yeast Cakes and Jersey Cream Baking Powder constituted the rest of the display of goods. The can-

opy crowning the display was very prettily draped. The corner position of the exhibit brought it into prominence and "Social" was well advertised. As can be seen from the accompanying

Exhibit of Bow Park Cream Cheese.

illustration the exhibit presents a very attractive appearance.

BOW PARK CREAM CHEESE.

Shuttleworth & Harris' exhibit of Bow Park Cream Cheese was prepared by a specialist, Dudley H. Bissell, from New York, and received much favorable criticism from all sides. The color scheme was in blue and white. The pillars and uprights, composed of Bow Park cheese cans studded with frosted incandescent electric light bulbs, gave a soft creamy appearance to the whole exhibit. "Bow Park" Cream Cheese is done up in tin foil and then incased in light tin, a form of package on which the makers lay much stress. Shuttleworth & Harris stand behind every package with a guarantee that the cheese contains no adulterations and is strictly pure.

THE SMILE THAT WON'T COME OFF.

Many were the smiles to meet with coming away from The American Cereal Co.'s exhibit, where thousands were served every day with generous samples of "the work food;" Quaker Oats. The stand itself was most prettily decorated, the interior being gotten up after the idea of a New England kitchen. The exterior was of white enamelled wood work with dark green burlap panels. The name "Quaker Oats" was a decided novelty, being composed of oat heads, while on top of the whole display were three of the now familiar Quaker figures surrounded by sheaves of oats. The story of Quaker Oats from the field to the breakfast table is well worth following. First, only the best grown and most nutritious oats are used; they are carefully steamed, cleaned and separated by special machinery, then the pan roasting begins, where the patient Quaker pan roasting brings out the nut oil of the oats and toasts it to that pure rich oat flavor, then hot and fragrant from the rolls it goes straight into the package, shut tight and hermetically sealed; then no time is lost—it is the packages into the cases, cases into the cars, and the cars away the same day for all parts of the country. This means freshly prepared oats for all.

WILSON'S COMPUTING SCALES.

C. Wilson & Son, Toronto, have their exhibit of scales in the Machinery Building. The Wilson scales have been before the Canadian merchants for nearly half a century, and they have been awarded medals at the World's Fair, Chicago, at the Victorian Exposition, and also many first prizes at colonial fairs and at Paris. One of the chief features of their exhibit is their improved dairy scale. It is a scale of five beams and its chief value is the ease with which different quantities of milk can be weighed on it by means of these beams. First the can is put on and its weight found on the lowest beam. A quantity of milk is then brought and poured into the can and its weight ascertained on the next beam. In this way quantity after quantity may be weighed in the same can until the beams are exhausted. Another specialty is their "King Edward," a 2,000 pound platform scale. The beautiful finish of Wilson's scales is noticeable in the exhibit. The bearings are made of full jeweled agate and diamond steel.

THE HALLWOOD CASH REGISTER.

Around the exhibit of The Hallwood Cash Register Co., of Canada, there is ever to be seen a crowd of interested listeners to the interesting demonstration of the system of the cash registers. A very useful accompaniment of their cash register is what is called the Hallwood Short Credit System, which is a system of keeping a strict account of one's business and which works in direct connection with the cash register. It does away with elaborate bookkeeping systems, and with very little work after each day's business all accounts can be posted up to the day; and so the condition of all accounts is always before the merchant and he can find in a minute what any customer owes him. The Canadian company is a branch

Exhibit of Quaker Oats.

Windsor Salt.

You buy the best butter, why not the best Salt? Do you forget that it is the little things that count? A woman doesn't tell all she knows. Perhaps she has been trading at some other store just because she can't buy Windsor Salt of you. She doesn't say this to you, **but there are a good many chances that she tells her friends.**

Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

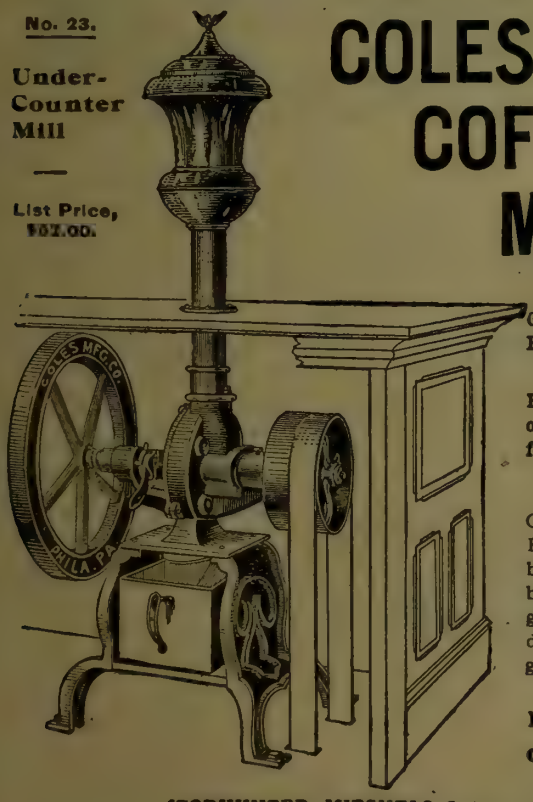
The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $61.00.

COLES COFFEE MILLS



None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

GROCER'S NOVELTY.

THE *Ingersoll*

American Watches.

RETAIL PRICES, $1.25 to $2.50

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelery trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Grocery Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

of the head firm in Columbus, O., but the Canadian branch is promoted entirely by Canadian capital, and all registers sold in Canada by the firm are manufactured in the Toronto plant. As far as possible only Canadian labor is employed, but for the finer work instructors have been sent over from the Columbus plant to supervise the work.

PURE GOLD EXHIBIT.

Near the east end of the Manufacturers' Building will be found the exhibit of The Pure Gold Mfg. Co. of Toronto, which is certainly strikingly handsome, the counters, railings, showcases and overhead woodwork being of solid cherry, with a large showcase in the rear across the entire width of their space filled with flavoring extracts in over 25 different flavors. The Pure Gold Co. this year are showing another new product which is rapidly growing popular. It is a salad dressing powder, retailing at 10c. a box, which makes a quart of the most delicious dressing. Orange marmalade, jams, jellies, quick tapioca, quick chocolate pudding, and the old reliable Pure Gold jelly powders are also receiving the full share of attention both by the demonstrators and the thousands who sample them daily.

THE FRUIT EXHIBIT.

The Fruit Building from its opening had a steady stream of people pouring in and out. Everyone enjoyed the sight of the attractive displays of the different kinds of Canadian fruit. The apple, which might be called Canada's national fruit, was given all due prominence, and the display certainly did credit to Canadian growers. Pears, peaches, plums and grapes were there in profusion. The bunches of luscious grapes certainly made one's mouth water, to use a common but apt phrase. The large rosy peaches were not behind in having the same effect. The exhibit of the Niagara Fruit Growers' Association won the admiration of all.

Exhibit of Libby, McNeill & Libby.

INTERCOLONIAL EXHIBIT.

A feature in the Transportation Building which attracted more than ordinary interest was the remarkably fine exhibit made by the Intercolonial Railway. A large section in the northern wing was filled with splendidly finished large-sized photographs, which were arranged in order to illustrate the route of the pride of the Intercolonial—the Maritime Express—from Montreal to Moncton and from there branching to St. John on one hand and Halifax and Sydney, C.B., on the other. Tadousac, Bic, Perce Rock, the Metapedia Valley, Antigonish, and the Bras d'Or Lakes were among the views most admired, although it is hard to particularize. The sporting blood of the visitor is fired by the skins of four great 40-lb. salmon mounted on polished wooden plaques to illustrate the four crucial moments in the sport. Mr. Lindsay and Mr. Barton, the representatives of the Intercolonial, were in charge.

GRAND TRUNK SECTION.

The Grand Trunk Art Gallery, as it might be called, ran along the western end of the Transportation Building and comprised a series of large photographs of the Muskoka Lakes, Georgian Bay, Kawartha Lakes, and the Portland district, also mounted specimens of the finny beauties to be taken in these regions. A 'longe of 59 pounds was one of the centres of interest.

Exhibit of The Pure Gold Mfg. Co.

THE CANADIAN GROCER

President:

JOHN BAYNE MACLEAN,

Montreal.

The MacLean Publishing Co.

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THE STRONG CHEESE MARKET.

THE strength which the cheese market has been developing of late, irrespective of any apparently sufficient warrant from the British side, is an eloquent commentary on the position of Canada with reference to this great dairy product. Whether bulling of the market is purely speculative, as has been suggested, or is in pursuance of inside advices obtained by the large operators who are most active, will transpire in due time, but in the meanwhile the farmers are reaping the benefit, and in the face of the largest make on record, the prices are being made here and the British market anticipated. The quality this year, with few exceptions, has been of a very high standard, and with the Fall in sight perhaps those operating on the bull side of the market are not after all too optimistic. To quote one provision man, "We are making the finest cheese in the world and they must have it," And indeed the magnificent exhibit of cheese in the Dairy Building at the Dominion Exhibition goes far to justify this optimism and explain the gratifying growth in the demand for our cheese. Nothing in the economic sphere ever undertaken by our Government has been more productive of beneficial results, not only to the agricultural interests, but to the country at large, than the assistance and instruction given to the dairy industry and to that part of it in particular which has to do with the making of cheese. It may not be far distant when our butter shall occupy as commanding a place in the British market as is now conceded to our cheese.

FALSE FREIGHT ENTRIES.

THE new Railway Bill before the House at Ottawa strikes at a point in transportation affairs that will, it is to be hoped, prevent the lowering of classification adopted by a number of shippers to the detriment of houses adhering strictly to legitimate classification. It is a fact that many houses shipping particularly to the Northwest and British Columbia have for years forwarded goods at lower classification than the Railway Freight Association had adopted, this action placing a handicap upon such houses as honestly marked and shipped goods. It is but recently that an old established grocery house in the West, whose reputation is one of the best, received an order for a carload of fourth and fifth-class goods, the major portion being fifth-class. The buyer's instructions were to ship all at fifth-class rate, and as it was the first order the house had received and the account a desirable one, they were rather in a quandary what to do. They knew that classifications were being lowered systematically by regular shippers, and we presume their customer did not suffer, as the goods went forward all right. The house in question did not like to adopt this measure, but competition forced them to fall into line.

The new clause in the Railway Bill imposing a heavy penalty, and the authority given to railway companies to collect the regular tariff and 50 per cent. more, as well as imposing a fine of from $100 to $1,000, will no doubt have a tendency to confine shippers to proper classification. The imposition of the 50 per cent. additional tariff was made optional, still the heavy fine will be a deterrent to wrong rating.

One of the results of the change in the law will undoubtedly be the shipping of the different classes of goods in carload lots to central western distributing points in order to place eastern houses on an equal basis with Winnipeg and Vancouver and Victoria houses, and it is not at all unlikely that branch houses will eventuate in the near future. The tendency in grocery circles is to open up such branch houses, and the late movement of a certain amalgamated grocery association seems to be right in line with this feature of the trade.

PACKING FRUIT FOR EXPORT.

EVERY year is heard more or less complaint as to the condition in which Canadian fruit reaches the foreign market, and the reputation of Canada is impaired on account of the folly of some who either wilfully forward inferior stuff or are culpably negligent in packing it properly. The dearth of fruit in Britain this year affords a great opportunity for Canadian fruit men to make themselves solid with the British market. The Briton is slow to take anything up, but he is all the better customer once a connection is formed. He will be forced this year to take our fruit, and if it is properly packed and marketed its superior qualities will do the rest. The Dominion Government is demonstrating at the various fairs and exhibitions throughout the country the proper methods of packing and the style of package required by the British consumer for different kinds of fruit, and there is no excuse for any consignment of Canadian fruit arriving on the British market in any other than first-class condition.

In our article on another page on the Dominion Exhibition may be found a summary of the methods recommended by the Government, and further information may be obtained by application to the Department of Agriculture at Ottawa

Selling Terms of the Canners' Consolidated Illegal

THE attention of THE GROCER has been called, by a series of complaints from the wholesale trade in all parts of Canada, to the selling terms adopted by The Canadian Canners' Consolidated Companies, Limited.

The objectionable conditions are contained in a circular issued from the head office of the company, which after reciting that the company controls 30 of the largest factories in Canada, that the object of the consolidation is to protect the whole canning industry by eliminating the selling of futures, that selling prices are to be kept as low as possible, and that they propose to put the canned goods business on a footing whereby the manufacturer, wholesaler and retail merchant will make a fair profit, goes on to make the following proposition :

> We propose selling goods to the wholesale trade only, under the rebate system, reserving 10 per cent. rebate, provided they handle exclusively goods manufactured by this company : such rebates to be made at regular periods to those buyers who make a statutory declaration that they have handled exclusively goods manufactured by us.
>
> Realizing that already a few goods have been purchased from other packers, and not wishing to prevent any wholesale merchant in Canada from obtaining the benefit to be derived through co-operation, we make exception only to any goods now in the hands of the wholesale trade and any orders for futures, which they have actually booked prior to receipt of this registered letter. If any goods are subsequently purchased outside of this company, no rebate whatever will be made on any goods purchased from us throughout the season.

Then follow the names of the companies in the incorporation, viz. :

Alymer Canning Co., Alymer and Hamilton.
Burford Canning Co., Burford.
Bowlby Bros. & Co., Waterford.
Brighton Canning Co., Brighton.
W. Boulter & Sons, Picton.
Clark & Clark, Brighton.
Delhi Canning Co., Delhi and Niagara-on-the-Lake.
Dunmore Canning Co., St. Catharines.
Grimsby Canning Co., Grimsby.
Imperial Canning Co., Kingsville.
Kent Canning Co., Chatham and Sandwich.

In this first effort The Canadian Canners' Consolidated Companies, Limited, altogether over-reached themselves, for there are certain lines of canned goods extensively handled by the Canadian trade which the consolidation are not able to supply. Realizing the impossibility of this position, a second circular was hastily despatched exempting from the above terms baked beans, jams and jellies, catsup, lunch tongue, soups, corned beef, blueberries and foreign canned goods.

The wholesaler is charged the same price for his stock as he is to get from the retailer. Should he be so bold as to buy any goods but the exceptions noted from a firm outside the consolidation he is punished by being deprived of any profit on The Canadian Canners' Consolidated Companies', Limited, goods for the season. As The Canadian Canners' Consolidated Companies, Limited, control 95 per cent. of the canned fruits and vegetables put up in Canada, the wholesaler is clearly at their mercy. This is the position of affairs as they now stand.

The consolidation is a bona fide joint stock company, and as such an arrangement wholly within the range of reputable business enterprise. The conditions of the canning industry were undoubtedly unsatisfactory, and such an amalgamation as The Canadian Canners' Consolidated Companies, Limited, was well calculated to rectify some, at least, of these conditions. In the bare fact of amalgamation there was no menace to the trade of the general public ; but there is only too good cause to suspect the designs of any corporation which seeks to arrogate to itself the preponderant control of any industry. It is to be regretted that The Canadian Canners' Consolidated Companies, Limited, should have thought it necessary to meet competition by other means than the merit of their goods.

Possibly in framing these terms they were guided by a recent decision in the courts of the United States, where it was held that a company has a right to sell on whatsoever terms it pleases, as the purchaser is under no obligation to buy.

How such a decision might have been regarded by Canadian judges is now merely a matter of academic interest, for the Dominion Government has taken strong ground in the matter. In the present session of the House an amendment of the Criminal Code was introduced by the Minister of Justice, and now awaits the sanction of His Excellency, which covers this very point.

The amendment, which is an addition and is cited as 520A, runs as follows :

> Everyone is guilty of an indictable offence and liable, if convicted upon indictment, to a fine not exceeding ...., and not less than..... .....and on summary conviction to a fine not exceeding..... .....and not less than..... who, being a manufacturer of or dealer in any class of goods :
>
> (a) Makes a sale of any such goods to a person who sells or intends to sell goods of that class in connection with his own business, subject to a condition that the purchaser shall not sell or deal in goods of a like kind produced by, or obtained or to be obtained from, any other manufacturer or dealer, or
>
> (b) makes such a sale upon terms that would in their application deprive the purchaser of any profit upon the sale of such goods, if he should so sell or deal, or
>
> (c) consigns any such goods to another person for sale upon commission upon such terms that the consignee can profit by such sale only if he does not sell or deal in goods of a like kind manufactured by or obtained or to be obtained from any other manufacturer or dealer : Provided that it shall not be an offence under this section to appoint an agent or sole agent for the sale of goods or the making of contracts for the exclusive sale of goods.

This clearly covers the case, but to leave no room for doubt THE GROCER has obtained an opinion from a high authority in the Dominion Government, who writes:

> It is quite true that there is in the Criminal Code Amendment Bill a clause which would apply to the selling terms of The Canadian Canners' Consolidated Companies, Limited, as described. I enclose a copy of the bill calling attention to the proposed clause, 520A, therein.

It is evident, therefore, that The Canadian Canners' Consolidated Companies, Limited, have made a mistake. Controlling as they do 95 per cent. of the canned fruit and vegetables output of Canada, it should be beneath their dignity to resort to such tactics in order to freeze out the 5 per cent. who constitute their opposition. In any event, the amendment to the Criminal Code quoted above will make obligatory the withdrawal of the objectionable conditions.

TEA REPORT.

WM. JAS. & HENRY THOMPSON, London, Eng., in their tea circular of August 27, say: Fine teas continue to command good prices, and a few high averages have been realized, while the rates for all good liquoring kinds have been fully maintained; ordinary medium grades, both leaf and broken, are, however, relatively cheap.

Green teas.—The rapid progress made in the United States and Canada by Ceylon and Indian greens seems from news at hand by this mail to be causing a good deal of concern among members of the Japanese tea trade, and a resolution has been adopted by the Tea Guild in Japan urging the cessation of late picking in order to maintain the present quality and price. Such a proposal should be satisfactory to our planters, as British growths are making way in America at present, solely on account of their cheapness, and consequently it is to their interest that the high rates ruling for other kinds should be maintained.

Indian.—There have been a fair number of orders for export, which have been mostly executed, while good broken pekoes seem to have met with more competition. Fine teas again sold well. Advices by cable report a firm market in Calcutta for good and common kinds, with medium unchanged.

Ceylon common teas were, if anything, slightly firmer than last week, and rather more competition in broken pekoes about 7d. was noticeable.

KNOWING ONE'S STOCK.

SOME manufacturing and wholesale grocers have said that it is their belief that the wholesale grocery trade would be better in many instances, if not in all, if retailers would educate themselves regarding their goods, meaning that a more thorough knowledge of their goods, their origin and preparation, would result in larger sales, because that would enable retailers to call the attention of customers to the advantages and good qualities of a particular line of goods.

Years ago retailers knew about their goods, and could talk intelligently concerning them, conveying to customers information which made the articles offered appear desirable. In other words, dealers made themselves experts, and then used their knowledge to assist them in selling.

Retailers when approached upon this subject reply that it was easy enough to learn about goods in years past when the varieties were few and manufacturers were not so secret about their methods. Those were the days, they say, when the grocery trade was limited to staples like flour, sugar, butter, cheese, eggs, molasses, codfish, the old-fashioned split and dried kind, and similar goods with which everyone was more or less familiar.

Now retailers point to scores, possibly hundreds, of varieties of package goods, put up in numerous different ways, hermetically sealed, and bearing the trademarks of prominent manufacturers as guarantees of good faith. They say it is impossible to learn about all these goods, and that if they wanted to the manufacturers would give them no information.

Perhaps both have missed the point a trifle. The object in advocating the education of grocers is to create a sentiment among them to know everything possible about their business, and to utilize this knowledge in selling goods.

It is not necessary, advocates of this principle assert, to know minutely the ingredients and methods of mixing the different preparations. In a general way the constituents of any product can be known, but what retailers want to learn is the best means of handling these goods and making them most useful in the family.

Without much doubt, it is retailers themselves who must acquire this information. No one else can do it for them, and until they manifest a decided interest nothing can be accomplished.

Manufacturers say to ask questions, to inquire about any goods with which they are unfamiliar, and that information sufficient for the purposes will be supplied.

Whether manufacturers could really do this it is impossible to say, but without much doubt a better understanding of the goods handled, enabling them to explain their use to customers, would be a great assistance in selling goods. Successful grocers say it should be a part of the business of every retailer to learn these things. They ought, by all means, to be able to tell a customer how to use any new goods which may come out. This information is absolutely essential to the housewife, and the lack of knowledge on the part of the retailers is a partial explanation of the necessity for demonstrators from the factories. It is frequently a good thing to have a demonstrator in the store, but it is better not to need one.

In discussing this matter a short time ago a prominent retailer, himself an expert, declared that he believed it would be a good thing for the retailer to have the new goods tested in his own home, then he would be absolutely certain of their qualities. This suggestion applies with special force to retailers in small towns and in the country where many customers are personal acquaintances, and whose recommendation would mean increased sales.

Perhaps this suggestion is radical, but sometimes radical remedies are the best in the end, and lead to important trade reforms. If something will lead to a better and clearer knowledge of the goods sold, it would be a good thing for retail grocers.

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize - - -	$10
Second Prize -	$7
Third Prize - - -	$5

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on Oct. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the $10, $7 or $5 prize, it may be awarded a $2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of $2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

BRANTFORD PACKING HOUSE.

Advices from Brantford relate that the buildings and plant of The Brantford Packing Co. at the locks have been purchased by Fox Bros., of Toronto, who will commence operations at the earliest possible moment.

On Saturday last Mr. John Fox, one of the members of the company, visited Brantford and made final arrangements for the purchase of the property. During the past year or so the plant has not been operated, the company that started the industry having found, in view of the condition of the market, that it was not a paying proposition, and that there was more money in handling live hogs than in packing. A gang of men will be put at work at once cleaning out the premises, and it is expected that the factory will be in operation by the end of a month.

"Specialism is the order of the day."

The tendency to learn to do one thing "well" is growing more and more in favor. Our specialty is "**SALADA**" Ceylon Tea. We profess to "know" Tea, and all the ins and outs of its growth and manufacture. We are admitted on all sides to be authorities in this connection.

We have never tried to master any other business, as, if we knew more about other subjects, we might know less about this, and we can't afford not to know all that is possible to be learned about our life-study, TEA.

WHOLESALE WAREHOUSES AT

32 Yonge Street, Toronto.
218 House Building, Pittsburg.
11 Terrace, Buffalo.
83 Shelby Street, Detroit.
368 St. Paul Street, Montreal.
Hudson and Duane Sts., New York.
444 St. Clair Street, Cleveland.

ALSO FOR SALE BY

V. J. Brown & Sons, Baltimore.
B. B. Earnshaw & Bro, Wash.
Comly, Flanigen & Co., Phila.
Eldridge, Aldrichs & Co., Prov.
Chapin & Adams, Boston.

The success that we have made of "SALADA" speaks volumes for our scholarship. The sale of "SALADA" Natural Ceylon Green is making new records weekly in competition with Japans. Samples and terms on application

Address, "SALADA," Toronto or Montreal.

WHOLESALERS ARE NOW OFFERING FOR FORWARD DELIVERY

New Pack "Horse Shoe" Salmon.

For quarter century "Horse Shoe" Brand Salmon has led the Canadian market.

All leading grocers throughout the Dominion sell it.

Starched clothes are required all the year round, and dainty women insist that they be starched right. This suggests a continuous sale for

Celluloid Starch

Never Sticks Requires no Cooking.

Women who have once used this starch will not be satisfied with any other. This suggests to the wide-awake grocer that it is wise to keep continually stocked with Celluloid Starch—the best of all starches.

THE BRANTFORD STARCH WORKS, LIMITED,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, September 10, 1903.

THE home trade has been remarkably good since our last issue and every confidence is felt in the prospects for coming season's trade. Canned goods are going well and great difficulty is experienced in supplying orders. Canners have practically withdrawn quotations and it is considered certain that there will be short packs in many leading lines, but it is still early for final advices. Coffee has been moving well and prices continue firm. Spices are uninteresting and there is no new feature to record. Syrups and molasses are continuing firm with trade demand increasing. Rice and tapioca are both moving well and prices continue firm. Tea has been in active demand and prices continue well up to quotations. With general demand increasing and dispatches from primal markets falling below market demands, the aspect is presenting a decidedly strong outlook. Dried fruits are going well with firm prices, and reports from primal markets all pointing to strong statistical position in both currants and valencia raisins. Sugar has not been in active demand, though good trade has been done and prices continue at previous quotations.

CANNED GOODS.

Trade has been well maintained in these goods since our last issue. On account of much reduced stocks some difficulty is experienced in keeping up supply. With no new feature as to coming season, it is still an open question as to extent new packs will reach. It is, however, considered certain that corn and tomatoes will be below the usual average. We quote :

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 87½	1 00
" sifted	1 10	1 25
" extra sifted	1 30	1 50
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	....	1 35
" 3's	....	2 50
Plums, green gages, 2's	1 15	1 25
" Lombard	0 95	1 00
" Damson, blue	0 95	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 45	1 50
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼'s	....	0 14
" " ½'s	0 19	0 20
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, 2 size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
Engilsh brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

There is no new feature in the aspect of coffee on the home market since our last, but there are still signs of more than usual interest, and fair sales are reported. The New York market bore a holiday character, according to latest report, being closed from Friday till Tuesday morning. Business was therefore inoperative. Advices from the primal markets, however, speak of the Brazilian crops being much below usual on account of havoc by pest and late frost checking the "pea" berries. We quote :

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

We have again to report a very strong market for sugar, with prices nominally unchanged.

There have been large sales of raw sugar to United States refiners, totalling about 70,000 bags at full recent quotations. Since these transactions transpired business has been dull owing to the scarcity of offerings, and it is generally felt that if any further considerable quantity of sugar should be brought out buyers would readily concede 1-16c. to secure additional supplies for their prospective requirements. Meanwhile, quotations remain as last advised, viz., on basis of 3 7/8c., duty paid New York, for 96 test centrifugals. The tone and tendency are to continued strength and with a scarcity of cane sugars at West Indian points the outlook for prices is encouraging.

Receipts at United States four ports for week ending September 2 were 34,889 tons, with meltings same as previous week, viz., 48,000 tons, leaving total stock of 237,633 tons, a reduction of over 13,000 tons for the week. Receipts at Cuban shipping ports were very light, viz., only 2,500 tons, while exports amounted to 19,300 tons, leaving stock in six principal ports of 201,000 tons. These figures show a combined reduction in United States and Cuban stocks for the week of 32,000 tons, and it is interesting to note that during the past seven weeks the total United States and Cuban stocks have decreased 191,806 tons, or say, at the rate of over 27,000 tons per week.

Combined stocks of Europe and America at latest uneven dates are 1,941,633 tons, against 1,981,413 tons at same period last year, the decrease being nearly 40,000 tons.

Old crop beets for September October shipment remain steady at 8s. 6d. basis f.o.b. Hamburg for 88 test, while new crop are quoted at 9s. for October December, and 9s. 2¼d. for May shipment.

American refined markets have been interfered with by the Labor Day holiday, being closed both on Saturday and Monday last, but prices of hard sugars are firmly held with no disposition to shade even for large lots. A slightly improved enquiry is noted, while withdrawals on contracts are reported fairly large.

In our local market there are no changes to record, but the demand from second hands is greatly improved owing to heavy arrivals of fruit and the outlook is reported encouraging. There are no special indications for the immediate future but it would be well to watch developments on the other side of the line. We quote :

Paris lumps, in 50-lb. boxes	4 88
" in 100-lb. "	4 78
" "Domino" brand, 50-lb. boxes	4 83
" " " 100 "	4 73
St. Lawrence granulated	4 28
Redpath's granulated	4 28
Acadia granulated	4 18
Maple Leaf granulated (Berlin)	4 13
Crystal granulated (Wallaceburg)	4 18
Imperial " (Dresden)	4 13
Beaver " (Wiarton)	4 13
Phoenix	4 13
Cream	3 98
Bright coffee	3 98
Bright yellow	3 98
No. 3 yellow	3 88
No. 2 "	3 68
No. 1 "	3 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

There is no feature of interest to note since our last issue, in spices. Trade continues inactive and prices remain firm. Pepper is reported as still advancing on London market ; cloves also are firming toward advance. We quote :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

There is no new feature in either of these goods. Trade continues fair at firm prices. New York reports a still market with every probability of good trade after the holiday, many buyers showing disposition to enter the market. We quote :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03¼
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

MADAM HUOT'S COFFEE

"Nectar" Black Tea, in lead packets and fancy tins only.

—THE GEM—

Great Values in New Teas.

Arriving by almost every steamer from Japan, China, Ceylon, and India.

EX STR. "KAGA MARU" From YOKOHAMA, JAPAN.

75	Half-chests "Condor XXX" Japan Tea, at - -	22½c.
25	Half-chests "Celerity No. 1" Japan Tea, at - -	21½c.
15	30-lb. boxes "Condor XXX" Japan Tea, at - -	23½c.
115		

EX STR. "TARTAR" from YOKOHAMA, JAPAN.

50	Half-chests "Condor XX" Japan Tea, at - - -	20c.
25	30-lb. boxes "Condor XX" Japan Tea, at - - -	21c.
6	Half-chests Fine Siftings, at - - - - -	7½c.
81		

EX STR. "EMPRESS OF CHINA" From YOKOHAMA, JAPAN.

50	Matts, 8 5-lb. boxes each, Japan Tea, at - -	22½c.
5	Matts, 4 10-lb. boxes each, Japan Tea, at - -	22c.
1	Half-chest Fine Siftings, at - - - - -	7½c.

70 Half-chests "Condor XXXX" Japan Tea, 3rd lot, at - 25c.

156

Ex Str. "KAWACHI MARU" from COLOMBO, CEYLON, to London, and Str. "Orcadian" to Montreal.

Just coming into stock:

70 Half-chests fancy Japan finished leaf, choicest liquoring Ceylon Green Young Hyson, at - - - - 20c.

25 Chests Broken or Pekoe Ceylon Black Tea, beautiful in leaf and liquor, at - - - - - - - - 35c.

10 Half-chests Extra Choicest Broken or Pekoe Ceylon Black Tea, nothing finer to be had, at - - - - 45c.

105

Total, 457 Packages

All these teas have been selected with the greatest care, and they certainly show the finest possible liquor. They are simply the very best money can procure. Buy your teas for the liquor, not the leaf.

Ask for samples **Compare them**

It pays

Specialty of high-class goods in teas, coffees, spices and vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET,

MONTREAL.

"EMD" Baking Powder, Vinegar, Spices, Coffee.

SPANISH ONIONS.

Cases—150 lbs., fine clean sound goods $2.75.
Crates—about 50 lbs., special $1.00 per crate.
All fresh goods just to hand.

OYSTERS OYSTERS

If interested drop us a line. We have something of special interest to you.

WHITE & CO.

Wholesale Fruit and Oysters,

64 Front East, - - TORONTO.

Flies Carry Contagion

Wilson's Fly Pads

kill the flies and disease germs too.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

FRUIT.

Our prices are **right.**
Our goods are **right.**

Write, wire or 'phone your order.
Special attention given to mail orders.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.

82 Colborne St., TORONTO

Phones - Main 54, Main 3428.

THE FRUIT WE SHIP

Is the fruit you want—THE BEST.
Everything in season—Domestic and Foreign

Ask and receive our weekly price list.

McWILLIAM & EVERIST

FRUIT and VEGETABLES.

Telephone Main 645, Office
" " 3394 Warehouse
...TORONTO

Molasses—		
New Orleans, medium	0 22	0 30
" open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

RICE AND TAPIOCA.

Trade continues fair in rice, at firm prices. The new season's crop is reported as coming to hand in good condition and fair quantity. New York reports prices as keeping steady with trade fair and arrivals causing a slight accumulation of stock. Tapioca keeps firm with little business. We quote :

	Per lb.			Per lb.	
Rice, stand. B...	....	0 03¾	Sago	0 03¾	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

TEAS.

The home tea market is in fair activity and prices are ruling firm. Reports from London market speak of continued firmness, with tea showing quality well competed for. Arrivals from primal markets are only moderate as to quantity and the averages are well up to quotations. Primal markets also report great firmness in good qualities. Prices were well maintained, with common grades unchanged, the markets generally showing in seller's favor. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

FOREIGN DRIED FRUITS.

The home trade in dried fruits is in fair activity and jobbers are well to the front in anticipation of approaching season. Advices to hand speak of new season's crop of Valencia raisins as being only of moderate bulk, the official estimate being 1,800,000 boxes ; the quality, however, is very fine, and prices are opening firm. In currants, prices are firm and crops are opening up well. We quote :

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07 0 08
Patras	0 06½ 0 06¾		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 07 0 08
" selected	0 08½ 0 09
" selected layers	0 09 0 10
Sultana	0 09 0 13
Californian seeded, 12-oz	0 08½ 0 09
" 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	.... 0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04 0 05	Fards	0 07½ 0 08
Sairs	0 03½ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04 0 04½	60-70s	0 07 0 07½
90-100s	0 04½ 0 05½	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of ...
Skinner's Queensland Turtle Soup
Dealers in ...
Fraser River Canned Salmon
British Columbia Herrings

IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

BUTTER

We are Buyers. Get our Prices. **EGGS**

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

SPECIAL VALUES

In Lemons, Oranges, Berries and Vegetables.

GET OUR QUOTATIONS.

CLEMES BROS.

37 to 41 Church St. TORONTO.

ASK FOR OUR WEEKLY PRICE LISTS.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

Butter, Eggs, Cheese, Poultry, Fish, Game, —and also—

DRIED, GREEN, EVAPORATED APPLES.

WE HAVE THE BEST MARKET IN CANADA TO GET YOU GOOD PRICES. GIVE US A TRIAL SHIPMENT.

Quick Returns. **Capital Fruit & Produce Co.,**

Cor. O'Connor and Albert Sts., OTTAWA.

H. J. ASH

WHOLESALE FRUIT and PRODUCE COMMISSION MERCHANT.

BANANAS, ORANGES, LEMONS, MALAGA GRAPES, NUTS, ETC.

66 Colborne Street, - TORONTO.

We Make Brooms

The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks

400 Wellington St., OTTAWA

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,

MONTREAL.

Tel. Main 778.

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 04	Elemes	0 10 0 15
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 08 0 12

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12
Old stock, on track, Toronto, per bag	1 25 1 35
New American, on track, Toronto, per bbl	5 00
Old stock, on track, Toronto, per bag	1 25 1 35
New California, per bush	0 90 1 25

COUNTRY PRODUCE.

EGGS.—The demand for eggs has been firm this last week and the stock coming to hand of better quality. We quote :

Candled eggs, per doz	0 15½ 0 16
Strictly new laid, per doz	0 17 0 18

HONEY.—No change has been noted in honey this last week other than a movement on the part of sellers to get in touch with possible customers. We quote:

Extracted clover, per lb	0 06½ 0 07½
Sections, per doz.	1 00 1 50

WHITE BEANS.—No change is reported in the bean market and none is anticipated before the new crop can be estimated. We quote :

	Per bush.		Per bush.
Mixed	1 50	Prime	1 50 1 60
Handpicked	1 80 1 90		

DRIED APPLES.—The market is without interest. We quote :

Apples, dried, per lb	0 03 0 03½

POULTRY.—The supplies have been rather heavier than demand this last week and prices have eased off. We quote:

Chickens, live per lb	0 08 0 09
Old hens " "	0 06 0 07
Ducks " "	0 09 0 10
Turkeys " "	0 10
Spring chickens, dressed, per lb	0 11 0 12
Old hens, " "	0 08 0 09

GREEN FRUITS.

The market was badly congested Saturday last but recovered itself by Tuesday, on the evening of which day the stocks were almost entirely cleared away. Prices have shown only slight variations and Albertas are taking the most interesting place in peaches. We quote :

Mediterranean sweet oranges	3 75 4 25
Sorrento oranges	3 00 3 25
Late Valencias	4 50 5 00
Bananas, large bunches	1 50 2 25
" small	1 25 1 50
Messina lemons, old, per box	2 50 3 00
Verdilla lemons, new, per box	3 25 4 00
Limes, per crate (8 doz.)	1 25
Tomatoes, per basket	0 20 0 25
Canadian apples, baskets	0 15 0 20
" " bbls	1 50 2 00
Cocoanuts, per sack	3 50 4 00
Watermelons, each	0 15 0 25
Cantelopes (musk melons), per basket	0 25 0 30
Blueberries, per basket	1 00 1 25
Canadian peaches, white, per basket	0 20 0 30
" " Albertas, per basket	0 40 0 50
" " Crawfords, per basket	0 50 0 60
" plums, small basket	0 15 0 20
" " large "	0 20 0 30
" pears, Bartletts, per basket	0 20 0 30
" " Clapp's Favorite, per basket	0 20 0 25
" Grapes, Champion, 10-lb. basket	0 15 0 20
" " Moore's Early	0 25 0 30
" " large basket	0 60 0 70
Pineapples, per crate	4 50
California peaches, per box	1 25 1 50
" grapes, "	2 75 3 00
" plums, "	1 00 1 25

VEGETABLES.

The vegetable market is reported steady. The supplies are ample, demand brisk and the quality good. Corn alone is found to be scarce. Pickling cucumbers are being offered at $1.25 per thousand. Other vegetables are not affected by any important change. We quote :

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

TOBLER'S

SWISS CHOCOLATE AND COCOA

will be at the Exhibition, main aisle, Manufacturers' Building.

BROWNE & WELLS, LIMITED

CANADIAN AGENTS.

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

CHEAPER AMMONIA

During the summer months our Household Ammonia will be 50c. per gross less in price.

Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.

JOHN G. HARVEY,

Manufacturing Chemist, Todmorden, Ont.

Winnipeg Brokers.

IF YOU HAVE ANYTHING TO SELL WRITE CAMERON GORDON & Co. WHOLESALE COMMISSION AGENTS WINNIPEG MANITOBA

M. B. STEELE

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

P.O. Box 731. - - WINNIPEG, CANADA.

EASTERN MANUFACTURERS

—AND—

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U. S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker.

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 60
Potatoes, per bush	0 45	0 50
Cucumbers, per basket	....	0 15
Cucumbers, pickling, per 1,000	....	1 25
Onions, per basket	....	0 25
Cabbage lettuce, per doz. bunches	....	0 20
Butter beans, per bush	0 75	1 00
Fresh onions, per doz. bunches	0 20	0 40
Radishes, per doz. bunches	0 15	0 20
Mushrooms, per lb	....	0 75
Mint, per doz bunches	....	0 10
Parsley, " "	....	0 10
Spinach, per bush	....	0 50
Beets, per doz	....	0 15
Cauliflowers, per doz	0 50	1 50
Carrots, per doz	....	0 15
Parsnips, per doz	....	0 20
Vegetable marrows, per doz	0 40	0 60
Green corn, per doz	0 08	0 10
Celery, per doz	0 25	0 50
Green peppers, per basket	0 30	0 50
Red peppers per basket	0 30	0 50
Egg plant, per basket	0 30	0 60
Butter squash, per doz	0 50	0 75
Hubbard squash, per doz	1 00	1 25
Pumpkins, per doz	0 75	1 50
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz	....	0 40
Sage, per doz	0 10	0 15
Savoury, per doz	0 10	0 15

FISH.

The fish market has shown good demand and fair supply in most lines. White fish have been scarce, as have been mackerel. Demand for cod and haddock has been better. We quote :

Whitefish, fresh, per lb	....	0 09
Trout, fresh, per lb	0 08	0 09
Herrings, fresh, per lb	....	0 07
British Columbian salmon, per lb	0 20	0 25
Halibut, per lb	0 12	0 15
Perch, per lb	....	0 05
Mackerel, each	....	0 25
Eastern salmon, per lb	....	0 25
Haddock, per lb	....	0 06
Cod, per lb	....	0 07

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—There is no change in the grain market this week. Manitoba wheat remains firm. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	....	0 93
" " Northern " "	....	0 91½
Red, per bushel, on track Toronto	0 77	0 78
White " " "	0 77	0 78
Barley " " "	0 42	0 44
Oats " " "	0 31	0 32
Peas " " "	0 61	0 63
Buckwheat " " "	....	0 41
Rye, per bushel, " " "	0 49	0 50

FLOUR.—The situation on the flour market is the same as last week. Prices remain unchanged. We quote :

Ontario patents, per bbl	3 50	3 75
Hungarian patents "	4 40	4 50
Manitoba bakers' "	4 10	4 20
Straight roller, "	3 40	3 50

BREAKFAST FOODS.—Quotations on this market are unchanged since last week. The demand at present is fairly good, and dealers report expectations for a good Fall trade. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	....	4 25
Rolled oats, standard, carlots, per bbl., in bags	....	3 75
" " " " " in wood	....	3 90
" " " " for broken lots	4 00	4 15
Rolled wheat, per 100-lb. bbl	....	2 25
Cornmeal	....	4 00
Split peas	....	4 75
Pot barley, in bags	....	4 00
" in wood	....	4 15
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

HIDES, SKINS AND WOOL.

The prices of lambskins and pelts have made an advance of 5c. each, otherwise the market is unchanged. We quote :

HIDES.

No. 1 green, per lb	....	0 08
" 2 " "	....	0 07
" 1 " steers, per lb	....	0 08½
" 2 " "	....	0 07½
Cured, per lb	....	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	....	0 09
" " " 2 " "	....	0 07
" " " 1 15 to 20 lb "	....	0 08
" " " 2 "	....	0 06
Deacons (dairies), each	....	0 60
Lambskins, each	....	0 50
Pelts, each	....	0 50

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 16	0 17
" " extra "	0 19	0 20½
Tallow, per lb	0 04¾	0 05

QUEBEC MARKETS.

GROCERIES.

Montreal, Sept. 10, 1903.

JOBBERS report a week of uniformly good business. Travellers are sending in good orders, which indicate a general feeling of confidence among the retail trade. Everyone is looking forward confidently to an exceptionally good September, and, as the month has opened auspiciously, there seems no reason to anticipate a disappointment. The general tone of the market is firm. The local sugar market remains unchanged and the general feeling seems to be that any change will be in an upward direction. New York advices tell of a strong market. The demand this week has been excellent, and, until the close of the canning season, no slackening is anticipated. A good trade in teas is reported and the market is firmer. A weakness in China greens was anticipated, but, as yet, there are no indications of it, and the market continues firm. Cable advices from China report an advance of 1 to 1¼c. on low-grade China blacks. In syrups and molasses the market is firm and there are some advances to note, which are given below. The trade in foreign dried fruits is reported good, and, as a scarcity of valencias is expected, the market is very firm. Jobbers report a scarcity of fine filiatras, and some are unable to fill orders for these goods. The Association prices for British Columbia salmon in Great Britain have been fixed at 26s. for Fraser River and 24s. for Rivers Inlet Sockeye c.i.f. London. These prices are equal to $5.75 and $5.25 f.o.b. Coast. In fish the demand has improved very much and a good trade is anticipated. Some changes will be noted in the quotations given below. Coffee is dull, and little is doing. The spice situation is unchanged. In rice and tapioca there is also very little to report, there being only a fair demand. Corn is considered very good property at 85c. per dozen. There has been a considerable advance in beans on account of the poor crop ; changed quotations are given below. Glucose has again advanced 10c. per 100 pounds and is now selling at $2.70 per bbl., with an increase of 15c. for smaller packages. Pearl hominy has dropped 15c. per bag and is now selling at $2.10. G. rosin has been advanced 1½c. per pound. Lobsters are very scarce on the local market, and prices are advancing. They are now quoted at from $3.45 to $4 per dozen. Evaporated apples have advanced, and are now quoted at 6½c. Dealers report a better quality of eggs, and prices are a little firmer. In butter, the firm feeling shown in the market last week still continues. Free buying in cheese at all the country boards on a basis of 11 to 11⅜c. is reported. The quantity of honey on the market is in excess of what was anticipated, but dealers are not anxious to buy. Hides are quiet and there is nothing to note except an advance in lambskins. There is a good export demand for ashes. Beans have advanced. Hops are in better demand. The wheat market is firm.

SUGAR

There are no changes on the local market but the general tone of the market is firmer than it was. A further advance is expected very soon in view of New York advices telling of a firmer market there. The market for beets is very strong. We quote :

Granulated, bags and bbls	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, boxes and bbls	4 75
" ½-boxes and 1½-bbls	4 85
Extra ground, bbls	4 60
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Domino lumps, boxes and bbls	4 65
" " ½-boxes and ½-bbls	4 75
Phoenix	4 05
Cream	3 90
Bright coffee	3 90
" yellow	3 90
No. 3 yellow	3 80
No. 2 "	3 60
No. 1 " bags and bbls	3 45 3 50
Raw Trinidad	3 25
Trinidad crystals	3 30 3 35

SYRUPS AND MOLASSES.

The market is firm. Owing to the great scarcity of Barbados there has been an advance of 2c. per gallon since last week. Corn syrup, as reported last week, is in better demand owing to the scarcity of Barbados. Some sales of the latter at lower prices than those quoted are reported on the street, but jobbers assure us that they are not pure Barbados. We quote :

Barbados, in puncheons, old	....	0 42
" new	0 43	0 44
" in barrels	0 42½	0 44½
" in half-barrels	0 43½	0 45½
New Orleans	0 22	0 25
Antigua	....	0 37
Porto Rico	0 45	0 48
Corn syrups, bbls	....	0 02¼
" ½-bbls	0 02¾	0 03
" ¼-bbls	....	0 03
" 38½-lb. pails	....	1 30
25-lb. pails	....	0 90
Bbls., per 100 lb	....	2 50
½-bbls. "	....	2 65
Kegs "	....	2 80

TEAS.

Trade is fairly good this week, there being a good demand for Ceylon and India greens in particular. Some round lots have been sold during the week, and the volume of business has been larger than was anticipated. The market is firm. Cable advices from China announce an advance of from 1 to 1¼c. in low-grade China blacks. China greens continue firm and no weakness is now anticipated. Cable advices from London report a stronger market for Ceylons and Indians. In the low-grade Ceylon and India teas there has been an advance of a farthing, while the mediums have been advanced a ha'penny. Japan teas are firm. Some orders for third crop teas have been sent out at 15½ to 16c. per pound, but cable advices say that these cannot be executed except at a 4 per cent. advance. High-grade teas are also much firmer. Teas similar to those which last season sold at 17 to 17½c. are now eagerly snapped up at 20 to 22c. per pound.

Cables received from Shanghai announce that orders already out for common sorts of China green cannot be executed under an advance of from 1½ to 2c. per pound. In the better qualities of China green there is no change. Several large sales of India greens are reported, and there is a good inquiry for same. Consigned teas are readily picked up, and it would seem that India and Ceylon greens are rapidly growing in popular favor. From all of the above it may be gathered that the market is very strong, and advances may very soon be expected. We quote :

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

Returned Sept 16/03 see ad Book 11 page 45.

The Best Money Can Buy.

GUARANTEED—ABSOLUTELY THE FINEST
BLEND OF COFFEE PUT UP.

Thousands tested this at the Exhibition and were delighted—There'll be the demand

BE PREPARED FOR IT.

SEALED TINS—1 AND 2 LBS.—WHOLE OR GROUND

TRY A CASE WITH YOUR NEXT ORDER

THE EBY, BLAIN CO., LIMITED BLENDERS AND ROASTERS TORONTO

COFFEE.

The market is quiet at present and featureless. Some few sales of round lots are reported, but, on the whole, there is very little doing. We quote :

Good cucutas	0 09½	0 09¾
Choice "	0 11	0 12
Jamaica coffee	0 07½	0 10½

SPICES.

There are no changes to report this week. Ginger, cassia and pepper still continue firm. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 18	0 22
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 15	0 18
" " African	0 12	0 13
" ground Japan	....	0 15
" Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14

RICE AND TAPIOCA.

In rice and tapioca there is little of interest to note this week. There is a fair demand especially for imported Patna rice. The market is firm and prices rule steady at the following quotations :

B rice, in bags	....	3 40
" ½-bags	....	3 40
" ¼-bags	....	3 50
" pockets	....	3 50
In 10-lb bag lots an allowance of 10c. is made.		
CC rice, in bags	....	3 30
" ½-bags	....	3 30
" ¼-bags	....	3 40
" pockets	....	3 40
Imported Patna rice, in bags	....	4 62½
" " in ½-bags	....	4 75
" " in ¼-bags	....	4 87½
In the open territory prices are about 10c. less.		

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50 4 60
Imp. Glace Patna	4 50	Crystal Japan	.... 4 75
Polished Patna			.... 3 87½

Indian Bright	....	3 65
Java Caroline	....	3 55
Lustre	....	3 75
Snow Japan	....	4 87½
Japan Ice Drips	....	5 25
Tapioca, medium pearl	0 02½	0 03
" seed pearl	0 03	0 03½
" flake	0 04½	0 05
Imported Italian	....	0 09

CANNED GOODS.

There is little to add to last week's report. The Canadian Canners' Association will not yet give quotations on new goods. Some little trade is reported in canned tomatoes of old stock. The Association have fixed the price of British Columbia salmon in Great Britain at 26s. for Fraser and 24s. for Rivers Inlet Sockeye. These prices are equal to $5.75 and $5.25 f.o.b. Coast. The local market is only fairly active. We quote :

Tomatoes	....	1 60
Corn	....	0 90
Peas	0 87½	1 40
String beans	0 80	0 85
Strawberries, preserved	1 40	1 60
Succotash	0 85	0 95
Blueberries	....	1 10
Raspberries	....	1 40
Gooseberries	....	1 50
Pears, 2s	1 20	1 40
" 3s	2 10	2 25
Peaches, 2s	1 40	1 60
" 3s	2 35	2 50
Plums, Lombard 2s	....	1 30
" Green Gage, 2s	....	1 40
Cherries, red pitted, 2s	....	2 20
Baked beans, 3s	....	0 90
3-lb. apples	0 82½	0 85
Gallon apples	....	2 00
2-lb sliced pineapples	2 00	2 10
Grated pineapples	2 15	2 35
Singapore whole pineapples	2 20	2 30
Pumpkins, per doz	....	0 90
Spinach	....	1 40
Sugar beets	0 95	1 00
Salmon, pink	0 90	0 95
" spring	....	1 25
" Rivers Inlet red sockeye	....	1 30
" Fraser River red sockeye	1 42½	1 47½
Lobsters, talls	....	3 25
" 1-lb. flats	....	3 75
" ½-lb. flats	2 00	2 05
Canadian Sardines, ¼s	3 40	3 60

FOREIGN DRIED FRUITS.

The weather conditions for housing of valencia raisin crop have continued favorable, but it is feared that owing to midsummer drought the crop will not exceed 17,000 to 18,000 tons, whereas a crop of 25,000 tons was confidently expected. The demand for loose muscatels has been exceptionally good during the present week, and malagas have been in good demand on the strength of high quotations for Californias. As was noted elsewhere, many jobbers find difficulty in filling orders for fine filiatras, and the currant market in general is very firm. Figs and dates are firm at prices given last week, and there are no changes to record in prunes. In these goods there is very little doing at present. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	0 05	0 05
" " cleaned	....	0 05½
" " in 1-lb. cartons	....	0 06
Finest Vostizzas "	0 06½	0 07¼
Amalias "	0 05¼	0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 09	0 12

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½	0 07
Selected, per lb.	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	0 90	1 00
Elemes, per box	0 75	0 85

DATES.

Dates, Hallowees, per lb	0 04½	0 05

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 10	0 10½
Peaches "	0 09	0 09½
Pears "	....	0 12½

JAPAN STYLE CEYLON GREEN TEAS.

Sweet, clean, rich liquoring teas to retail at 25c. Good margin, good value.

WARREN BROS. & CO., - TORONTO

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 25
"Royal Buckingham Clusters," ½-boxes		1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ¼s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.		
" " seeded, in 1-lb. packages		0 09
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08½
50-60s		0 07½
60-70s		0 07¼
70-80s		0 07
80-90s		0 06¾
90-100s		0 06½
Oregon Prunes (Italian style) 40-50s		0 07½
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s	0 04¼	0 04½
" " 100-120s		0 04

GREEN FRUITS.

The market is glutted with green fruits, and dealers report that they are scarcely paying charges. Canadian peaches are coming in freely, and, hence, California arrivals have fallen off. Canadian tomatoes are in good supply. We quote :

Sorrento " 300's, compartment cases		3 50
" " 300's, ordinary boxes		3 00
Maiori seedless lemons, 300's, extra fancy		4 00
Messina lemons 300's, fancy		3 75
" " 360's, fancy		3 00
" " 300's, choice		2 75
" " 360's, choice		2 25
Cocoanuts, per bag of 100		3 25
Canadian apples, in bbls.	1 50	2 25
Bartlett pears	3 00	3 50
Peaches	1 50	1 75
Plums	2 00	2 25
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	1 75	2 00
Canadian peaches, per basket	0 35	0 40
" plums "	0 30	0 40
" pears "	0 30	0 40
Tomatoes	0 30	0 35
Watermelons		0 35
Grapes, Canadian	0 35	0 40

FISH

The trade in fish has been improving steadily, and dealers are looking for a better demand. Good supplies of all kinds are expected from this time on. Some changes will be noted in this week's quotations. Fresh haddocks have been advanced ½c., but dore, halibut, salmon trout and white fish have declined somewhat. The trade in smoked fish is opening up well, and dealers anticipate an active demand. We quote :

Haddies		0 07
Smoked herring, per box		0 15
Fresh haddock, per lb.		0 04½
Dore, per lb.		0 08
Pike, "		0 07
Halibut, per lb.		0 10
Gaspe salmon, frozen, per lb.		0 15
Salmon trout, per lb		0 07½
" B.C., per lb.		0 15
Steak cod		0 05
Brook trout, per lb.		0 18
White fish, per lb		0 07½
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
" " half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.		5 50
No. 1 large green codfish, new, per 200 lb.		6 00
Boneless cod, 1 and 2-lb. blocks, per lb.		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Loose boneless cod, per lb. in 40-lb. boxes		0 05
Dried codfish, new, per 100-lb. bundles		4 75
B. C. salmon, per bbl.		13 50
Standard bulk oysters, per gal		1 50
Marshall's kippered herring, per doz.		1 40
Canadian kippered, per doz		0 90
Canadian sardines, per 100		3 75
Canned cove oysters, No. 1 size, per doz.		1 30
Canned cove oysters, No. 2 size, per doz.		2 25

NUTS

There is little to note on the local market, which is firm in tone. Pecans continue in very good demand. Producers are declining to deliver almonds at prices made by speculators, and an advance is not unlikely if stocks do not come to market more freely. We quote :

Grenoble, per lb.	0 12	0 13
Filberts per lb	0 08	0 09
Tarragona almonds, per lb.	0 11	0 12
Brazils, medium, per lb.	0 12½	0 13½
Pecans, " per lb.		0 13½
" large per lb.		0 14½
Peanuts, per lb	0 07½	0 12
Valencia shelled almonds, per lb.		0 26
Bordeaux shelled walnuts, per lb.		0 25

COUNTRY PRODUCE.

BEANS.

A considerable advance is to be noted this week, and the general tone of the market is very firm. As mentioned in last week's "Grocer," a short crop is expected, and this accounts for the advance on the local market. We quote :

Choice prime, per bushel	1 80	1 95
" carlots		1 65
Choice, small lots	1 40	1 55
Ordinary, carlots	1 05	1 15

HOPS.

Brewers are beginning to make inquiries and the general tone of the market is firm. We quote :

Old hops	0 09	0 10
Choice No. 1	0 19	0 20
Fair to good	0 16	0 18
Yearlings		
Choice Eastern Townships	0 20	0 23
Fair to medium Eastern Townships	0 15	0 17

POTATOES.

An improved business is reported this week. New potatoes are coming in more freely and are of good quality. Complaints of rot are heard in some sections, but, on the whole, the crop will be good. We quote :

New, in jobbing lots, per bbl	1 25	1 40
" " per bag		0 75
" jobbing round lots, in bags	0 50	0 60
" bushel baskets	0 50	0 65

HONEY.

The delivery of all kinds of honey is greatly in excess of what was anticipated. Large quantities are now being offered, but, from the experience of last year, buyers do not feel like paying the prices which are being asked by the holders. They are also influenced in holding back by the fact that West India honey has made a pretty good reputation for itself on this market. The Canadian can never depend upon the market remaining steady throughout the season. At the present time the value for buckwheat honey is 6c. and clover 6½c. delivered Montreal. Comb honey is offering freely, $1.25 to $1.50 per case of one dozen sections being the prevailing prices.

MAPLE PRODUCTS.

The market remains quiet and there are no changes to report. We quote :

New syrup, in wood, per lb.	0 05½	0 06
New syrup, in large tins	0 70	0 75
Old " "	0 55	0 60
Old " in wood	0 05½	0 06
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08	0 09

EVAPORATED APPLES.

New evaporated apples are opening high and 6½c. is being paid. The market is firmer than last week, but dealers say that prices are sure to be easier.

FLOUR AND GRAIN.

FLOUR.

The market is very firm, but, as is usual between crops, there is not much doing. Dealers report a scarcity of Spring and Winter wheat flour. This is due to the fact that the millers sold freely for export for future delivery, depending upon getting all the wheat they required from the new crop, but farmers are holding back for higher prices, and hence the present shortage. We quote :

Manitoba patent	4 35	4 50
" first bakers	4 10	4 20
" second bakers	3 60	3 80
Winter wheat patents	3 85	4 00
Winter patents		4 05
Straight rollers	3 40	3 50
90 per cent. patents	3 45	3 60
Extra	1 60	1 65
90 per cent. bags		1 75
Straight rollers, bags		1 65

FEED.

The market is quiet, and there are no changes to note, except a decline in Ontario bran. We quote :

Ontario bran, in bulk	15 50 16 00
" shorts	18 00 19 00
Extra	17 00
Manitoba bran, in bags	19 00 20 00
" shorts	22 00 30 00
Mouillie	

CORNMEAL.

No change since last week's report. The market remains steady at the following figures :

Gold dust, bags	1 80	1 90
" bbls.	3 90	4 00
Ordinary, bags	1 40	1 45

ROLLED OATS.

Trade is quiet and there is nothing to note. We quote :

Rolled oats, in bbls.	3 80	3 85
" " in bags	1 85	1 90

GRAIN.

There is a firm demand for export oats, barley and peas. Farmers are very busy in the fields and are not delivering, hence very little new grain has yet been marketed. We quote :

No. 1 hard Manitoba		0 93½
No. 1 Northern		0 92
Rye	0 58	0 58½
Peas	0 72	0 73
Corn	0 59	0 60
Buckwheat		0 48½
Barley	0 50	0 51
Oats	0 36½	0 37
Malt	0 75	0 80

HAY.

Deliveries are still comparatively light, as farmers are busy with harvest work. New hay so far received has been of better quality than was anticipated. There have been several sales of Quebec Province hay at $10 to $10.50 for No. 2 old on spot. New hay, No. 2, in good condition, has sold at $9 to $9.50. American buyers are on the market for all the good No. 1 and No. 2 timothy that they can get. Shipments to Great Britain have fallen off considerably. Port shipments during the last week were, to Liverpool, 1,198 bales ; Glasgow, 951 bales ; Bristol, 711 bales ; South Africa, 417 bales ; total, 3,277 bales. We quote :

No. 1 timothy	11 00 11 50
No. 2 timothy, choice	10 00 10 50
No. 2 timothy, ordinary	9 00 9 50
Clover	8 00 9 00

ASHES.

The market is steady and there is a good demand for export. Pearls are in demand but none are offering. We quote :

First pots		5 80
Seconds	5 40	5 50
Pearls, per 100 lb.	6 75	7 00

HIDES.

There is little to report this week, as trade is quiet. Lamskins continue in fair demand. We quote :

No. 1 beef hides		0 09
No. 2 "		0 08
No. 3 "		0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 50	0 55
No. 1 calfskins	0 11	0 12
No. 2 "	0 09	0 09½

To Butchers and Hide Buyers !

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.

We advance money if desired. We pay spot cash.

We pay the freights. We pay full market values.

We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

CHEAP TEA

Probably the worst thing a grocer ever attempted to do, is to push a cheap, low-grade tea.

One dose of it is usually enough. Would'nt it be if you had to drink it ?

Does the man or woman who drinks it have a pleasant recollection of the visit to your store ?

DON'T DO IT ! !

If you push tea, push one that you can recommend. The percentage of profit may be smaller, but the gross profits in a year will be more ; and, you will be building up your business—not driving it away.

Try RED ROSE TEA

as a brand to push and I think you may be agreeably surprised with the results.

It's not a cheap tea ! It is one you can drink yourself.

T. H. ESTABROOKS

Tea Importer and Blender

ST. JOHN TORONTO WINNIPEG

RAW FURS.

Trade is still quiet and there are no changes to report. We quote:

BEAVER—Labrador and choice Eastern	Large $6.00	Medi'm $5.00	Small $2.75	Kitts $1-1.50				
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	3		4	Cubs.	Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to	$8.00
" Brown "	12.00	7.00	5.00	.....	.....	.....	1.00 to	5.00
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3			
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25		
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25		
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large	25-28c.	.10 to .13	8 to 10	2 to 5				
Territory and Western	20c.	5 to .10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00		$1.00 to	$2.00
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50		.25 to	.50
	Large	Small	2	3	4			
RACOON—	.75-1.25	.60-75	.33-50	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	.75-1.25	.75	.40-.50	.05-15	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM	$5.00 to $6.00 per pound.							

Fall Beave $2.00 to $2.50 per pound.

Spring Beav $3.00 to $3.25 per pound.

NOVA SCOTIA MARKETS.

Halifax, September 7, 1903.

BUSINESS conditions in Nova Scotia are much better than might have been expected considering all the untoward elements that have been in evidence during the last year. The speculative losses arising from the slump in iron and steel do not appear to have seriously affected the mercantile community. In many cases, no doubt, earnings have been swept away, but wholesale houses report that collections have not been materially affected and in very few cases has the working capital of our business houses been impaired.

The failure of the apple crop made our banks very careful about advancing money in the Annapolis Valley, but with the present season's good crop this stringency is passing away,

The completion of a portion of the works at Sydney, necessitating the laying off of numbers of men, affected trade at that centre for a time, but matters are now settling down to a basis of greater stability. It is true there have been a number of small failures throughout the province, but this has not been due to any weakness in the business situation. It has been due to the fact that a new collection law came into effect in Nova Scotia on September 1 and some traders desired to avail themselves of the advantages which the former lax conditions afforded creditors.

Taking all these things into consideration the business situation does not afford any room for pessimism. August trade has been exceptionally good and the outlook for Fall is fully as bright as at this time last year.

Brokers report that the wholesale trade has been booking orders very liberally for dried fruits to arrive by direct steamer from Patras. This steamer is due to sail on September 25, which is a few days later than usual, but she is expected to arrive at Halifax about the end of October. Owing to freight concessions, currants to arrive by direct steamer are a little easier than expected but lots via London show no decline in price. A Montreal house claiming to represent a Patras currant exporter in the Dominion of Canada has recently been offering to sell Halifax jobbers notwithstanding the fact that a local broker is selling agent for the same principal in this province. Some sharp correspondence has passed between Halifax and Montreal regarding the matter. For the most part wholesalers here have booked their orders with the man who was on the spot and personally solicited the business.

Last week the corn mill of Levi Hart & Son, in this city, was considerably damaged by fire. This firm have been doing a fairly large business and have supplied the cornmeal for quite a large proportion of the trade. Recently cornmeal on the local market has advanced 10c. and the temporary shut down of this mill will not make it any easier for merchants to secure their supplies. Flour jobbers have been very conservative in the matter of advancing prices, although millers have been asking more for some weeks. Today western millers have advised that a further advance has been made on Winter wheat patents of 15c. per barrel and as stocks both in the hands of the jobbers and retailers are not excessive, quotations are being marked up on future transactions. There is quite a demand beginning to manifest itself, which shows that retailers have allowed their supplies to run low and are now under the necessity of buying on an advancing market.

In recent years quite a business has developed in canned blueberries, most of which are put up in the province of New Brunswick. This year a severe hailstorm visited that province and almost annihilated the blueberry crop. A Newcastle packer writes to a customer here that not one-tenth the usual pack was put up in that district this year. In fact the supply is so limited that not much attention is this year being paid the article by distributing houses.

The Halifax selling agents of The Consolidated Canners' Association last week notified their clients that owing to the cold nights and the backward season the association would refuse to book further orders for peas, beans and corn. No prices had been quoted for these articles but fair orders were taken subject to the price to be fixed by the association. The inference is that retailers will have to pay a fairly high price for these lines before the season ends.

Apples are beginning to move, quite a large shipment going forward to London on the "Evangeline," on Saturday. A London house is contracting for 10,000 barrels of Ribstons, Blenheims and Kings, for which $2 at the orchard is offered. Some sales have been made at this figure, but many farmers are refusing the offer as it leaves the Gravensteins on their hands, preferring to sell the entire yield of their orchards en bloc.

Flour is very firm at present. Retail stocks unfortunately are light, but jobbers are fairly well protected. Late advances on this market aggregate about 30c. per barrel. Cornmeal also is firm in sympathy with the market for corn. Beans are higher. On the strength of unfavorable reports from the bean-growing districts of Ontario this article has been advanced 25c.

Considerable interest has been aroused in cheese as buyers have been bidding prices up. Last week there was an advance of ⅜c. This article is now jobbing at 11½c. The make this Autumn promises to be very heavy as the pastures are now in excellent condition. The market is in a very excited condition. Butter is also firmer and the price has stiffened somewhat.

The local tea market is beginning to respond to the advances at first hands. The trade here runs chiefly to Ceylons, black predominating. All kinds of preserved fruit such as raspberries, strawberries, plums, etc., will be much higher this year owing to the shortness of the crops and the high price of sugar, which bids fair to continue. The advance will be about 15c. per dozen on the 1-lb. glass jars. Rice is ¼c. higher.

Provisions are firming with a better demand for hog products. Live hogs are now sold at 5¾c. per pound and small shipments are coming to the packers regularly. These average about 150 pounds in weight.

THE MANITOBA CROP.

Later crop reports from Manitoba continue of a much more reassuring nature. It is now thought that the increased acreage will fully offset the shortage of yield and that the total grain crop of Western Canada will equal in volume that of 1902. The expert opinion of the president of the Northern Elevator Company is to the effect that the present crop is quite the equal of any crop grown within the past ten years. The crop in the Territories, more especially north and west of Edmonton, is characterized as magnificent in reference to both quantity and quality.

Experiments made in England have shown that a salmon can swim at a speed of forty miles an hour.

HENRY WARD BEECHER

never appeared at his best unless fortified with a cup of good coffee. His lecture manager gives an amusing account of their ingenious efforts to get good coffee for the great preacher just before each lecture, and states that there was a marked difference between Mr. Beecher's lectures **with** coffee, and those **without.**

It is easy to get **the best,** by simply ordering the **famous**

Chase & Sanborn's Coffees.

"SEAL BRAND"
In 1-lb. and 2-lb. Tin Cans (air tight).
Other high grades in richly colored parchment bags (moisture proof).

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., September 4, 1903.

IT certainly would do the wholesalers of the eastern cities good to see the way freight was piled up on the C.P.R. wharf on Monday, August 31, all day and until up to midnight. Two of the large sheds were filled to the roof and large consignments were stacked in roofed enclosures on the wharf. The drays with loads of merchandise were sent down hour after hour all forenoon and afternoon, and were kept at it as busy as ever right up to midnight. The staff of clerks in the freight sheds did their best to receive it as it came, but it was piled up everywhere despite all efforts.

The withdrawal of the Summer schedule with its accompanying guarantee of through bills of lading and guarantee of delivery in Dawson was accentuated by an increase in the commodity rates which went into effect on September 1. The increase was $5 per ton, and that item was worth saving. It was estimated that nearly, if not altogether, 1,500 tons of general merchandise were delivered at the C.P.R. wharf on the last day of August.

To handle this extra freight, sent in all at once, the C.P.R. has put on the steamer Danube, which was loading yesterday, and the steamer Venture, which will load as soon as she returns from the north. The Amur, one of the regular northern steamers, took out over 700 tons, which had been on the wharf previous to Monday. The Princess May, which is the alternate boat on the Skagway run, will also take out a full cargo this week, so that the congestion will be relieved before the beginning of next week.

* * *

The withdrawal of through Summer rates and the substitution of ordinary commodity rates, will not have a very appreciable effect in stopping the shipment of goods north. There has been an underlying current of feeling among the merchants and shippers that the condition in the northern market will render it necessary to send in large quantities of goods yet. The efforts being made to get the big shipments from St. Michaels up the river before the freeze-up, are not an entire success. The water is too low, and, despite the fact that the owning corporations are impressing every available steamer into the work of transporting the big stocks from the mouth of the river, it is openly admitted that many consignments will never reach Dawson this Fall.

When that is assured, it will make it positive that large quantities of staples in food products will be needed, and the only way to send them in is by the White Pass Railway from Skagway and down the Yukon. The stocks of staples in the Yukon now are by no means large, and the expectation is that large shipments will have yet to be sent.

Orders for hundreds of tons of food staples were received by local wholesalers until Monday noon, August 31, and while it was impossible to have them even entered up, let alone packed, in time for catching the through rates, the goods will be shipped in any way.

* * *

In the grocery market this week there is noted the withdrawal of quotations on corn and tomatoes by eastern packers. The expected shortage in the pack is the cause. As tomatoes have not been supplied the trade here to more than half the demand for a year back, the move is not a surprise. Local wholesalers have to depend largely on California for their supplies of canned tomatoes.

The eastern houses shipped a fair supply of new peas when the crop was ready and packed. So far no shortage in that has occurred.

In dried fruits the stiffening of all lines has followed on the opening of new season's apricots at high prices. Other lines of dried fruit are still last season's pack. Demand is fairly active in these lines owing to heavy northern shipments.

* * *

In produce markets the butter situation is steady. There is fairly good demand and receipts are well up to demand. Store butter is also being received just now, though the heavy consignments for Winter stocks will hardly begin to move yet.

Cheese, which is not heavily stocked here at present, has shown an advance in sympathy with eastern higher quotations. The supply is as yet in part from Manitoba.

Eggs are very scarce and very firm on receipt of news that the next arrivals from Ontario will be worth 2c. more than present stocks. It is now almost impossible to get eggs in any quantity from Manitoba and the Northwest. Price is quoted at 21c. at present; it is going up. Local fresh still retail at 40c. per dozen, and few on the market.

* * *

The receipts of fruit from California are somewhat restricted. The rigid inspection has practically stopped importations of apples, and there are no pears from California at all now. All the California apples on the market are a few Gravensteins. They are quoted at $1.50 to $1.75 per box. Bartlett pears from Washington and Oregon are in liberal supply at $2 to $2.25 per box (same size as apple box). Peaches are plentiful; Crawfords from Washington and Salways from California being the only varieties on the market. Crawfords quote at $1 to $1.10 per box, and the Salways at $1.15 to $1.25. Grapes are very plentiful; there are muscats, tokays, and black grapes, the price being $1.75, with lower tendency. The Italian prune is the only variety of plum being received from California just now. The British Columbia crop of Italian prunes is not in the market yet. Other varieties are, however, so plentiful that they have no quotable value. The keeping qualities of many of these plums prevent shipment to the Northwest.

Watermelons have never come in such quantities to this market. Up to date 11 cars have been absorbed. A very few years ago it was difficult to sell that number in the whole season. Most of them have been from California this year, but Washington is now shipping. The local quotation to the trade is $30 per hundred. Canteloupes are $1.75 to $2 per crate of three dozen.

Local Spence's Bridge tomatoes are quoted at $2 for the 40-lb. box. Fancy Spence's Bridge apples, $1.25 per box; other varieties from 50c to $1 per box.

PERSONAL MENTION.

Mr. F. F. Adams, grocer, of Cardinal, Ont., was one of the Exhibition visitors to our Toronto office this week.

Mr. J. M. Findlay, general merchant, Dromore, Ont., was in Toronto this week and paid a visit to our office.

Mr. F. J. Castle, of The F. J. Castle Co., Limited, paid THE GROCER a call this week when in Toronto. He reports business at Ottawa exceedingly good.

Mr. R. J. Wales has started business in groceries and hardware at Napanee, Ont. Two stores, both bright and attractive, have been fitted with choice stocks.

Mr. W. McPherson, general merchant, Williamstown, Ont., has made extensive alterations, including a new front in his store, which greatly improves its appearance.

Mr. C. E. Choat, of Choat & Co., retail grocers and provision dealers, Halifax, has been spending a few days in Toronto. Mr. Choat left Toronto about five years ago, and since living in Halifax has built up a nice business.

Mr. P. C. Larkin left on Tuesday on a visit to the branches of The Salada Tea Co. in Buffalo, New York City and Pittsburg. He intends continuing on south through Virginia and Florida, visiting many wholesale handlers of "Salada" in the Southern States.

Ritchie Bros., who four years ago began a general business in Orangeville, are branching out, and have started a similar store in Dundalk. Mr. E. W. Ritchie assumed the management on September 1. F. W. Ritchie, with the third brother H. W. to assist him, will continue in the Orangeville branch.

Mr. T. B. Price, of Parrsboro, N.S., was in Toronto this week. Mr. Price is in the grocery and crockery business, and is one of the many progressive merchants of Maritime Provinces who believe in securing all the knowledge available of interest to their business, so subscribed to THE GROCER before leaving.

Mr. E. R. Crane, grocer, of Orwell, Ont., was in Toronto this week and called on THE GROCER. Mr. Crane is the oldest grocer in Elgin County, having been in business there for over forty years. He has been burned out twice, but still continues at the old stand. He is combining business with pleasure while in Toronto.

On the invitation of Mr. E. B. Goodacre four prominent business men of Montreal spent a very pleasant ten days on a fishing excursion at Lake Gaumont, some thirty miles north of Labelle,

recently. These were Messrs. A. Chaput, G. C. Rose, G. Haldimand and E. Desaulniers, and all report a very enjoyable holiday enlivened by excellent fishing.

Mr. Fred M. Wilkinson, president of Trade a journal published in Detroit in the interests of retail merchants, called on THE CANADIAN GROCER a few days ago. Mr. Wilkinson is an old St. Thomas, Ont., boy, being the son of the late Mr. Wilkinson, founder and for a long time proprietor of The St. Thomas Times. Mr. Wilkinson is doing well in Detroit and his paper is steadily growing.

Mr. F. W. Morley, of F. & J. Morley, grocers, Sydney, C.B. was a visitor in Toronto during the Exhibition. He said that when he left home, business was rather on the quiet side, partly on account of the uncertainty which surrounds the iron and steel industry in the town. Mr. Morley, however, felt that the quietness was only temporary and that the iron and steel industry would eventually be in a flourishing condition, on account of the natural advantages of Sydney for the location of such an industry. He said that three furnaces and a steel plant were in operation at The Dominion Iron and Steel Co.'s works.

Mr. E. H. Dierham, Milverton, Ont., has been in Toronto for a few days, more on business bent than on pleasure. In conversation with THE CANADIAN GROCER he remarked: "Although the population of Milverton is only about 850, it is quite a little town, there is no better in west Ontario. The merchants do not cut each other's throats, but pull along pretty well together." From further conversation it was learned that Mr. Dierham is a strong believer in the efficacy of printer's ink. He advertises freely in the local paper, and besides this, issues circulars from time to time to persons whose names he obtains from the voter's list. When questioned in regard to the cash system, he held that it was not possible to employ such a system in a town: "It is quite different in Milverton from what it is in larger towns in regard to the possibility of cash trade."

TO FIGHT CANADIAN PORTS.

A press despatch announces that the Philadelphia grain exporters have joined with the Baltimore merchants in the movement to prevent the further diversion of the western grain trade to Montreal and other Canadian ports, and a conference will be held in Philadelphia next Tuesday and Wednesday to devise a plan of action. New York and Boston merchants interested are also to be represented.

LOOKING FOR CANADIAN AGENT.

A visitor to the Montreal market this week is Mr. John Grant, director of Messrs. Wm. Grant & Sons, Limited, Dufftown, Glenlivet District, Scotland. Mr. Grant was a caller at the offices of THE CANADIAN GROCER. He stated that his trip to Canada was for the purpose of opening up trade with this country, and he is looking about for suitable agents. Inquiries re agency may be directed to THE CANADIAN GROCER.

Fads in Many Lines Come and Go,

but Clark's Meats

are steady sellers.

That's why you should stock them.

TRY FOR SUMMER USE — DELICIOUS ACID FRUITS — CORONA FRUIT MEAT FOR PIES PUDDINGS &c. — SPRING USE TRY

Delicious, Healthful
The Ideal Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

H. G. W. TRADE MARK REGISTERED

Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

FINEST ORANGES GROWN

Car **Extra Fancy Late Valencias** arriving this week from the celebrated groves of the **Arlington Heights**, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Visible Stocks of Lard.

THE N. K. Fairbank Co., of Chicago, Ill., under date of September 2nd, write THE CANADIAN GROCER as follows :

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on the 1st inst., to which we add estimates of former years, and stocks in cities named :

	1903. Sept. 1.	1903. Aug. 1.	1902. Sept 1.	1901. Sept. 1.	1900. Sept. 1.	1899. Sept. 1.
Liverpool and Manchester	13,500	26,000	18,500	17,000	18,000	59 000
Other British ports	2,500	8,500	2,400	6,000	6 000	9,000
Hamburg	8,000	14,000	9,000	15 000	8,500	15,000
Bremen	1,000	1,500	1 500	1,500	2,000	3,000
Berlin	1,500	1,500	500	2,000	2,000	2 000
Baltic ports	11,000	12,000	5,000	11,000	7,000	9,000
Amsterdam, Rotterdam, Mannheim	700	1,000	2,500	1,000	3,000	3,500
Antwerp	1,000	1,000	1,000	4,000	5,500	7,000
French ports	2,300	900	1,100	2,500	5,000	4,500
Italian and Spanish ports	500	500	1,000	1,000	1,000	1,000
Total in Europe	42,500	66 900	42,500	61,000	58,000	113,000
Afloat for Europe	30,000	40,000	26,000	54,000	54,000	48 000
Total in Europe and afloat	72,500	106,900	68,500	115,000	112,000	161,000
Chicago prime steam	96,024	75,554	45,760	47,495	97,432	215,045
Chicago other kinds	10,472	9,593	7,952	8,145	16,478	7,910
East St. Louis	3,000	1,760	550	6,434	7,438	15,000
Kansas City	8,538	7, 891	2,628	10,571	8,464	22,026
Omaha	5,747	5,569	3,615	5,096	4,486	3,486
New York	6,973	7,182	6,905	10,186	6,468	13,110
Milwaukee	3,033	4,5,2	1,027	4,074	8,153	7,127
Cedar Rapids	....	....	3,715	1,258	2,016	1,153
South St. Joseph	4,785	4,497	1,668	....	1,023	3,513
Total tierces	211,072	223,488	142,320	208,259	263,958	449,370

Dairy Auction at Dominion Exhibition.

AT the Dominion Exhibition, Tuesday, Sept. 8, was the appointed day for disposal of the cheese and butter exhibits. In the centre of the arena, upon a temporarily-arranged stand, at 2.30 p.m., the auctioneer, in the person of Mr. MacLaren, head of the dairy division, took his stand, and quickly became the centre of attraction of a large concourse of visitors and buyers. The great amount of attention and time which Mr. MacLaren has given in connection with this department is well known to all who are interested in them, and it is doubtful whether a better person could have been found to fill the duties of auctioneer; and, indeed, the remarkably masterly manner in which he explained in detail the merits of each particular section, proved unquestionably the great interest he has taken in this section. Bidding began with a fine sample of cheese, which was quickly run up to 11c., the bidding continuing all through with a good degree of interest and prices secured ranged from 10½ to 11⅜. The butter attracted a good deal of attention, and many of the visitors seemed disposed to have bid had the offers been in small quantities. Below we give details of the sales :

CHEESE EXHIBITS.

Section 1.—June and July. 74. Sold to H. Wright at 11c.

Section 2.—June and July. 69. White, sold to H. Wright at 10½c.

Section 3.—August. 95. Colored, sold to H. Wright at 11c.

Section 4.—August. 108. White, sold to H. Wright at 10¾c.

Section 5.—Unrestricted. 18. Stilton, sold to Park, Blackwell & Co. at 11c.

Section 6.—June and July. 18. Flats, sold to Park, Blackwell & Co. at 11⅜c.

Section 8.—Syndicate.

No. 1. 11. White, sold to H Wright at 10½c.

No. 3. 4. White and colored, sold to S. Lionna at 11 1-16c.

No. 4. 16. White and colored, sold to H. Wright at 10⅞c.

No. 6. 22. Colored, sold to H. Wright at 11 1-16c.

No. 7. 18. Colored, sold to H. Wright at 11 1-16c.

No. 8. 18. White, sold to H. Wright at 11 1-16c.

No. 9. 10. Colored, sold to H. Wright at 11c.

Section 9.—6. White, sold to H. Wright at 10½c.

BUTTER EXHIBITS.

Section 10.—Best tub or box. 30 packets 56 lbs. each, sold to Mr. Dillon at 19c.

Section 11.—19 lots, 50 lbs. (1-lb. prints), sold to Park, Blackwell & Co. at 18c.

Section 12.—8 lots, 40 lbs. each (in 10-lb. boxes), sold to Park, Blackwell & Co. at 18c.

Section 13.—19 lots, 30 lbs. each, dairy, sold to Mr. Dillon at 14½c.

Section 14.—17 lots, 20 lbs. each, sold to Mr. Dillon at 15c.

Section 15 —13 lots, 10 lbs. each (1-lb. prints), sold to T. Newell at 17c.

Poultry Raising in Hungary.

U. S. Consul Chester, of Budapest, in a recent report says that in the near future Hungary will export more poultry than grain.

Already she exports turkeys, geese, ducks and hens to England, where they now compete more successfully than formerly with American poultry. The poultry culture of Hungary, says Mr. Patak, secretary of the Hungarian National Society for Poultry Rearing, who is organizing the Hungarian export poultry trade, pays ten times as much to farmers as any other branch of agriculture. Beef is dear and pork has gone up in price, while thousands are making money in the export of eggs alone, and raisers of poultry are sure to find a good domestic, if not also a foreign, market.

Cheese Markets.

Lindsay, Sept. 5—The Victoria Cheese Board met to-day. Thirteen factories boarded 1,969 boxes, and the highest price paid was 11c. Ten factories sold at that price.

Cowansville, Que., Sept. 5—At the weekly meeting of the Eastern Townships Dairymen's Exchange here to-day 42 factories offered 1,930 boxes cheese, 18 creameries offered 1,015 boxes butter. Cheese sold at 10⅞c. to 11 1-16c. Butter, 19¾c. to 20⅛c.

Belleville, Sept. 5—At the Cheese Board to-day 31 factories boarded 2,825 boxes white and 300 colored cheese. Sales were 2,460 at 11c.

Cornwall, Sept. 6—Two thousand one hundred and twenty three cheese were boarded here on Saturday, 943 white and 1,035 colored, and 95 American. All sold but one lot. The price was 11 3-16c. for both white and colored. The salesmen were:—Hodgson Bros., 1,198; J. Alexander, 773; T. S. Williamson, 28; A. Grant, 52.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Parking Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control and guarantee all goods packed by the

CHARLOTTETOWN PRESERVING CO.

Their ***Canned Blueberries***

are the finest packed in Canada. They are packed in 2's and gallons.

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

WRITE OR WIRE FOR PRICES.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

FEARMAN'S

ENGLISH BREAKFAST BACON . . .

has the highest reputation for quality. This is what one of our customers says about it :

"After trying many brands of Smoked Bacon, experience overwhelmingly demonstrates the fact that Fearman's English Cure is superior to any brand cured in Canada."

That is a good testimonial from a good customer. If you have not had our Bacon in your provision store let us have your order, and you will agree that the above endorsement is not undeserved.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED

PORK PACKERS,

TORONTO, ONT.

Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON ONT.

Headquarters for everything in our line.

REFRIGERATORS.

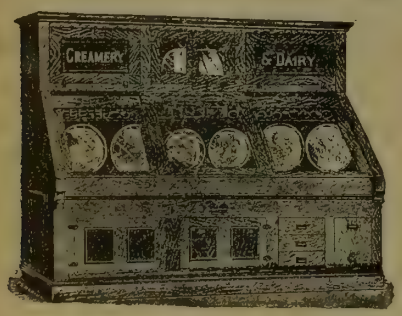
Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.



REFRIGERATORS Useful to every one. 40 different styles. Silver edal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St. Montreal, Can.

Write for Illustrated Catalogue.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

London, Sept. 7—At the London Cheese Market Saturday afternoon thirteen factories boarded as follows :—Chatham Gore, 70 boxes ; Camden, 70 boxes ; Dunboyne, 165 boxes; Mapleton, 200 boxes; Lakeview, 150 boxes; Wroxeter and Gallabank, 235 boxes ; Belmont and Westminster, 515 boxes; Malahide, 220 boxes ; Gladstone, 250 boxes; Ballymote, 80 boxes; Blanshard and Nissouri, 170; Mt. Carmel, 130; Watford Union, 200—total, 2,455 boxes. Bids ranged from 10¾c. to 11 1-16c. Three factories sold.

THE PROVISION MARKETS.

TORONTO.

PORK stuffs have been firm this last week with a tendency to up prices on the part of hams and backs, stocks of which are light. Lard continues weak with no movement on the part of buyers to stock up. We quote :

Long clear bacon, per lb	$ 0 10	$ 0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11½	0 12
Medium hams, per lb	0 14	0 14½
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	19 00	20 00
Short cut, per bbl	21 00	22 00
Shoulder mess pork, per bbl	16 00	17 00
Lard, tierces, per lb	0 9½	0 09¾
" tubs "	0 09½	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 08½	0 09½
Dressed hogs, light weights, per 100 lb	8 00	8 25
" heavy " "	7 25	7 50
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 55
Mutton	5 00	7 00
Lamb	8 00	8 20
Veal	7 00	8 00

MONTREAL.

A very satisfactory business has been done this week in hog products, and quotations as given last week still rule firm. Lard is still in very good demand, and there has been a fair inquiry for Canadian short-cut mess pork at $19 to $20 in round lots. The local demand for smoked meats, such as ham and bacon, is good, and on the English market there is still a good demand for Canadian bacon. We quote :

Heavy Canadian short cut mess pork	$19 00	$20 50
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 14	0 15
Hams, per lb	0 13	0 14

Lard market is steady and quotations are unchanged, as follows :

"Boar's Head" brand	0 08⅝
Carloads, less	0 00¼
60-lb. tubs, over tierce	0 00¼
20-lb. tin pails, "	0 00¼
20-lb. wood " "	0 00¼
10-lb. tins, "	0 00¼
5-lb. tins, "	0 00¼
3-lb. tins, "	0 01
Pure lard, in pails, 20 lb	1 95
" in tubs, 50 lb., per lb	0 09½
" in tins, per lb	0 10⅜ 0 10½

DAIRY PRODUCE.

TORONTO.

BUTTER.—No export demand has as yet materialized, but a little better prices are being realized for tip top dairy. Considerable quantities are being offered and with about stationary demand prices are about as a week ago. We quote :

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 18½
Dairy rolls, large	....	....
" prints	0 15	0 17
" in tubs, best	0 14	0 15
Under qualities	0 11	0 13

CHEESE.—The market for cheese has again developed further strength and added from ¾ to 1c. per pound to prices current last week. A remarkable feature is that outside board prices are on a level with those on the local market. Trade is picking up. Nothing further has transpired to account for the boosting which has been taking place but it is possible that the quality of the Fall make will keep up the price. It may be of interest to note that cheese at present prices is equal to butter at 25 to 27c., a fact which should militate against large productions of Creamery this Fall. We quote :

	Per lb.	
Cheese, large, new	0 11½	0 11¾
" twins, new	0 11¾	0 12

MONTREAL.

EGGS.—The very favorable weather has greatly improved the quality of eggs which are coming forward. The last week shows a decided improvement in the consumption. Prices are a little firmer, 15½ to 16c. being the price obtained for straight, and 18 to 18½c. and an occasional 19c. are the prices obtained for selected new-laid stock. As a result of the better feeling for local consumption the price in the country is a little firmer, but buyers say that if the market is to continue healthy throughout the season prices in the country must not go any higher. Country prices are now so high that no margin can be made for export, and unless the British market improves the market locally will be a dragging one and may wind up as it did last season unless care is used.

BUTTER.—The firmer feeling which was shown in the market last week still continues, 19½ to 20c. being the ruling price at Quebec's largest boards on Saturday last. The British market has responded to a certain extent, and finest brands have been sold to show a margin over the above price. The feeling locally is decidedly better and, as exporters have had a bad time of it so far this season, a change to better prices will be gladly welcomed. Dairy butters have shown a little more life this week, but not sufficient to warrant the payment of any higher prices in the country. Locally the market is good, the cool weather helping consumption. Prices obtained for finest creamery are 19½ to 20c.; dairies, 15 to 16c.; large lots, 14¾ to 15c.

CHEESE.—Throughout the week there has been free buying at all the country boards on a basis of 11 to 11⅜c. Exporters state that they have been able to secure some business on the above basis, but the majority of the trade are not following the market and operations are at present confined to two or three operators, who seem to have some reason for the prices they are paying. The general feeling among the trade is that lower prices will prevail immediately after the close of navigation. However, the cool weather now prevailing will doubtless have some effect on the production. The local trade is well supplied with small 20-lb. cheese and therefore the price for local consumption is a hard one to quote. We quote at 10½ to 11½c.

Provision Notes.

The price paid by Mr. McIntyre for live hogs on the London market, Monday, was 5¾c. per lb.

Blue Ribbon *Ceylon* Tea

is obtained exclusively from certain tea estates in Ceylon. It is pure tea selected from the best "hill grown" variety in that verdant Isle.

Other packet teas are job lots that have been dumped into Canada because there is no duty.

We don't blame you for competing against these cheap packet teas with bulk teas when you can buy the same quality as these packet teas at less price than the packet tea man jobs his mixtures.

Go in and win! You can take care of your better class of trade with Blue Ribbon.

Blue Ribbon the quality tea of Canada. Every grocer our agent.

When you have any

BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

CORKS CORKS

We are in a position to fill all orders at the shortest notice.
Mail orders receive prompt attention.

S. H. EWING & SONS Toronto Branch, 29 CHURCH ST.

96 KING ST., MONTREAL, TELEPHONE MAIN 204

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

"Their Name is Legion"

but for the finest SCOTCH WHISKY try Macleay, Duff & Co.'s (Glasgow, Scotland,)

"Special Liqueur Cream"

One trial will bring you back for more.

B. O. BELAND, Agent for Canada,

26 Lemoine Street, - - - MONTREAL, P.Q.

OPEN LETTER.

To the Retail Grocery Trade of Western Ontario:

DEAR SIRS,—We thank you for your past patronage, and wish to say that we are still doing business at the old stand, No. 156 Dundas street and 155 Carling street, and never were in better position to cater to your wants. In the last few years there have sprung up so many forms of Companies, Corporations, Associations and Combinations that it is difficult to foresee where these combinations are going to end. In fact the average Retail Grocer to-day does not know where he is at, or who he is dealing with. Now, to avoid any doubt on this matter, so far as we are concerned, we would respectfully ask you to send your orders to us, either through our travellers, by letter, telegraph or telephone, and by so doing we will be responsible to you, and you to us, and to no other person or persons. We will meet all legitimate competition, no matter from what source. We make a specialty of Black and Green Ceylon Teas, Japan and Indian Teas, Raw and Refined Sugars, New Orleans Syrups and Molasses, Canned Salmon, Japan and Fancy Rices, Currants and Raisins, Cereals, Cheese, Lard, etc., etc. We control for London certain leading brands of goods, such as the celebrated "Quaker Brand" of canned goods, Clover Leaf Salmon, and other lines for which we solicit your wants, and we will give your orders our best attention.

Yours very truly,

John Garvey,

Wholesale Grocer, 156 Dundas Street and 155 Carling Street, **LONDON, ONT.**

Eastlake

STEEL SHINGLES

are made so carefully and accurately that they are fitted together with perfect ease.

Their patent side lock is the best shingle "wrinkle" you ever came across. It's a great help to be able to apply them so quickly and easily.

They are the popular lightning, rust and fire proof roofing for all farm buildings.

Don't be behind the times—

USE EASTLAKES.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

WE KEEP ALL CODES.

A.B.C. Code, 4th Edition	$5.00
A.B.C. Code, 5th Edition	7.00
A1 Code	7.50
Robinson's Code	1.50
Armsby's Code, 1901 Edition	2.50
Economy Code	3.00
Scattergood's Fruit Code	5.00
United States Code	3.00
Arnold's Tobacco Code	2.50
Baker's Potato Code	2.50
Broker's Code	1.00
Citrus Code	2.00
Index Code	2.00
Universal Sugar Code	1.00
National Coffee Code	1.00
Riverside Code 1890 and 1901	3.00

All or any of these Codes mailed on receipt of price. Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE

Axtell's is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, $1.00 Postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: We have been using your code for some time and find it superior to any code previously used by us.

THE UNIVERSAL SUGAR CODE

Axtell's is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, $1.00 per copy Postpaid.

Messrs. Volney, Green & Son, New York City, say of it: We have used your Universal Sugar Code from the time it was first published and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business.

AMERICAN CODE COMPANY

88 Nassau Street, - NEW YORK CITY

Discount to dealers only.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

E. D. Marceau, Montreal, reports the receipt of large shipments of new China, Japan, India and Ceylon teas. Full particulars will be found in the advertising columns.

Lucas, Steele & Bristol offer "Shinola" in 1-doz. counter cartoons.

B. O. Beland, 26 Lemoine street, Montreal, has put in stock a line of fresh products, among which are pates de foies gras, asparagus, peas, beans, green beans, artichokes, chicory, choucroute, truffles, etc.

Lucas, Steele & Bristol offer Eyssen's Dutch cheese in fancy tins.

We are requested by the management of the firm of S. J. Major to contradict the rumor that the business is for sale. The business will be pushed forward with more activity than in the past under the direction of Mr. Cote.

New Labrador herrings were delivered by Lucas, Steele & Bristol this week.

S. J. Major, of Ottawa, has yet a few hundred cases of tomatoes which he offers at low figures.

Williams' shaving soaps are for sale by Lucas, Steele & Bristol.

A carload of Williams' mixed pickles is in stock at S. J. Major's and as an inducement to introduce the goods a special discount of 3 per cent. will be given during this month.

B. O. Beland, 26 Lemoine street, Montreal, offers to the trade an attractive line of cheese, including Roquefort, Brie, Camembert and Gruyere.

One thousand boxes of 4-crown layer raisins are offered by S. J. Major at low figures.

MONTREAL GROCERS' ASSOCIATION.

On Friday, September 4, the Montreal Grocers' Association elected the following officers :

President—Mr. Chartrand.
First Vice-President—E. Limoges.
Second Vice-President—J. Menard.
Treasurer—Arthur Bastien.
Hon. Secretary.—Ald. Turner.

P. O'Brien was nominated first vice-president, but resigned from membership as well as office. John P. Dixon also resigned, and was replaced by J. A. Beaudry.

The directors were as follows : Messrs. Gilmette, J. H. Paquette, T. Pergeron, E. Boudoin, E. Limoges, A. Laurendeau.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS WANTED.

GROCERY CLERK desires position—age 21; experience 5 years; knowledge of bookkeeping; come September 1. Box, 138, CANADIAN GROCER, Toronto.

SITUATIONS VACANT.

BAKER—Good on bread and cakes; temperate; state wages with board; steady job to right man. Box 150, CANADIAN GROCER, Toronto. f

MILLER—With two or three years' experience; must be sober, steady and not afraid of work; state wages expected. Box 148, CANADIAN GROCER, Toronto. f

WANTED—One or two first-class salesmen, who are at present travelling for Toronto, Hamilton or London grocers, and who are in a position to handle a side line, to sell Royal Flavoring Extracts on commission basis. The goods in question have a large sale throughout Canada, and an experienced salesman in this line can do very well with them. Liberal commission allowed. Address, Davis & Lawrence Co., Limited, Montreal. (37)

AGENCIES WANTED.

WANTED — Agencies for Newfoundland and Prince Edward Island; lines suitable for general and grocery trade; three to four trips per year. Address Box 28, CANADIAN GROCER. (38)

FOR SALE.

GROCERY business for sale in Toronto; an excellent opportunity for the right person; old established trade; rent of store very reasonable. Box 153, CANADIAN GROCER, Toronto. f

MISCELLANEOUS.

WANTED—Grocery adwriting—I am prepared to furnish a few grocers with good, strong, trade-winning advertisements, at moderate cost. Correspondence solicited. Adwriter, Box 94, St. Catharines, Ont. (37)

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

FLOUR AND CEREAL FOODS

Reforms of the Bakery Trade.

AS in all other trades, so also among the bakers, the exigencies of the times have demanded improvements and suitable efficacious changes, although those relating to the bakery trade have only in the last few years been particularly noticeable. Most of these improvements have taken place in the interior management of bakeshops, especially as far as hygienic measures are concerned. Many of our readers will remember, how formerly the sleeping places of the workmen were situated either in the bakehouse or close to it; the same held good with all toilet arrangements. When we compare this with the up-to-date arrangements now prevalent, we must confess that as far as cleanliness is concerned, nothing is to be desired. But exterior reforms have also not been neglected, and only lately two Berlin (Germany) Bakers' Guilds have laid down several important rules relating to the outward appearance of bakery workmen. These two guilds, the Concordia and Germania, have decided that the journeymen will be allowed to work with clean, blue aprons and kerchiefs only, while those apprentices that are engaged in carrying wares to customers must wear white aprons, blue and white striped jackets and white caps. It was also ordered that no baker boy should be allowed to appear in the street barefooted, a thing which hardly ever has happened in America, but which has become a habit in Europe of which the public did not approve at all. The regulations as to dress will be noticed with a great deal of interest on this side of the ocean, and it is to be hoped that they may be imitated extensively.

Milling in Sweden.

Small water mills are found in all parts of Sweden and serve to grind the grain of the neighboring peasantry. On the plains in the south windmills are met with, says The Miller.

Of late years steam mills have been erected in the larger towns, and, thanks to the protective duty, are in a fair way to produce all the flour the country requires.

In the year 1898 Sweden boasted of 1,417 large mills, with 1,148 pairs of rolls and 4,908 pairs of stones, giving employment to 4,243 workmen and producing 307,110,700 pounds of flour. The more important mills are located in Stockholm, Upsala, Malmo and Gothenburg.

Heretofore rye has been the principal bread grain, but in recent years the consumption of white flour has been on the increase. In some provinces rye and barley are mixed to form the bread, while in other regions oatmeal is added to the rye. A hard, dry biscuit called "Knackerbrod" is made from rye flour and keeps a long time without losing its flavor.

Twice Baked Bread.

THE custom of twice baking bread, according to an article in The Bakers' Review, is growing in many households; true, this is most frequently done at first at the advice of the physician, but, when the taste for zwieback is once acquired, ordinary bread is soon regarded as insipid. Bread twice baked is a standard remedy for indigestion and is beneficial in some kinds of kidney troubles, but the greatest good to be derived from its use is to the teeth. It is said that the habit of eating so much soft food is the reason so few have perfectly sound teeth. The teeth, like every other portion of the human frame, have their allotted work to perform to keep them in a healthy condition. If work is not given them the result is very much the same as in the case of the unworked muscles or faculties. They need food that requires plenty of mastication to keep them up to their proper standard. Zwieback, as this twice-baked bread is called, supplies this necessary exercise. Children should be given as much of it as they will eat, and adults, too, will find it of great benefit to the health and preservation of their teeth. Having said so much about the beneficial results to be obtained from using zwieback, it is advisable here to tell the uninitiated how it is prepared for private use. Vienna bread is really the best to use for zwieback, although any other kind of baker's bread will do if this is not obtainable, but home-made bread will not give satisfactory results. Cut up several loaves into slices of medium thickness. Place these in the oven and subject them to a moderate heat for twelve hours, or they may be left in the oven all night. The longer and more slowly it is baked the better it will be. Twice-baked bread is delicious when used instead of toast in the preparation of various dishes of meat or vegetables. It is excellent served with soups. It is convenient to pack for a light lunch, and, when eaten in conjunction with fruit, is appetizing and nourishing, and far more wholesome than cakes or sweatmeats. For supper it may be taken freely with hot milk or with cocoa. The result is a good night's sleep and healthy digestion. As seen from the above, this zwieback is easily made and many an unused loaf of wheaten bread may be made useful in this way at a minimum of cost.

A Modern Fable.

And behold in a certain city two millers came before King Solomon. And the first cried unto him for judgment, saying—"Lo, while I was asleep (for a wonder) did this supplanter come to take away my customer out of my bosom; a live customer, O king, and goodly to look at and draw upon. And I found I had gotten another customer truly, but ill-favored and thin, and now already dead." And the other said: "Not so, O King, for this customer came to me without my seeking, whereupon I did say: 'Welcome, little stranger!'"

Then said the King to the miller who complained "Why not cut? Peradventure thou mayest get at least a share. Thou mayest haply get it all." But he that had complained answered and said: "Rather, O King, would I have all than part. And this beloved customer, late of my bosom, looks better uncut. And yet further, O King, if I cut, this fellow also will cut, whereupon I shall cut again; and when the customer seeth that we both be bent on cutting, his heart will be glad within him and he will say, 'Cut on, cut on, ye fools and blind.' And it shall befall that in the end thereof my beloved customer shall be useless to me, even should I again nurse him in my bosom. I will not cut, O King, but I will wait till this fellow hath served his customer as badly as he has served me."

Then King Solomon gave judgment that the customer should return to him that complained as soon as the customer wanted to; and, said the King: "That day will surely come and will not tarry."
—Milling.

The public want foods, not fads.

The public are learning—Tillson's Oats advertising is telling them—the Government reports on foods are drilling it into them—that Rolled Oats is the best food they can eat. They want

Tillson's Pan-Dried Oats

for their breakfast. They know they are the best, the cleanest, the most nourishing food on the market.

There is a revulsion of feeling against fads—it is getting stronger every day.

Get your stock ready for the demand that is daily increasing for the best food—Tillson's Pan-dried Oats.

THE TILLSON COMPANY, Limited,
Tillsonburg, Ont.

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

Mill Loses Insurance Suit.

A New York despatch says: In the suit of The British & Foreign Marine Insurance Co., libellant, against The Portland, (Oregon) Flouring Mills Co., to recover $16,376 insurance of unpaid freight on a cargo of flour shipped to Kobe and Hongkong, Judge Bellinger has rendered a decision in favor of the libellant for the full amount. The flour was shipped and the freight was to be paid by the defendant at the destination. The steamer was wrecked, but some of the flour and freight were saved. The salvage was said to figure up about $30,000. The insurance was paid to the steamship company, and the insurance company sued the milling company to recover the money thus disbursed. The insurance company endeavored to establish that the freight charges were due and payable anywhere along the voyage, and the fact that the ship did not arrive at its destination made no difference.

John MacKay

Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

THE BEST FLOUR.

Calla Lily Choice Manitoba Patent
G.O.B. Extra " " "

MANITOBA and WINTER WHEAT, blended grades, cheaper, but of excellent quality.

Lanarko Choice Winter Wheat Flour

All kinds of FEED, etc., etc.

We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotations.

MODEL ROLLER MILLS,

PERTH, - ONT.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

Feeling Canadian Competition.

THE Chicago Record-Herald says: Lake shipments of corn for the port of Montreal have aggregated 1,000,000 bushels during the last few days. This fact, together with the decline of 60 per cent. in the grain export shipments through Boston and of 29 per cent. through New York, has caused great alarm among the export shippers of the seaboard ports. The Western Elevating Association and kindred associations in Baltimore, Boston and New York have appointed committees to try to induce eastbound roads from Chicago to reduce their rates on grain for export by way of the seaboard ports, so that these roads can compete with Montreal.

The gain of the port of Montreal is due entirely to the action of the Dominion Government in making the Canadian canals free. Grain can now be shipped from Chicago to Montreal for export to Liverpool three cents a bushel cheaper than it can be routed by part rail part lake through Boston.

During the first seven months of the present year over 9,000,000 bushels of wheat and almost 4,000,000 bushels of corn have passed through the port of Montreal, as against a trifle of 1,000,000 bushels of wheat and 4,000,000 bushels of corn through the port of Boston.

The condition of the Atlantic ports is made still worse by the growing competition of the Gulf ports, which are attracting a large proportion of the grain that formerly found an outlet through the eastern seaboard. One of the large exporters from New York called on several of the Chicago traffic men yesterday and told them the situation on the seaboard was alarming. He said that unless the railroads could be induced to discontinue their lighterage charges in New York or reduce the grain rates the exporters would soon have to go out of business.

Banana Flour.

With the cheapening of bananas by the large increase of importation, says an English exchange, some enterprising baker might find it a good business to convert the fruit into bread. It could not be sold, of course, at the same price as wheaten bread, but from a dietetic standpoint it is accredited with very superior qualities. African travellers who have experimented with this food claim for it greater nutritive value, easier and quicker digestibility, finer flavor, and greater lightness of texture. Sir Henry Stanley, during his memorable journey up the Aruwhimi, chiefly lived on this fruit-bread and although his baking arrangements must have been primitive, he pronounced judgment in its favor compared with the wheaten article on almost all points. Whether it is free, as alleged by some enthusiasts, from gouty constituents, must be left for the present an open question, there being little evidence on that point. But if half the other claims advanced for it are true, it would seem to be just the sort of diet for convalescents and invalids, who have need to recuperate physically before their digestive organs can get into thorough working order. They would be willing enough to pay liberally for any form of food satisfying these requirements, and if banana bread would do that, its experimental introduction as an article of dietary at a renumerative price should not break down for lack of patronage.

Don't Be a Miller.

The American Miller publishes the following skit which first appeared some few years ago when the miller was said, in the mind of the farmer, not only to purloin the grist and the sack, but to have designs on the farmer's team as well.

Since time began it's been in vogue
To call the miller a heartless rogue,
He may be honest, true and brave,
But still he's called the city knave.

He grinds your grist and takes his toll,
Just what was right,—but then he stole;
But nothing good was ever said
About a miller until dead.

Some of his patrons will insist
He stole their sacks as well as grist,
And then they tried to make it seem
He followed around to steal the team.

The people call him city thief,
And of all the sinners he is chief.
He had better be dead and in sheol
Than to try to live by taking toll.

So if by labor you exist,
Just swear you'll never grind a grist.
Work at something, beg or bust,
Save yourself from getting cussed.

Beg, steal, lie or kill,
But never run a custom mill.
Of all the trades that ere had birth,
This one is more than life is worth.

So let me die with the sad refrain,
I was a miller. Can't live again;
The mills of the gods run sure and slow,
And sometimes a miller is allowed to go.

While the above was written fourteen years ago, the same old tradition holds in the rural districts. The miller, whether he runs a grist mill or operates a merchant establishment is a bete noir in the eyes of some people who from their readiness to suspect others might well stand watching themselves.

The Passing of Oatmeal.

Such is the title of an article recently published by an American journal. Don't you believe it! After many—a good many—of the advertised cereals of the day have vanished the good old staple will still be to the front. The passing of oatmeal will continue, as of yore, to have a close connection with a second helping. At least that is the opinion of the Scotch editor.

Scarcity of Wheat.

A consensus of opinion prevails as to the scarcity of wheat in Ontario. This is not in any way owing to the crop, which has been a bountiful one both as regards quantity and quality. As a matter of fact the honest tiller of the soil is out after the almighty dollar and this dollar he wants to see represented as the value of a bushel of wheat. 30,000 United States farmers have banded together not to sell their wheat under $1, and the Russian farmers have petitioned their Minister of the Interior to have a law passed fixing the standard price of wheat at $1. Last year's Manitoba wheat has practically been all exported and very little wheat will commence to move in Ontario before the latter part of September. Prices look as if they were tending higher, but in any case wheat will be a scarce commodity for the next few weeks.

A Big Yield.

Well authenticated information credits a farm in Norfolk County, Ontario, with a production of 1,410 bushels of red winter wheat obtained from 27 acres, or an average of 52 bushels. In some parts of this area the yield was 64 bushels. The grain is described as of excellent quality, weighing 63 to 65 pounds to the bushel.

Cereal Notes.

One of the large breakfast food concerns of Battle Creek, Mich., talks of building a factory in Winnipeg.

The Chamber of Commerce, Milwaukee, has passed a rule prohibiting members from trading in bucket shops.

Shipments of wheat from Argentina for the week were 976,000 bushels, against 128,000 last year. Shipments since January 1 have been 55,602,000 bushels, against 18,140,000 in 1902.

The British Consul at Canton, China, reports that Chinamen returning from America are creating a larger demand for flour, and that the importation in 1902 exceeded that of 1901 by 854,744 cwts. The flour nearly all comes from America.

The Great Lakes & St. Lawrence Transportation Co., with headquarters at Duluth, has entered the field for export flour from all points in the Northwest. It operates a line of boats of 2,200 tons capacity via the Welland canal to Quebec.

COME AND SEE US

The representatives of The F. J. Castle Company, Limited, take this opportunity of inviting their numerous friends to call at our new premises during their visit to the Capital City, Exhibition week. Will not talk shop unless you feel so disposed---fully realize it is holiday time---our object being to make your visit a pleasant one.

Messrs. Hawkins, Fitzgerald, Dufour,
Fraser, Fitzsimmons, Low.

THE F. J. CASTLE COMPANY, LIMITED,

Wholesale Grocers,

OTTAWA.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER.
365 Richmond street,
London, Ont., Sept. 7, 1903.

BUSINESS continues good since last writing. Wholesale houses are receiving satisfactory orders for general lines, sugars still preponderating. Monday being Labor Day a general suspension of business took place, the correspondence men in the wholesale houses only being on hand for an hour or so in the forenoon, and the retail stores, after early morning trade, closed for the balance of the day. Grocery travellers, however, went out on their usual trips, although nearly all travellers representing the other branches of commerce will remain at home until after the Western Fair.

* * *

The market season is now at its height, and all kinds of fruits and vegetables are displayed in tempting variety. The deliveries of grain are not so large as many buyers had expected, but this is accounted for by the fact that many farmers are busy at other work which demands immediate attention, and cannot spare the time to attend market. Prices are up to the average generally obtained at this season, and it is fully anticipated that much larger deliveries will be made before many weeks pass—In Western Ontario, the threshing returns are exhibiting a remarkably plump sample, the cool weather having allowed the heads to fill and the kernels to mature in prime condition. The prices paid here this week are, for wheat both old and new, 72 to 75c. per pushel; oats, 27¼ to 29¾c.; corn, 60 to 65c.; peas, 84 to 90c.; buckwheat, 51 to 55c.; barley, 38½ to 43c.; rye, 53 to 56c.

* * *

Both butter and eggs are exceedingly steady. The deliveries are large and the demand active for both products. Rolled butter ranged from 18 to 20c.; crocks, 16 to 18c., and creamery 21 to 23c. Eggs are obtained by storekeepers at 13 to 14c. and they are retailed over the city at 15 to 16c.

Consumers are presented with an endless variety of fruits from which to make choice. Plums are almost a drug on the market, and 12-quart baskets sell at 20 to 30c. Large consignments of peaches of every grade are procurable at reasonable figures; 12-quart baskets of early Crawfords are 25 to 50c.; 8-quart baskets of inferior grades 15 to 25c.

* * *

The Fire Underwriters' Association placed in effect this month a new tariff of rates that is causing the greatest indignation among the merchants of the city, who appear especially hard hit. Merchants who but recently have completed and entered into new premises, that have been fitted up to suit the most rigid requirements of the underwriters and were expecting a reduction from the old rate, find they are asked to pay now 50 to 80 per cent. higher rates than before, and it is more than possible that a public meeting will be called at once to discuss this very important matter.

* * *

W. A. McDougall, of the firm of Robt. Scates & Co., Carling street, was arrested yesterday afternoon by Assistant High Commisioner Lombard, of Montreal, and taken there on the charge of false pretenses. The trouble grows out of the business dealings of the firm. Friends of Mr. McDougall here are confident that the charge made against him will speedily be disproved.

* * *

Edward Parnell has been elected to the presidency of the Dominion Bakers' Association for a second term. This signal honor to Mr. Parnell is well deserved. He is at the head of two of the largest bread-making concerns in Canada, one in London and the other in Toronto.

* * *

On receipt of this number of THE CANADIAN GROCER, the Western Fair in this city will be in full swing. The preparations made and efforts put forth to uphold its high reputation are worthy of much praise. The business-like arrangements are certain of appreciation by the thousands who will be in attendance, should the weather be favorable. W.H.L.

THE AMERICAN INVASION.

Writing of the American invasion of Canada, a staff correspondent of the Chicago Tribune, who has been on the spot, uses these pregnant words: Thrown back by the arid belt marking the west of our great plains, this movement of population is now just beginning to turn toward the Northwest north of the international line, and the United States becomes for the first time a country of emigrants as well as immigrants.

The tides are yet far from equal so far as numbers go, the United States getting from Europe last year some 800,000 immigrants and giving to Canada, according to railway count from the St. Paul gateway, some 45,000. In matter of value as citizens or as an economic proposition, the balance is against the United States. While United Statesers protest, and justly, against the aggregation of misery, ignorance and wretchedness dumped upon the Atlantic coast, they are giving their northern neighbors experienced farmers, intelligent, trained in western agriculture, good citizens, the thrifty progressive sons of the men who turned the raw prairies into an agricultural empire, and who now seek new homes with a patrimony of money and experience which their fathers lacked.

NOVA SCOTIA APPLES.

James Hall, manager at Halifax for Furness, Withy & Co., who has returned from a trip through the fruit-growing districts of Nova Scotia, in speaking of the prospects, says: "The apples shipped to England from Halifax last year amounted to only about 80,300 barrels. The coming season the shipment from this port will be close to 350,000 barrels." The Furness, Withy Co. will run weekly steamers from Halifax. Mr. Hall spoke of the likelihood of 350,000 barrels offering for shipment via Halifax. The total crop of apples, an enormous one, is estimated at 400,000, or even 500,000 barrels.

LETTERS PATENT.

WALLACEBURG SUGAR CO., LIMITED.

SUPPLEMENTARY letters patent have been issued under the Ontario Companies Act providing for the increase of the capital stock of The Wallaceburg Sugar Co., Limited, from $350,000 to $500,000 by the issue of 3,000 shares of new stock of $50 each.

A. J. STEWART, LIMITED.

His honor the administrator of the Governor-in-Council has, by letters patent under the great seal of the Province of Ontario, bearing date of August 21, 1903, been pleased to grant a charter creating and constituting Andrew J. Stewart manufacturer, John F. Roelofson, manager; Wilbur C. Eddis, chartered accountant; William B. Close, public accountant, and Winnifrid Woods, stenographer, all of the City of Toronto, a corporation for the purposes and objects of manufacturing and selling confectionery, bread, biscuits, jams, jellies, and for the said purpose of acquiring the business and assets of the business now being carried on by the said Andrew J. Stewart, the corporate name of the company to be A. J. Stewart, Limited; the share capital of the company to be $50,000 divided into 500 shares of $100 each, the head office of the company to be in the City of Toronto, and the provincial directors to be Andrew J. Stewart, John F. Roelofson and William B. Close.

PICKLES !
PICKLES !

We have just received a carload of WILLIAMS BROS'. FAMOUS PICKLES, and to better introduce them in this city and vicinity, will give an extra discount of 3 per cent. on all purchases in September. Have sweet and sour, all size bottles. Ask for price—they bring trade—once sold, always demanded.

PRUNES !

Just received, a car of Armsby's "Sunkissed" brand—have sold a good many already and offer the balance as follows:

70/ 80	25-lb.	6,	50-lb.	5¾
80/ 90	25-lb.	5¼,	50-lb.	5
90/100	25-lb.	4⅞,	50-lb.	4⅝

PEELS to arrive shortly.

Batger's London quality 7-lb. Lemon, 8¼, Batger's London quality 7-lb. Orange, 8½,
C. and B. Citron 7-lb., 12¾. Mixed L, O. and C, 7-lb., 10½.
½-lb. Drums, mixed, at $1.20 doz.

RAISINS !

1,000 boxes 4-crown layers, kept in cold storage—as good as new ones, at 6¾c. in 10-box lots.

TOMATOES !

Have yet few hundred cases at comparatively low prices.

MOLASSES !

Just arrived, 300 puns. "Dacosta" Bd. Barbados, and 300 puns. M & Co., at attractive prices.

CURRANTS !

A few cases of the old crop, first quality, at low figures.

VINEGAR !

Special low prices for this month. Have 20,000 gallons to sell. 500 Demijohns at $1.25.

BARGAINS IN ALL LINES. WRITE, WIRE OR PHONE AT OUR EXPENSE.

S. J. MAJOR, Wines and Liquors, Strictly Wholesale, **OTTAWA**

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Good Results.

LAST week a prominent cigar manufacturer informed THE GROCER that he had recently received two orders from British Columbia, and another dealer showed a letter covering a large order from a leading and wealthy grocery house in Newfoundland. Needless to say, both dealers are not only convinced of the interest now being taken by the retail grocery trade in the cigar and tobacco business, but also of the merits of THE CANADIAN GROCER as an advertising medium.

London Items.

There is nothing very new to note in the London column this week. Business keeps up to the expected. Below are given the Inland Revenue returns for the month ending August 31 :

Spirits, ex-warehouse.....	$5,710 76
Malt, "	6,682 15
Tobacco, "	1,180 27
Raw leaf, "	5,782 88
Cigars, ex-factory.....	11,059 86
" ex-warehouse	4,151 55
Other revenue	70 00
	$34,637 47

Compared with same month last year they show a trifling decrease, as the following will indicate :

Spirits, ex-warehouse	$6,132 97
Malt, "	5,623 23
Tobacco, "	1,440 61
Raw leaf, "	5,097 56
Cigars, ex-factory.....	11,007 24
" ex-warehouse	5,150 55
Other revenue.....	25 00
Total.....	$34,477 16

The London Western Fair opens the 11th inst. and closes the 19th. A very hearty interest is always taken in this event by the manufacturers, because of the fact of their customers throughout the country being present in large numbers, and a special effort is always made to entertain them. The retail cigar stores are already making elaborate preparations for displays during the coming fair, vieing with each other in the novelty and handsome general appearance of their windows.

The factory of Geo. Kelly & Co. is closed for the present, pending some expected change in the personnel of the firm.

Line, McDonald & Co., whom we have mentioned at an earlier date, are purposing moving into additional quarters, and expect to have same ready within the next week or two.

The cigarmakers in the city held what they termed a Fall fair in one of the skating rinks this last week, the proceeds of which were to be devoted to an object, the name of which was not divulged.

Making of Tobacco.

The Inland Revenue Act has been amended as follows :

Subsection 2 of section 260 of the said Act is repealed and the following is substituted therefor :

"2. Every wooden, metal or other package containing cavendish, plug or twist tobacco weighing one pound or over, and all packages containing fine-cut chewing tobacco or snuff weighing five pounds or over, shall have printed or marked thereon the registered number of the manufactory, the number of the Inland Revenue Division in which the manufactory is situated, and the gross weight, the tare and net weight of the tobacco in each package : Provided, that cut tobacco, fine-cut shorts (the refuse of fine-cut chewing tobacco), refuse scraps, cuttings, stems and sweepings of tobacco, may be sold in bulk as material, and without the payment of duty, by one manufacturer directly to another manufacturer, or for exportation, under such restrictions and regulations as the Department of Inland Revenue prescribes ; and provided further, that wood, metal, paper or other material may be used separately or in combination for packing tobacco or cigars, under such regulations as the Department of Inland Revenue prescribes."

All leading Wholesale Grocers handle

SWEET CAPORAL
CIGARETTES.

The AMERICAN TOBACCO CO.
OF CANADA, Limited.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"
CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

PAYNE'S CIGARS HOLD TRADE.

Trial order—free.

J. Bruce Payne, Limited
Granby, Que.

Get in Line.

Hundreds of your brother grocers are handling with the best results possible

Harold H. Kim and La Fama } **Cigars**

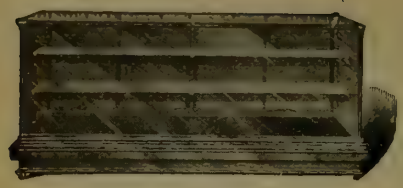
BRENER BROS.

Cigar Mfrs., - - **LONDON, ONT.**

10c. Size of T. & B.

met with instant favor. T. & B. quality never varies. The T. & B. user never changes to another make. T. & B. 10c. size has a sure place in every complete tobacco stock. A first place too.

The Geo. E. Tuckett & Son Co., Limited, Hamilton.



OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

UNION JACK

TOBACCO.

This space belongs to

T. J. Horrocks,

TORONTO

Known in connection with the

RONTO

CIGAR

and as the only wholesale tobacconist in Canada outside the trust. **Back him up.**

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

"I tell you, old man,

"that the most satisfactory Tobaccos I use are
"**McAlpin's.** Can't say just how they differ from others,
"but I know they are different."

Your customers talk in this fashion after using our tobacco.

Then, too, there is the question of profit.

CHEWING

British Navy,
King's Navy,
Beaver,
Apricot.

UNION MADE.

The McAlpin Consumers Tobacco Co., Toronto

LIMITED.

SMOKING

Tonka,
Solid Comfort,
Pinchin's
Hand-made.

UNION MADE.

Presentation to Alan Iler.

Alan C. Iler, the accountant of The McAlpin Consumers Tobacco Co., an active player in the ranks of the Toronto Lacrosse Club, was made the recipient of a very handsome presentation from his fellow-employes on the occasion of his marriage last week. The presentation was made by Mr. Pinchin, the manager of the company, on behalf of 125 employes, and consisted of a combination secretary and bookcase. An address was also read, referring to the high esteem in which Mr. Iler is held by the firm and his fellow-employes.

Marguerite Sales.

The increase in the demand for the "Marguerite" cigar, manufactured by The Tuckett Cigar Company, is best illustrated by giving their sales in August, 1897, the year in which the brand was placed on the market, and each successive August up to the same month this year. The output as given by the factory books is as follows, the returns being typical of every other month as well:

August, 1897	73,000
" 1898	91,000
" 1899	202,000
" 1900	303,000
" 1901	363,000
" 1902	474,000
" 1903	1,087,000

Both the Hamilton and London factories, although working to their fullest capacity, are unable to supply the demand and the firm have recently secured large and centrally located premises in Montreal where manufacturing will shortly be commenced on an extensive scale.

Tobacco in Belgium.

The Belgians are notoriously great smokers. To arrive at a better understanding of this fact, it is sufficient to say that the farmers devote 4,942 acres each year to the cultivation of tobacco; and notwithstanding the yield of 18,700,000 pounds, 21,000,000 pounds are imported. In 1901 there were cultivated in Belgium and imported a total of 38,966,200 pounds of tobacco, making 6.6 pounds per capita of the whole population. Besides this, there were imported 59,400 pounds of cigarettes.

An Old "Ad" Revived.

A cigar dealer in Halifax about a year ago placed a large quantity of burnt matches in his show window with a large card, making the statement that 138,563 matches had been used in lighting cigars purchased at his store during two months. This may not be new, but it was new to many people, judging by the way they gazed at that pile of matches and wondered.

What It Once Meant to Smoke.

THE practice of smoking for pleasure met with much opposition when introduced into the old world. The Sultans of Turkey regarded smoking as a flagrant crime, and offenders were chastised by having the pipes pushed through their noses. This must be regarded as severe, but it was mild compared with the punishment of Russia, where those caught smoking had their noses cut off. True, those two countries could not be included among highly civilized lands, but even the Popes of Rome issued decrees of ex-communication against those smoking tobacco.

Such drastic measures as the foregoing could not be tolerated among liberty-loving Englishmen, but even they felt the hand of the oppressor, and under certain regulations in some parts of England the pipe could not be smoked in public. In the records of Methold Manor, Norfolk, is an entry in the court books, dated October 4, 1659, as follows: "Wee agree that any person that is taken smookeing tobacco in the street forfeit one shilling for every time so taken, and that it be put to the use of the toone. We present Nicholas Bamber for smookeing in the street, and do amerce him one shilling."

At a parish meeting at Winteringham, Lincolnshire, on January 6, 1685, it was resolved: "None shall smoke tobacco in the streets, upon paine of two shillings for every default." Schoolmasters were forbidden to smoke. In the rules of Chigwell School, founded in 1629, it is stated: The master must be a man of sound religion, neither Papist nor Puritan, of a grave behavior, and sober and honest conversation, no tippler, no haunter of ale-houses, and no puffer of tobacco." I am afraid such model school-masters are rarely to be found at the present time.

Smoke Rings.

In Rhodesia, South Africa, it is said the best crop of tobacco ever grown there was that of last year.

Germany, last year, imported and consumed of raw leaf, 50,956 tons; smoking, 542 tons; cigars and cigarettes, 665 tons; chewing and snuff, 53 tons. A ton is about 2,200 pounds.

A Canadian tobacconist who makes a more than ordinary hot chase after the nimble dollar, has evolved a scheme for the loaning of umbrellas on rainy days. He bought a dozen fairly good umbrellas, and these he loans out to business men in the neighborhood, who get caught down town in a storm, and don't care to go home in the rain. He requires a deposit of $1.50, and when the umbrella is returned $1.25 is refunded.

Pipes

S. H. AND H.

TRADE MARK.

The Largest Pipe House in Canada

Write for Prices.

THE W. H. STEELE CO., Limited

40 SCOTT ST., TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

Tobacco Notes.

The increased demand for Turkish tobacco has proved a blessing to the farmers in Greece. Output last year 8,000,000 pounds.

"The Canadian Grocer" had a visit from Frank Inksater, of the firm of John Brand & Co., Elmira, N.Y., during Exhibition week.

A cigar made of leaf grown in Ireland is reported by an Irish member of Parliament to be strong enough to support a drowning man.

The new 10c. plug of Myrtle recently placed on the market by The Tuckett Co. is a pronounced success and is already meeting with a good demand.

In Paris the cab driver is prohibited by the authorities from smoking when driving through the streets.

As a reward for the giving up of tobacco, a Yorkshire manufacturer recently offered a sovereign to each of his employes who neither smokes, chews, nor snuffs tobacco during the ensuing twelve months.

A DISQUISITION ON STARCH.

ONE of the most staple articles to be found in the grocery, starch, is also most widely distributed in nature. Dr. T. Lamb Phipson, writing in an exchange, gives some very interesting information as to starch and the raw material from which it is manufactured.

The potato, in its natural state, contains from 15 to 20 per cent. of starch, and when artificially dried it will yield over 80 per cent. It is our cheapest and most abundant source of this product, though a large quantity of starch is also produced from wheat and rice, the sago-palm, Indian corn, etc. All plants contain this peculiar principle in the seeds, the root, or bulbs, and in various other tissues. When pure, it is a soft, white powder, devoid of taste or odor, not dissolving in water, but, when boiled with the latter, making a paste which is so often used as an adhesive; moreover, starch forms the greater portion of the flour with which bread and pastry are made.

Wheat starch was known to the ancients long before the potato was discovered ; for Pliny describes it perfectly in his " Natural History " written in the first century of our era. He states that the method of obtaining it was invented by " the inhabitants of the island Chio," the name of the actual inventor being unknown. Like every great and useful discovery, it was the result of the observation of a large section of the human race—the product of numerous minds.

Although starch is found in all plants, there are very few which contain a sufficient quantity to allow of its economical extraction. Wheat, maize, rice, the sago-palm and the potato, are some of these, and the last named is the most important from a purely commercial point of view. To such an extent is the potato grown for foreign starch manufactories, that some years ago the Belgian Government offered a large price to any person who would indicate another equally lucrative and economical source of starch, so that the large quantities of potatoes now used for starch-making might not be withdrawn from the markets as an article of food. Many eminent men competed for this prize, but it was awarded to none ; in fact, the problem is impossible to solve.

The horse-chestnut contains a good deal of starch in its fruit, but it is slightly bitter, and somewhat yellow. The dahlia and Jerusalem artichoke contain large amounts of a kind of starch called " inuline," but it is not equal to potato-starch for the general purposes to which the latter is applied. Rice yields a very excellent kind of starch, and might, perhaps, in certain circumstances compete with the potato.

The manufacture of starch appears a simple enough process, but as at present carried out it is susceptible of much improvement. Wheat is soaked in water till soft, and then pressed, the starch depositing itself from the milky fluid which flows away. It is then washed and dried. Potatoes are rasped, and treated with water in the same way, the deposit of starch being likewise washed and dried. Simple as this appears, it is a somewhat long and tedious process in actual practice, and the substances which the washing waters contain easily undergo fermentation, in hot water, producing a most offensive odor. Several starch works have been closed for want of a practical method of dealing with their waste water.

The uses of starch are numerous. Besides its use in the laundry for stiffening linen, it is largely employed in the theatrical world (and elsewhere as a powder for the face and hair), especially the starch obtained from rice. When dried upon iron plates in a certain manner, potato-starch is so well made to imitate sago and tapioca, that these different products can only be distinguished by the most careful microscopic examination ; the grains of potato starch being much larger than those of wheat, rice, or sago, are often readily detected in this manner. When grains of starch are examined with a polorizing microscope, each grain shows a black cross or a white cross, according as the two nical prisms in such microscopes are crossed or parallel to each other.

Starch is manufactured in enormous quantities to supply various industries : The textile arts, paper-making, glucose-making, the manufacture of oxalic acid, formic acid, etc., book-binding, calico-printing, laundry work, all require it. In Germany and Belgium it is made chiefly from the potato ; in Russia, from wheat ; in the United States, from maize (Indian corn) ; and in England, from imported rice, from wheat and from the potato. We also import from tropical countries sago, arrowroot and tapioca, which are starches derived from certain exotic plants.

The uses of starch as gum or paste, and in surgery for stiffening bandages, are too well known to need more than a passing mention here.

A characteristic property of starch is to introduce an intense blue color when in contact with iodine, but this color is evanescent. Many years ago a violet-colored ink was produced in Paris and was known for a period as " the ink of the forty thieves " The writing made with this ink faded and disappeared when the document was kept for some time shut up in a box, or when it was heated before a fire. In 1858 the writer of this article made an analysis of that ink in the laboratory of Professor Pisani at Paris, and found it was composed of starch and iodine. When its composition was made known to the authorities it was forbidden to be manufactured ; and the Paris detectives were for some time actively engaged in tracking individuals who manufactured or used this ink for fraudulent purposes.

Wheat starch is generally preferred to potato starch by bookbinders and in the laundry, because, they say, it is not so apt to clog the ironing tools, and because wheat starch can be kept longer without spoiling, so that it does not lose its adhesive qualities so soon. Some blue color, such as cobalt blue, or Prussian blue, is often added to starch for laundry use ; the blue shade thus produced destroying the yellow tinge of imperfectly bleached linen or cotton, and sometimes a little borax is added to produce more gloss.

Over 300,000 tons of potato starch are annually manufactured in Germany ; the best quality is very white and glossy, but the second quality is more or less colored. The former consists of the first deposit in the settling vats, the latter of the second deposit, and is sometimes quite brown.

Calico printers can only use the purest starch, which is quite devoid of acid, alkali, lime, and other impurities. They test for acid by printing on colored cotton a pattern of starch paste, and observing whether any change of color occurs.

Efforts are being made to improve the manufacture of starch ; in the first place, to obtain a greater yield ; in the next, to prevent the vile odour of the waste waters after washing the starch deposits.

BROILED OYSTERS.

Season your oysters with pepper and salt, cover your frying pan with melted butter. Put in your oysters one at a time. Cook until the edges curl. Garnish with parsley.

CANADIAN APPLES IN DEMAND.

A despatch from London announces that contracts have already been made for the shipment of over 2,000,000 bushels of Canadian apples. Experts say that Canadian pippins, ribstones and Baldwins are equal to English fruit of the same names.

Flett's

PICKLE WISDOM

When the fox said the grapes were sour he fooled no one.

You have the satisfaction of knowing that when you say "Flett's Pickles are the best," you are fooling no one.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

PATERSON'S WORCESTER SAUCE

is a seller because of its high reputation for good honest value.

Rose & Laflamme, - - - Agents, MONTREAL

DON'T WASTE MONEY

in paying for advertising space and the printing of circulars that you do not use properly.

With the average grocer the kind of "copy" he uses determines the results that come from his advertising.

Use good copy — make your ads. "stands out" — make every sentence a telling argument for business.

Get a copy of "100 Good Ads. for a Grocery Store" and benefit by the many suggestions for bright, forceful, trade-bringing ads. therein contained.

Enough ads. for a year's advertising —two ads. a week—for one dollar, including a talk on methods and nearly 100 bright sayings for headlines, show-cards, etc.

We'll send a copy postpaid on receipt of a dollar bill.

MacLEAN PUBLISHING COMPANY, TORONTO

I. S. WOTHERSPOON

is sorry that your postal card asking for sample and price of

Grimble's

BRAND.

Vinegar

has gone astray.
—Drop another card and
—your sample will come.

Brewery: LONDON, England.

Canadian Agent—I. S. WOTHERSPOON,
204 Board of Trade, MONTREAL.

THIS is the Chinese name of Confucius, the celebrated apostle and philosopher, who established the Chinese religion as well as the moral and political code of China.

On this page is a cut of his portrait, by Larousse, and said to be a faithful picture of the Oriental Pontiff who existed five centuries before Christ. At his feet are two of the grand priests.

A curious fact is that a Canadian product is connected with that epoch and this celebrated man. It is

Chinese Starch.

The Chinese, or "sons of heaven," were usually clothed in white linen. Now, to give white linen its proper beauty, the use of starch is necessary. Laundering, starching and glazing of linen has become in China, not only an art, but an industry.

The secret of the manufacture of this special starch has been unveiled to the present proprietor of **Chinese Starch,** and by him this famous article has been distributed with enormous success to all parts of Canada.

Canadian laundresses do not now complain; they even find pleasure in their work, the iron glides so smoothly over the board; thanks to that famous auxiliary, **Chinese Starch.**

This ad. discloses not only an historical fact, but good advice—USE

CHINESE STARCH.

RETAILS AT 10c. PACKAGE.

SHOWS YOU A GOOD PROFIT.

ASK YOUR JOBBER FOR IT OR WRITE THE MANUFACTURERS

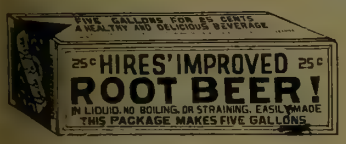
OCEAN MILLS, MONTREAL, P. Q.

Established 1845

S. H. & A. S. EWING'S High-Grade COFFEES

COFFEES with a reputation founded on, maintained by, and constantly increasing by reason of their **MERIT.** Any grocer who studies his business knows the value of having a reputation for "**GOOD COFFEE.**" That is the kind we have to offer. We have helped hundreds of grocers to make that reputation ; we can do the same for you. If our travellers do not reach you, write us stating your requirements, and we will be pleased to send samples and quotations. Handle **S. H. & A. S. EWING'S** High-grade **COFFEES**, and watch the results.

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.


FIVE GALLONS FOR 25 CENTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING, OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink

Hires'
Root Beer

the whole day long,
And you will feel "all right."

Stock with **HIRES' Root Beer.** See that your travellers have it on their price list. It pays a GOOD PROFIT.

Setna & Co., "Chutneys"
INDIAN GUAVA JELLY, CURRY POWDER.

Martin & Freres' well-known brands of Shelled Almonds, as follows :
SQUIRREL, FOX AND TIGER.

ASK TRAVELLERS FOR
"DOVE" BRAND COCOANUT.

FEATHER STRIP / **SHREDDED** —Finest on the market made with latest improved machinery by skilled workmen.

☞ **Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.**

W. P. DOWNEY, SOLE AGENT FOR CANADA.
26 St. Peter St., —Prices on Application— MONTREAL.

TIP-TOP SOAP CHIPS

are outdistancing all rivals.

The Industrial Soap and Oil Co., Limited, TORONTO TELEPHONE, 1618 MAIN.
BRANTFORD " 483

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)
PURE ENGLISH
MALT VINEGAR Delicate in Flavor and Aroma. Splendid keeping properties.

ROBERT WATERS' QUININE WINE
Quinine in a palatable form—50 years' reputation.

Export Agents :
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Does the Money you Save (?) by not Advertising Compensate you for the Loss of Trade you Might Get?

ON several different occasions I've mentioned that I would like to hear from GROCER readers giving some opinions regarding the value of advertising, some of their experiences, both of the profitable and unprofitable kind, and asking me for explicit suggestions on overcoming some of the difficulties with which they meet in endeavoring to extend their trade.

Up to the time of writing I have not been "bothered" any by a large number of interested letters—on the contrary I've been a little disappointed that my readers should have hesitated to write me, as requested. Yet, in an indirect way, I've learned of a few instances where different readers might have secured some very interesting and valuable advice, if they had only taken the trouble to write and ask for it.

Now I am particularly interested in having GROCER readers write me on the subject of their advertising, because, as previously intimated, the bringing into open discussion of the opinions, experiences and difficulties of individual readers is going to make this department most interesting and of the most practical value to all readers.

It has occurred to me that perhaps if I started some form of competition it would awaken sufficient interest to cause a few letters to come in. So I have arranged the "Good Advertising Competition," particulars of which are given this week.

I will continue this competition for several months—just as long, in fact, as GROCER readers show any interest in it.

All ads. which are received will have attention just the same as if sent in the ordinary way.

It is to be hoped that every reader of THE GROCER who takes any interest whatever in advertising will participate in this competition. The smaller storekeepers in hamlets of 50 to 100 population will have just as much chance to win recognition as the grocer in the larger towns and cities, as many of them will possibly have the most interesting experience to tell.

The prizes to be awarded are insignificant when compared with the real value and importance of the points brought out in open discussion through relating the experiences of different GROCER readers.

Good Advertising Monthly Competition.

For the purpose of encouraging readers of THE CANADIAN GROCER to do better advertising and send the results of their efforts to this department for review, two dollars will be given to the reader who shall send in the most meritorious ad. during one month.

Any subscriber of THE GROCER may participate, and any number of ads. may be sent in, an award being made at the end of each month.

Some particulars regarding local conditions and the extent of your advertising should accompany each lot of ads., including a statement as to the results accruing from the ads. submitted.

Ads. outlining special sales or new ideas in merchandising are desirable, as are also regular ads. of a superior order of merit.

Don't think your ads. are not sufficiently good to win a prize. Try anyway. If at first you don't succeed, try hard to write a specially good ad., run it in your local paper and then enter the competition again. It will be but a friendly contest, and I hope all will participate.

In case only one ad. shall be received in any one month and it does not, in the opinion of the editor, possess sufficient interest to merit it, an award need not be made. However, it is not expected that this contingency will arise.

All correspondence should be addressed to W. Arthur Lydiatt, care of CANADIAN GROCER, Toronto, Ont.

When desired, the identity of correspondents need not be divulged.

In the competition for the best ad. sent in during any one month, in order to judge the individual merits of ads. sent me, it will be necessary to know a few particulars regarding the results the ad. produced, the population from which it is possible for you to draw trade—some idea of the extent of your business, and whether you regularly run similar ads. or not. I do not mean that these questions should be answered specifically, but that such general information relating to the conditions under which business is done and the extent of your advertising as is here outlined, shall be given.

Send in as many ads. as you like during the month, and if you don't succeed one month, be sure and try the next month, endeavoring all the time to be steadily improving your advertising.

I leave it to readers of THE GROCER to make this competition the interesting and valuable one it can be made, and earnestly invite the co-operation of all in my endeavor to be of real practical assistance to those who take an interest in this department.

It is some time since I received a letter from G. R. Ashwell & Sons, of Chilliwack, B.C., enclosing a circular which they send out every month to all parties on their mailing list, whether customers or not.

There is nothing particularly distinctive about the circular, it is practically a list of prices on the different lines of goods they carry, and if there's anything at all in the circular that ought to be interesting to those who receive it, it will be these prices.

The circular, as a whole, lacks any strong characteristic which would impress a reader. It contains no particularly convincing arguments, and though "sale price" is mentioned in several instances, I see no other reference to any special sale.

I would suggest that my correspondent get these circulars up in the form of a "store paper" telling of the arrival of new goods as "news" and, of course, enumerating such special offerings as may be at the time most interesting.

This would be sent each month to every person whose trade it seemed possible to procure.

The remarks re store papers in this department last week will prove interesting in this connection.

I'll be glad to receive some more of these circulars at some future time and hope they may show some improvement, as no doubt they will.

Economy Counts

even in wrapping papers. The quality of our brown and manilla papers makes them cheaper than the so-called cheap papers. Strength and durability make them reliable and satisfactory.

MADE IN CANADA.

Canada Paper Co., Limited

TORONTO MONTREAL.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO.

BERLIN BRUSH CO.

WATERLOO.

Manufacturers of

Fine Whisks, Brooms, and Brushes

We want your trade, and if your name is not on our travellers' list, let us know and we will send our quotations or have a man call at earliest opportunity.

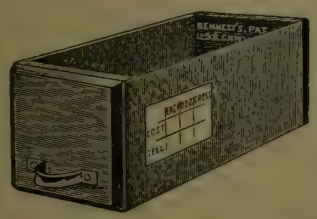
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware, Grocery, Seed and Drug Trades.



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

DO YOU SELL IT?

"BROCK'S BIRD SEED."

NICHOLSON & BROCK, TORONTO.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

LAUNDRY BLUE

The best season for Laundry Blue is now commencing . . .

See that you have a good stock of . . .

KEEN'S OXFORD BLUE

The delight of the laundry

KEEN'S Oxford BLUE
KEEN'S Oxford BLUE
KEEN'S Oxford BLUE

Current Market Quotations for Proprietary Articles

September 10, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

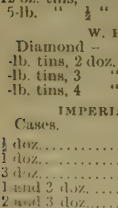
W. H. GILLARD & CO.

Diamond –	
1-lb. tins, 2 doz. in case	$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 2 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 35
" " " B, 4 "	3 95
Boeckh's Bamboo Handles C, 3 strings	3 70
" " " D, 3 "	3 50
" " " F, 3 "	3 20
" " " G, 3 "	2 95
" " " I, 3 "	2 60

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Biscuits.

CARR & CO., LIMITED
Frank Magor & Co., Agents.

Cafe Noir	$0 15
Ensign	0 12½
Metropolitan, mixed	0 09

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins	per doz. $6 75
" ½-lb. tins	" 3 50
" ¼-lb. tins	" 2 00
" fancy tins	" 0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

CADBURY'S.
Frank Magor & Co., Agents.

	Per
Cocoa essence, 3-oz. packages	$1 65
Mexican Chocolate, ½ and ¼-lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
Nibs, 11-lb tins	0 35½

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37

SYRUP—that's all, but it's all SYRUP—

It is PURE,
It is FLAVORY,
It has BODY.

The Brand is 'CROWN'

Ask your jobber for it.
Look for the CROWN.

PUT UP ONLY BY

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, QUE.

Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Cocoanut.

L. SCHEPP & CO.

	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
⅛ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
⅛ and ¼-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor " brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle " brand	$1 65
Gold Seal " brand	1 30
Peerless " brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

	Per lb.
In bulk—	
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	15 00
Small size "	12 00
Roquefort—Large size "	2 40
Small size "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6 "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans....per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

RECKITT'S BLUE and BLACK LEAD

Always give your Customers Satisfaction

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 3[illegible]
"Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb packages	$ 2 75
No. 2, " 120 ½ lb. "	2 75
No. 3, " { 30 1-lb. " / { 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

BEE STARCH.

Cases, 64 packages, 48's	5 00
½-Cases, 32 packages, 24's	2 50

Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06¾

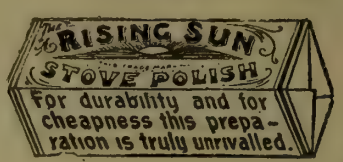
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

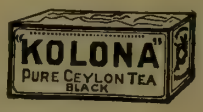
	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. / " " 30 1-lb.	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
" IV 80-lb. "	0 34
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas	
"Nectar" in lead packets—	
Green Label, retails	0 26 at 0 20
Chocolate Label "	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50
"Condor" Ceylon black tea in lead packets—	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases, retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases, retail	0 60 at 0 40
Black Teas "Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages. (25 1-lb. "	$0 35 0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages. (25 1-lb. "	0 29 0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages. (25 1-lb. "	0 23 0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages (25 1-lb. "	0 35 0 34
Green Ceylon, No. 2,	(50 ½-lb. packages (25 1-lb. "	0 29 0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0
" Amber, 8s. and 3s	0
Chewing—Stag, bars, ½ oz.	0 38
" Bobs, 5s. and 10s.	0 39
" " 11½ oz. bars, 5½s	0 39
" Currency, 13½ oz. bars, 11s.	0 42
" 6s. and 11's	0 42
" Old Fox, narrow, 11s	0 42
" Snowshoe, 1 lb. bars, sp'c'd 6s	0 46
" Pay Roll, 6s	0 47
" Fair Play, 7s. and 12s	0 48

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Skl. Bk. Globe	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 75
" " 1	8 60
" " 2	7 50
" " 3	6 45
Pails, No. 1, 2 hoops	1 77
" " 3 "	1 93

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c	1 80

CODOU'S

MACARONI

(Genuine French)

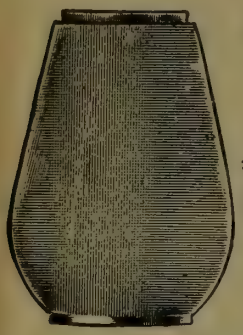
Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrok Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.

ARE YOU USING OUR——



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG Limited

MERCHANTS

Why do you not give 13 eggs for a dozen? Simply because you can conveniently count out 12 eggs which are the standard dozen. Why do you give 17 ounces or more for 1 lb? Simply because on the scales you are using you have to guess and are never sure whether you have just 16 ounces or not. **The Toledo Scale Counts the ounces** and shows them to both buyer and seller, just as plainly as you **count the eggs**, so you may give 1 lb. 1 oz. for a pound if you wish, but there is no necessity for your so doing if you use a **Toledo Scale**, as there is absolutely no such thing as **down** or **overweight** on a **Toledo Scale**.

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

James Ewart

MANUFACTURER OF

High-Grade Delivery

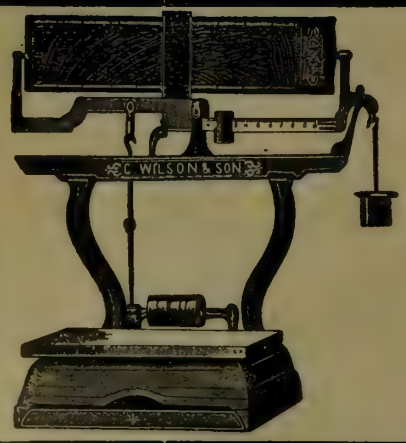
WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 1188



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ——

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, - - TORONTO.

LIPTON'S TEAS

Have the largest sale in the world.
Direct from our own gardens.

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

WRITE TO THE AGENTS—

Laporte, Martin & Cie., - - - Montreal.

The First Step

This man is writing for our 1903 catalogue: something has happened in his store to make him think, and when a man gets thinking something generally moves.

This time it's that pound and ounce scale that's going to move; he's tired of having his clerks give overweight.

Now he's finding out what this Nearweight Detector is.

Suppose you do the same thing. Our catalogue tells it all, shows how to

Ask Dept M. for catalogue.

Save three Pennies too.

Do it to-day; only takes a postal card.

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.

"Sterling" Brand Catsups

The "Sterling" brand on a bottle of catsup means first-class quality and nothing else. Quality has given these catsups the name they possess for purity and excellence. Grocers should keep well stocked with this brand.

Catch Trade.

The T. A. LYTLE COMPANY, Limited
Makers of High-Grade Catsups,
124-128 Richmond St. West, TORONTO.

One Year's Advertising FOR $1.00

One hundred forceful, straight-from-the-shoulder ads. for grocers—copy for two ads. a week for a year—for one dollar.

"100 Good Ads. for a Grocery Store" is the title of a book of advertising suggestion for grocers, compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion in THE CANADIAN GROCER.

An interesting and instructive article treating with the grocers' advertising proposition is included, together with nearly 100 short, pithy sentences for ad. headlines, show cards, etc.

If you fully realized what a great big dollar's worth this book actually is, you'd hasten to secure a copy before they are all gone.

Sent post paid on receipt of the price—one dollar.

MacLEAN PUBLISHING CO.
Toronto.

Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French

"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,
146-8 Front St., West, . . . TORONTO.
MONTREAL, 301 St. James St.,

JAPAN TEA

In selling **JAPAN TEA** the grocer gives his customer a **pure, wholesome, unadulerated Tea,** very refreshing and invigorating. There is great satisfaction all round in selling the genuine—

JAPAN TEA

Rich in Flavor **Full Strength**

THERE IS

NO PURER SUGAR

THAN

CRYSTAL GRANULATED

MANUFACTURED BY

The Wallaceburg Sugar Co., LIMITED

WALLACEBURG, ONT.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

THE FUNDAMENTAL BASIS

of the successful selling of Tea Rose Drips is the very high excellence of the product — Pure Cane Sugar Syrup.

ROSE & LAFLAMME,
Agents,
MONTREAL.

BATGER'S
Lemon Squash

The purest and best Lemon Squash is the only kind it pays to handle. When you handle Batger's you are selling an article of known quality.

ROSE & LAFLAMME,
Agents,
MONTREAL.

Don't throw money away handling inferior teas. If you are up-to-date and want to secure a good profit sell—

The Tea that is everywhere admitted to be the best.

CEYLON TEA

BLACK and GREEN

Its ability to satisfy old customers and make new friends is unsurpassed.

Consumers throughout the Dominion are always willing to testify to its merits.

Don't Experiment With Trade. It Doesn't Pay.

Our brands are all proved trade holders.
They carry quality, and show profit.

COHOES
"Eagle"
"Golden Net"
"Harlock"
"Empress"

RED SOCKEYES
"Nimpkish"
"Griffin"
"Sunset"
"Lowe Inlet"

The British Columbia Packers' Association,

VANCOUVER, B. C.

All Storekeepers

work too hard and should have another clerk, but they say they can't afford it We can put you in the way of hiring the extra clerk

Without Cost to You.

WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.
LIMITED
DUNDAS, CANADA.

SOCKEYE SALMON

"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

We have a very attractive one-pound tin of

Social Tea Biscuit

on the market now. It is a nice package for special occasions. Try a dozen.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. *King and Bathurst Streets, TORONTO.*

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

The Twentieth Century Broom.

Showing how the New Broom is used.

After numerous unforeseen delays incident to the starting of a new industry we are now shipping the New Brooms.

We have a mass of orders ahead of us, which we will fill in the order in which they were received, and we ask the kind indulgence of our friends for the unavoidable delay.

We are doubling our capacity and hope soon to be able to keep pace with our orders, and ship as soon as they are received.

Showing how the New Broom is made.

Showing how the New Broom is Packed.

Ask your wholesale house for **The Twentieth Century Broom.**

SOLE MANUFACTURERS IN CANADA,

The Eclipse Manufacturing Co., Limited,

OTTAWA, - CANADA.

Spices for Pickling and Sauce Making.

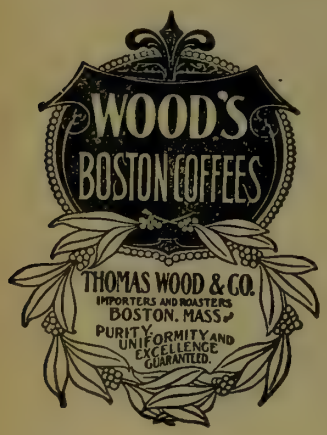
WE HAVE always led in these lines. This season the variety and values offered are exceptional. Look up your stock and give us an opportunity of pleasing you in the goods we send.

Whole pickling spices in 5 and 10c. tins. Some fine lines of Cloves, Ginger, Cinnamon, Pepper, Turmeric, Celery Seed and Mustard Seed.

Each line selected with a view to giving perfect satisfaction.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

BRANCH CANADA GROCERS, LIMITED.



Did you see the new Comet?

It travelled fast and made a great show for a short time.

But the North Star will shine with a steady light long after the new candidate for public interest has disappeared.

Don't be deceived by lurid methods of introducing unknown products, but keep your eye on

WOOD'S COFFEES

Like the North Star they shine brightly and permanently—in the trade firmament.

Thomas Wood & Co., 428 St. Paul St., **Montreal.**

WE ARE THE MANUFACTURERS AND CONTROLLERS OF THE

Famous TARTAN Brand

Canned Fruits —Salmon —Syrup —Molasses	Teas —Rob Roy Tartan —McLeod " —Gordon " —Royal Stuart "	Extracts Spices Coffee Baking Soda	New TARTAN Peels in store New TARTAN Valencias in store

Write, telephone, or telegraph at our expense. QUICK DESPATCH.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

Raisins

Our first shipment of new crop reached here Wednesday. We have more coming on Monday.

Salt

The papers say there is a famine. We have lots for you all, however, of the famous "Chippewa" Brand, 100/3, 42/7s and ordinary fine.

Gem Jars

are scarce. We still have a few Mason porcelain-lined caps, machine made.

While they last we quote:

Pints, $6.25 per gross, net.
Quarts, $6.75 per gross, net.

Vinegar

Robataille XXX White Wine, 17½c. net.

CANADA BROKERAGE CO., LIMITED

48 WELLINGTON ST. EAST, TORONTO.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

ON Monday, Labor Day, the House took a holiday, that is to say, it sat for but two hours, and on Tuesday it plunged into general business after a prolonged railway bill of fare since August 11. The vigor with which the tired members took hold of affairs of a general character, the number of short, sharp, pithy speeches made, and the general business-like atmosphere that pervaded the whole sitting was indeed a treat after the monotony of the last ten days of the great debate.

* * *

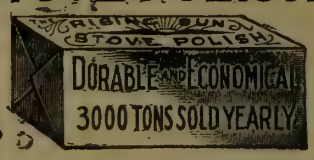
Mr. Fitzpatrick again took up his Act to Amend the Criminal Code, and a lively debate took place over his announcement that he proposed to drop the clause which was to make it a criminal offence to sell to persons under 18 years of age anything in the way of tobacco. It will be remembered that early in the session a great agitation was started by the Women's Christian Temperance Union to the end that the importation, manufacture and sale of cigarettes should be totally prohibited. A resolution to the effect that in the opinion of the House this course should be adopted, was introduced by Mr. Bickerdike, and carried by an immense majority. It was as a partial concession to this vote that the Minister of Justice introduced his new clause in the code. Total prohibition was not granted, but it was proposed to make it very hard for those vendors who sold to the young. While this was not all that the promoters of the movement were urging, it was at least a move in the right direction, and, as such, was acceptable to the vast majority of those members who had supported Mr. Bickerdike's motion. Mr. Fitzpatrick gave as a reason for the withdrawal of the clause that he had received protests from the W.C.T.U. all over Canada against his proposed legislation, because it was not going far enough, and from the trade from all parts because it was going too far. Failing to please either, he proposed to withdraw the section in hope of being able next year at his leisure to frame a much better enactment. Having taken his seat the storm broke out, and member after member, quite irrespective of party, arose and filed his strenuous objection to the withdrawal of the section. It was pointed out that half a loaf was much better than no bread, that Parliament must legislate in its wisdom after hearing both sides, and, irrespective of protests, that the general opinion of the House was in favor of the clause, and that it should stand. So strenuous was the opposition to withdrawal that the Minister finally arose again and promised that this very session, instead of six months hence, he would introduce a new and better clause, and with this the House had to be content.

As a matter of fact a better clause could, surely, without much difficulty, be drafted. As was pointed out by one of the speakers the proposed enactment was very easy of evasion. It only required an 18-year-old boy to become the purchasing agent of a group of younger boys to get round the whole thing. In the opinion of the writer it would be much better to hit at the smoker himself. If a clause were passed making any boy under 18 found smoking cigarettes liable to a fine, and failing that to a short term of confinement, apart, of course, from the regular "prisoners" in a jail, the proper person, to wit, the parent, would be reached, and, after payment of a fine on behalf of his erring offspring, we venture to assert that parental authority would be so exerted that a repetition of the offence would not happen very soon. The whole trouble nowadays seems to be the lack of home discipline. We venture to say that even 30 years ago legislation of this kind was totally unnecessary, because the father of that day took good care to see that his child did not do what was bad for him. Now, however, it is quite different, and Young Canada does about what he likes, or, perhaps, just what he likes, till Old Canada's pocket is touched, but just at that point Old Canada wields the rod with unabated vigor and Young Canada is made to feel that the way of the transgressor is hard. Of course the difficulty lies in the imprisonment in the alternative. To almost all of us it would seem not only hard but inadvisable to put a young lad in jail for what is after all not a crime or even an immoral act, for what is more in the nature of an offence against public health, and yet if it were simply the imposition of a fine, with no punishment in the alternative, the average lad, who is of course blissfully free from the cares of property, would go scot free, for his father would not put up for him once in ten times, unless to save him from a worse fate. If the parent did not have to suffer for the boy's offence he would not greatly worry about the matter, and hence would not be very likely to give that home "instruction," the lack of which is really the cause of the whole trouble. We will wait with interest to see how the clever Minister of Justice will steer clear of these various reefs and quicksands.

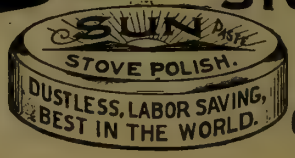
* * *

Then up came the question of the increase of judges' salaries, always a vexed one, in which members divide freely in opinion, the farmer representatives usually setting their faces against any rise, and the professional and business men favoring it. The tendency was most noticeable in this debate, and opinions seemed to vary from the view that a judge was a pampered plutocrat, to the opposite that he was starved to death and so inadequately provided for that it was a positive disgrace to the country. One gentleman, an advocate for a retention of present rates, pointed out that whenever there was a vacancy there was a rush for the position, and, as he expressed it, the Minister of Justice did not have to appoint a commission to find a man to take the job. This is undoubtedly true, but where this gentleman missed the mark was that he quite eliminated the question of fitness. There are no doubt tens of thousands who would undertake the duty of Premier of England or President of the United States, but there are certainly not even scores truly fitted for the performance of the functions of those high positions. We are inclined to think that with regard to the county judgeships there is plenty of good material to be had at or about present prices, if we choose to bring the question down to a purely commercial basis. The position of county judge is for the most part an easy one, the incumbents are not at all hard worked, and their place of residence being for the most part in towns of moderate size, the expense of living is not so great as it is in the cities. Even in their case, however, a moderate increase, say of four or five hundred dollars, would not be out of the way, when we consider how the rewards for all forms of work have advanced in the last few years, as also the cost of living. The High Court judges are undoubtedly entitled to better pay, and it is in the interest of the country that

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH and SUN PASTE STOVE POLISH IN TINS



GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

they should get it. Before them come the more important cases, both civil and criminal, and for their posts we require the best the land can furnish. It is a notorious fact that whenever a vacancy occurs on the High Court Bench it is impossible to get the leaders of the Bar to accept the position, for the very good reason that a leading lawyer makes easily from twice to three times the amount now offered for a judicial salary. We have indeed been fortunate in securing very fair men for the positions even as it is, but it is increasingly difficult to get them. When we consider the comparatively small number of superior court judges, a very small amount would provide an increase of say $2,000 each, which is the very least they should receive. The position of these judges is important, not only because of the heavy cases coming before them, but also because their judgments form precedents for and become binding upon the judges of the courts below—the county courts. As we have from six to eight county court judges to one superior in rank, we can form some idea of the importance of this aspect of the case.

* * *

In this busy day Sir Wilfrid took a hand by introducing his resolution to provide a yearly subsidy of $133,333.33 for ten years to procure direct steamship service between Canada and France, twelve trips in the Summer and six in the Winter. This is not the first time an effort of this kind had been made, for $100,000 as a yearly subsidy had been offered to a syndicate, but found too small. There will be little, if any, opposition to this grant, since its object is to increase trade with a country which is capable of becoming a very large consumer of Canadian products, and with which as yet we have not been doing the trade we should. Under the French treaty we enjoy certain advantages in the fish and lumber trades, but these we lose when we do not ship direct. We know that both these lines can be very largely developed. We have by no means reached the limit of our fisheries' output, and if it turns out that in Hudson and James Bay we have rich undeveloped fisheries, France should be able to take a large quantity produced from that source when we have rail communication established with those inland seas. As for lumber we must recollect that that includes one of the products, pulp. If we have not reached the limit of our fisheries, we have certainly only got to the beginning of our riches in pulp. France is one of the largest consumers of this product. We are about to build railways through a region which we have every reason to believe is covered by the finest spruce forests anywhere to be found, and when in say four or five years the construction is completed, Canada will undoubtedly become the largest pulp producer in the world. It is well to make a humble beginning against the day when this new channel of trade will be required, and even as it is, our present resources are equal to a very considerable drain.

* * *

On Tuesday the members found mailed to each a copy of what may be considered the first campaign leaflet of what is said to be the coming election. It consists of but a few lines, in which "Cox can't wait" figures twice, and which would not be very objectionable but for a part which reads "See the Sifton Yacht and Sutherland Mansion—Shout Greater Canada, there is money in it." We sincerely hope that the campaign, if campaign there is to be, will be fought on broad issues, and not on personalities, which so disfigured the fights of earlier times. The reference to Messrs. Sifton and Sutherland undoubtedly means something, or it would not be put there. Taken with the context the innuendo is clear enough—it is that these gentlemen are unlawfully enriching themselves at the public expense. If they are doing so why do their opponents not make use of parliamentary machinery and unearth their wrong-doing, as has been done time and again in our history—if they are not, then why make the burden of public life heavier by seeking to blacken character. The fact is, Mr. Borden, the courteous and broad-minded leader of the Opposition is away, but for which we much doubt if the document would have been allowed to see the day. Such publications naturally stir up political rancor, from which this Parliament thus far has been extremely free, and it is indeed sincerely to be hoped that the Liberals will not reply in kind, seeking, as is usual in such cases, to "better their instruction."

* * *

About the Redistribution measure we shall not attempt to say very much. Where political lives are at stake, as is always the case in such measures, there is always an intensity of feeling, and those who have followed the politics of Canada for the past twenty years will well remember the exciting and acrimonious debates which followed the introduction of the Conservative measures in 1882 and 1892. It is probably pretty well conceded that to follow county boundries is a wise and fair thing to do, removing, as it does in very large measure, the temptation to legislate for direct political advantage. But even within county boundries there are often cases where a line dividing a county into two seats if run from north to south means one seat for each party, which if run directly from east to west means two seats for one party. In such a case it is hardly to be expected that a Government will not take advantage of its political majority to get the better of the deal, and to this extent no doubt the present party in power has been a gainer by the measure.

A GROWING CONCERN.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., are building a large addition to their present extensive warehouse, which they find necessary owing to their increasing business, and for the next couple of months, during building operations, they will offer special inducements on various lines which they are overstocked with and to make room for Fall importations.

FRUIT JARS.

Your Orders will Receive Prompt Shipment

L. P. & Co. Spices are absolutely the best.

Lucas, Steele & Bristol, - Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Do you Want the Best Goods? If so, Order

JERSEY PURE MUSTARD

THE FINEST PURE MUSTARD ON EARTH.

¼-lb. Tins, 40c. per pound. ½-lb. Tins, 38c. per pound.

MADE IN CANADA—PROFITS REMAIN IN CANADA—
IS BECOMING VERY POPULAR WITH THE CONSUMER.

Lumsden Bros., Standard Spice Mills, Hamilton.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

OUR NEW SEASON

Selected Valencias

arrived in New York on the 11th, due here now; half-boxes and quarter-boxes. Quality said to be finest in many years. Prices right.

SEND US YOUR ORDERS

JAMES TURNER & CO.

Wholesale Grocers, = = = = HAMILTON.

SELECT VALENCIA RAISINS.

We are offering a limited quantity of **4-Crown Select Valencia Raisins** at a very low price.

THOS. KINNEAR & CO.,

Wholesale Grocers — **49 Front East, TORONTO.**

DO IT, AND
DO IT NOW.

NOW IS THE
TIME YOU SHOULD
ORDER MORE
MacLAREN'S IMPERIAL and ROQUEFORT
CHEESE, ALSO
CANADA CREAM CHEESE, AND
NOT AFTER YOU
HAVE BEEN OUT
OF THEM A WEEK.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, Manufacturers and Agents, TORONTO.

A HISTORICAL CAUSERIE.

IT is a never-failing source of interest to turn over the files of an old newspaper, provided the paper has been a power in its day. To be able to say, "Dear, dear, and that is how a still unforgotten incident struck those to whom it was a living fact," is a pleasure to the ordinary human being. In the same way it is interesting to note the old doings of a manufacturing house which has been a power in the land, and a glance through the old show-cases of a firm of this class recalls many a partly forgotten historical incident.

One of the most interesting of such is now on view at the Crystal Palace, London, Eng., and belongs to Messrs. Batty & Co., of "Nabob" fame. Founded in 1824, for over half a century the firm celebrated many an event by issuing a new sauce; and the case referred to contains sample bottles of these forgotten condiments with their original labels.

In the early years of the firm's existence, an event occurred which marks the third period of halcyon days for Great Britain, the accession of the late Queen Victoria; there is a sauce bottle with a beautifully engraved head of the young Queen. About this time there is a curious bottle called The United Army and Navy, the navy being pictured with the doings of an officer's squad impressing recruits. There is also a very good portrait of "the Duke," which the books of the firm show to have been very popular indeed.

Coming a little way down the roll of years, there is "The Princess Royal," issued in celebration of the young Princess' birth. There is the "Guildhall," the label being the city coat of arms; and there is "Jenny Lind," the singer whose name aroused more extended interest than any other before or since.

The next bottle to attract attention is "The Universal," a curiously-shaped bottle, the label being a drawing of the original 1851 Exhibition, the bottle neck rising from out the centre transept, the

lower part of the label being full of figures and vehicles, the ladies in crinolines, and the men in bell bottoms. Almost next to it is one, "The New Volunteer Rifle Corps," issued when excitement ran high over the massacres in the Indian Mutiny; there is a freshness about the sentiment of this, recalling, as it does, the citizens drilling in Finsbury Fields, not far from the site of the firm's original factory. Then comes "The Garibaldi," an Italian flask-shaped bottle, with a highly-colored label, the patriot's red shirt, from which a well-known ladies' garment was named, being most conspicuous.

A few years give us "The Royal Danish," with portraits of our present King and Queen; to be followed by "The Grand Duchess Marie," "Highland Sauce," contemporaneous with some celebrated pictures of the late Chas. Keene; and a "Colonial Sauce," which depicts the colonies as the granary and larder of the Old Country, thus foreshadowing the new policy, which, no matter what we may individually think of it, is still (alas or fortunately) very much in the air.

Whatever may be thought of the good taste or otherwise of making use of historical persons and events to provide attractive labels, with which to sell comestibles, they become very interesting after a lapse of years. All those mentioned were issued during the first 50 years of the firm's existence, and form but a small part of their list; such celebrated doctors as Kitchener and Southwood Smith contributing recipes, which, with care in manufacture and business methods, then far in advance of their contemporaries, made the name of Batty of world-wide fame.

The firm has been under new management for some months past, and it will be interesting for the Canadian trade to know that Mr. J. C. Burlingham, the general manager, is going to make great efforts to do increased business on this side of the water, so that "Nabob Sauce," which for some time past has been in a state of arrested development, may again, before long, command good sales throughout the Dominion. Messrs. Batty & Co. would be glad to appoint an agent in Montreal.

It may be mentioned that only this year (1903) the firm were again awarded the Gold Medal for excellence of quality and packing.

THE REPUTATION OF **UPTON'S** JAMS, ETC., HAS TO BE BACKED UP.

THE SPLENDID SALE OF THESE GOODS, AND THE EXCELLENT QUALITY, TESTIFY TO THE FACT THAT IT IS BEING BACKED UP.

DO YOU STOCK THESE GOODS? IF NOT IT WOULD BE TO YOUR ADVANTAGE TO DO SO.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

AN APPRECIATION.

MR. RICHARD QUAYLE, who has recently disposed of his general store business at the Helen Mine to The Lake Superior Consolidated Power Co., the owners of the mine, writing "The Grocer" to have his address changed to Ishpeming, says: "I appreciate very much the kind treatment accorded me by the wholesale houses during the year that I was in business on my own account. When I started in I was practically a stranger to them all. Last Fall it became necessary to lay in a Winter supply. (As we cannot get anything in to the mine in the Winter.) My purchases amounted to very nearly seventeen thousand dollars, but I did not have a particle of trouble getting all the goods I wanted. I never sent an order to any house that was turned down, but, on the contrary, was filled promptly and without question. The confidence they manifested is surely very gratifying to me." Among those who treated me so kindly and with such consideration I would mention Messrs. Eby Blain Co., Thos. Kinnear & Co., of Toronto; and W. H. Gillard & Co., F. W. Fearman Co., and Geo. Tuckett & Sons, of Hamilton; Leitch Bros., Oak Lake, Man.; Gordon, Ironsides & Faresto and Smith Bros., Soo, Ont.; and in dry goods, etc., Jno. Macdonald & Co., of Toronto, and Knox, Morgan & Co., of Hamilton. I think your journal very ably edited, and read it with interest and profit. It is certainly deserving the support of the trade."

IN STOCK

NEW CROP

SELECT

VALENCIA

RAISINS.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Meat Supply for Ocean Liners.

THE enormous quantities of foods of various kinds consumed on the great ocean liners is almost incredible. The 107 great liners of the Hamburg-American, for instance, were in actual service, during 1902, 318 days average each. A total of 4,849,935 rations were furnished during the year, besides 38,990 infant rations. This distribution is about as follows: 2,215 for cabin passengers, 5,679 steerage, 1,029 for the officers' mess, 6,345 for crew and laborers, 308 for soldiers, and 124 for infants per day. A grand total of 3,743,287 lb. of meats of all kinds were consumed. An excellent refrigerating system allows the use of large quantities of fresh meats. The itemized fare for 1902 for this company alone is as follows: 6,196 beef, 2,073 calves, 8,775 sheep, 2,484 hogs, all first-class material; 397,319 lb. salt pork and bacon, 238,438 lb. preserved meat, 26,206 cans of various meat preparations. Specialties comprise 5,797 lb. turtles, 27,276 lb. deer, 351,112 lb. and 50,284 pieces fresh fish, 58,013 boxes and 23,250 lb. prepared fish, 1,113 tons of herrings, 31,316 lb. of crawfish and lobsters, 282,869 oysters, 311,354 lb. and 59,154 head of fowl, 159,256 lb. smoked meat and hams, 81,144 lb. of sausages, 284,248 lb. cheese, besides 11,620 tins meat extract, kaviar, etc.

Cheese Markets.

Belleville, Sept. 12.—At the meeting of the Cheese Board held here to-day, 2,160 boxes were registered, 2,100 white, balance colored. Magrath got 300 at 11⅜c.; Alexander, 90 at 11⅜c.; Watkins, 70; Hodgson, 100 at 11¼c.; 11 3-16 to 11¼c. bid on balance.

Cowansville, Que., Sept. 12.—At the weekly meeting of the Eastern Townships' Dairymen's Exchange here to-day 39 factories offered 1,614 boxes of cheese for 11c. and 71 boxes for 10 15-16c. D. McPherson & Co., 283 boxes for 11c.; Frank Duckett, 444 boxes for 11c.; Fred Fowler, 136 boxes for 11c.; Jas. Alexander, 26 boxes for 10⅞c. and A. A. Ayer & Co., 112 boxes at 10⅞c.; 158 boxes unsold. Hodgson Bros. bought 149 boxes of butter for 19⅜c.; Jas. Dalrymple & Co., 100 boxes for 19⅞c., 142 boxes for 19⅜c. and 84 boxes for 19½c.; Jas. Alexander, 295 boxes for 19⅜c.; Hugh Allen, 35 boxes for 19⅞c., 65 boxes for 19½c. and 190 boxes for 19⅜c.; 380 boxes unsold.

Iroquois, Sept. 12.—Nine hundred and eighty-five cheese, including 40 white, were boarded here to-day. About half sold on board at 11c.; balance on curb at board prices. Sales divided about equally between the buyers, Smythe, Ault, Weir and Johnston.

Cornwall, Sept. 13.—At the Cornwall Cheese Board Saturday 1,574 boxes were boarded, of which 628 were white and 946 were colored. All sold at 11⅛c.

London, Sept. 12.—Only four factories boarded here on Saturday, the offerings being as follows:—Northwood, 190 boxes; Mapleton, 140; Firby, 100; Ballymote, 170; total, 600 boxes. The bids were 11⅛ and 11 3-16c. Northwood and Mapleton sold at 11 3-16c.

French Butter Industry.

WRITING in The Agricultural Gazette, Mr. James Long says:—Butter making in France is very much like butter making in England in this respect—that there are some who realize high prices, and many who realize low prices. A few English owners of Jersey cattle, who are at the same time enterprising people, obtain large yields of butter per cow and high prices per pound. Many others realize moderate prices, and thousands absolutely low prices. In France the most capable makers reach up to 2s. 6d. a pound for their butter. I have known an instance in which 2s. 8d. was obtained; one of the farmers we visited was obtaining about 2s. 2d. On the other hand, the average farmer of the districts around Bayeux and Isigny, which supply their special brand to the Paris market or to private buyers, obtain prices equal to the best produce of England, while the multitude who send their produce to Paris to take its chance, or who supply the blending-house owners, have to be content with just what their butter fetches. The blending-house in France is in one way practically what the creamery is in Ireland; but, instead of purchasing the milk, it purchases the ready-made butter, which, after blending, is graded, chiefly for the British market. Now, it is obvious that if there are three or four qualities of blended butter, there must be three of four qualities made by the farmers. But in all probability, as in England, there are more. The process of blending is not a very delicate process, but it is entertaining if it is not appetising, and a highly edible article is turned out, which is chiefly consumed in London. The mild Norman and Brittany blend is well known in the metropolis, and in my experience it has found its way into many middle-class families and substantial hotels and restaurants, and is there regarded as the supremely right article—I speak of the best brand—being delicate and mild, and always sweet for some days after its arrival.

An English Cheese Fair.

At the August Lancaster cheese fair, says Grocery World, the pitch comprised 65 dairies and 1,129 cheese, an increase of nine dairies and 56 cheese on the corresponding fair last year. The cheese was of a nice even quality, and smartly presented. There was a brisk demand, and a clearance was effected in 20 minutes. The prices ranged from 55s. to 61s. 6d. per cwt. There was a large attendance, including the dealers from Preston, Ulverston, Dalton, and Kendal, besides local buyers.

Advantage of Regularity.

The London (England) Saturday Review urges Canadian shippers to pay more attention to regularity in timing the arrival of their shipments.

Until they do so, it is contended, they will be at a serious disadvantage in fighting their continental competitors, who have adopted the system of weekly arrivals to meet the requirements of customers.

Canadian cheese is undoubtedly the most popular cheese imported, and if shippers would send nothing but mature cheese the extraordinary difference which exists between English and Canadian Cheddar would quickly grow small.

Provision Notes.

The price paid for live hogs at the London market on Monday, September 14, was $5.75 per 100 pounds.

Fox Bros., pork packers, Toronto, have been succeeded by Fox Bros. Co., and they are removing their headquarters to Brantford.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control and guarantee all goods packed by the

CHARLOTTETOWN PRESERVING CO.

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

Their ***Canned Blueberries*** are the finest packed in Canada. They are packed in 2's and gallons.

WRITE OR WIRE FOR PRICES.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

FEARMAN'S

ENGLISH BREAKFAST BACON . . .

has the highest reputation for quality. This is what one of our customers says about it :

"After trying many brands of Smoked Bacon, experience overwhelmingly demonstrates the fact that Fearman's English Cure is superior to any brand cured in Canada."

That is a good testimonial from a good customer. If you have not had our Bacon in your provision store let us have your order, and you will agree that the above endorsement is not undeserved.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED

PORK PACKERS,

TORONTO, ONT.

THE PROVISION MARKETS.

TORONTO.

CURED meats have maintained the firmness which has ruled for some time past. The market is without much interest. Stocks are light and demand sufficient to account for the firmness. Lard has shown no movement in price since last quotations. We quote :

Long clear bacon, per lb	$ 0 10	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 11½
Medium hams, per lb	0 14	0 14½
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	19 00	20 00
Short cut, per bbl	21 00	22 00
Shoulder mess pork, per bbl	16 00	17 00
Lard, tierces, per lb	0 9½	0 09¾
" tubs "	0 09¾	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 08½	0 09½

Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON ONT.

Headquarters for everything in our line.

REFRIGERATORS Useful to every one. 40 different styles. Silver edal, Quebec 1901. Diplomas: Toronto, Ottawa, Montreal.

C. P. FABIEN,

Merchant and Manufacturer,

3167 to 71 N. Dame St. Montreal, Can.

Write for Illustrated Catalogue.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

Dressed hogs, light weights, per 100 lb	8 00	8 25
" " heavy " "	7 50	7 75
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

MONTREAL.

A very good business in hog products is reported this week and the market continues fairly steady. The lumbering sections are calling for Canada short-cut mess pork and the prices for same are steady. The demand for Canadian bacon in England is still fairly active, and hence there is a firm tendency on the local market. There is a steady inquiry for smoked meats for the local as well as for the export trade. We quote :

Heavy Canadian short cut mess pork	$19 00	$20 50
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 14	0 15
Hams, per lb	0 13	0 14

There is a good demand for lard at the following unchanged prices :

"Boar's Head" brand	0 08¾
Carloads, less	0 09¼
60-lb. tubs, over tierce	0 09½
20-lb. tin pails, "	0 09¾
20-lb. wood "	0 09¾
10-lb. tins, "	0 09¾
5-lb. tins, "	0 09¾
3-lb. tins, "	0 01
Pure lard, in pails, 20 lb	1 95
" in tubs, 50 lb., per lb	0 09½
" in tins, per lb	0 10⅜ 0 10⅜

ST. JOHN, N.B.

In pork the market is a firm one. Western prices, particularly from Chicago, are quoted higher. On an advancing market Boston prices move more slowly than Chicago. In beef there is little change, but the market is quite firm. Lard is firmer, and higher prices are looked for ; refined has a very good demand. Sausages are now a feature ; domestic supply the market. In fresh beef there is just a fairly steady demand ; domestic is quite freely offered and easier ; it shows a wide range in price ; Western is unchanged. Veal, while offered, is dull. Mutton is little seen. Lamb is an active seller at a low price. Pork is more freely offered. Quotations are :

Mess pork, per bbl	$19 50	$20 00
Clear pork "	17 50	20 00
Plate beef "	13 00	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07	0 09
Mutton "	0 05	0 07
Veal "	0 06	0 08
Lamb "	0 07	0 08
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 10	0 11
" " pails "	0 10½	0 11½
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 09¾
" " " pails "	0 09¾	0 10

DAIRY PRODUCE

TORONTO.

BUTTER.—The market is somewhat more firm than at last writing, but no quotable change has been evolved. There is a little stir in finest grades of creamery and dairy, but lower grades are featureless. We quote :

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 18½
Dairy rolls, large	....	....
" prints	0 15	0 17
" in tubs, best	0 14	0 15
Under qualities	0 11	0 13

CHEESE.—The strong cheese market is still the feature of the provision trade. At the boards on Saturday cheese sold up to 11¾, which was, of course, the tip top. Complaints are still heard that the rise is purely speculative, but persistency with which it is being maintained would warrant one in looking for more substantial reasons. We quote :

	Per lb.	
Cheese, large, new	0 11½	0 11¾
" twins, new	0 11¾	0 12

MONTREAL.

EGGS.—There are no quotable changes since last week's report. The market continues firm in tone, the price obtained for straights being 15½ to 16c. For selected new laid stock the prices range from 18 to 19c. There is a very good demand this week.

BUTTER.—The market rules steady to firm in tone. There is a fairly good export inquiry, which is supplemented by a demand on the part of local jobbers. There are no quotable changes since our report of last week and our remarks then still apply. The British market has responded fairly well to the firm feeling here, and exporters are expecting continued good prices. There is a good local demand. Prices obtained for finest creamery are 19½ to 20c.; dairies, 15 to 16c.; large lots, 14¾ to 15c.

CHEESE.—The market continues very firm in tone and more dealers are disposed to follow the market than was the case last week. English operators continue to buy and there is considerable speculative purchasing by local exporters, who believe that Fall cheese will not be much lower than now. The combined purchases of these two factions has led to a lively covering movement by exporters, who were short of September cheese for last half of September and early October shipment. We quote following spot prices :

Finest Ontario	0 11⅜	0 11½
Finest Townships	0 11½	0 11½
Finest Quebec	0 11	0 11⅜

ST. JOHN, N.B.

BUTTER.—There is a good steady sale at rather improved prices. No goods so repays care in its manufacture and no line shows such a wide range in price where the cost is about the same. Poor quality causes a large loss.

EGGS.—There is not a very sharp demand. Supply is not large. There is need of a closer watch on quality.

CHEESE.—Cheese is higher and quite scarce. The export demand takes the best stock in the large cheese. Only twins have a good local sale. The output this year will be quite large from our New Brunswick factories. Quotations are:

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 16	0 18
Eggs, new laid, per doz	0 18	0 20
" case stock, per doz	0 15	0 16
Cheese, per lb	0 10	0 11

Norwegian Butter Output.

Nearly all the natural butter made in Norway goes to the United Kingdom, most of the margarine to Denmark ; next come the United Kingdom, Germany, Iceland, and Holland. The new law relating to the manufacture of margarine and margarine cheese came into operation on July 1 last year. One of its most important provisions is that all factories shall put a red band round the package showing that it has been through the hands of a regular controller.

Large Profits

on cheap goods don't pay in the long run.

Your profits on Gillett's Goods are good all the time because the goods are PURE, Well Advertised and steady sellers.

Try **MAGIC BAKING POWDER** as a sample test.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

When you have any

BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

The above Window Display of the N. K. Fairbank Co's products is in the store of Messrs. Hargrave & Co., at Winnipeg.

Merchants interested in this equipment will be entitled along with it to goods which have a retail value of $5.00, in payment for the use of their window for a period of 30 days.

The proposition is one which absolutely insures the sale of the goods and pays a profit of about 60 per cent. as well as being a great trade attractor. Over 200 merchants have accepted this offer.

THE N. K. FAIRBANK COMPANY

WELLINGTON AND ANN STREETS, MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

The End of the Great Exhibition.

THE Dominion Exhibition is over. The crowds have departed and the exhibits been removed for another year. In attendance, in the excellence of the displays, and in the national character of the whole exhibition, a new standard has been set. The distinctly Canadian character of the great Industrial is growing every year, and an institution has been evolved which, in its way, as an annual stock-taking and competitive assemblage is without a peer. It is true that the competitive element was not so obviously apparent in the grocery exhibits as it might have been wished. The splendid results of healthy competition are particularly noticeable in the live stock and dairy departments. The animals in the very pink of condition were as carefully looked after and as scrupulously cleaned as could have been imagined, and showed in every line years of persistent effort towards perfection. In the dairy competition the methods were a revelation and the results as near perfection as can well be hoped for. Although the exhibits to which "The Grocer" has been giving particular attention do not lend themselves so readily to competitive tests, it is desirable in the interests of pure food and health and of the progressive classes of manufacturing grocers, that in the future their exhibits should be more than advertising booths, but, with the fullest frankness, should invite expert investigation into their methods and products. Such an exhibition of food products would be of the very greatest interest, and would doubtless produce results comparable in a degree with those above referred to.

The efforts of "The Grocer" in giving to our readers a comprehensive pictorial description of the Dominion Exhibition in so far as it was likely to be of immediate interest to the trade, it is gratifying to note, have met with very marked appreciation. The Exhibition was indeed worthy of more than ordinary attention, and in undertaking the expensive number just issued in the interests of our readers in the provinces most distant from the scene of the Exhibition and of the trade generally, the attempt was made, which happily appears to have been successful, to do justice at once to the Exhibition as a Dominion institution and to ourselves as the voice, and, in this case, the eyes as well, of the grocery trade throughout all Canada.

The Metallic Roofing Co., Limited.

Exhibit of E. W. Gillett Co., Limited, at the Dominion Exhibition.

In the press of matter last week and the short time available for getting out so many illustrations, the cuts of a number of the exhibits described in our last issue were not ready in time for publication. These reproduced in this number it will be readily seen are of no inconsiderable interest. The E. W. Gillett exhibit, a description of which was given last week, it will be seen from the cut, was most effective, as was also the very

PURE GOLD SALAD DRESSING POWDER

The nicest and most advanced exemplification of ready-to-use condiment that has yet been produced. Demonstrated at Toronto Exhibition to thousands of interested visitors, and taken home by over two thousand patrons to try in their own homes.

As in our various other specialties, we have no doubt this will be speedily imitated, but we look to our friends to patronize the only genuine and original article. Packed in 3-dozen boxes at 90c. a dozen, to retail at 10c., and each package makes a quart of superior salad cream to that usually retailed at 40 to 50c. a bottle.

Pure Gold Manufacturing Co.,

Russell Square, Toronto, Canada.

Exhibit of The Hallwood Cash Register Co. at the Dominion Exhibition.

neat and artistic corner of Lumsden Bros.' "Social" brands. The Cash Register exhibits of the National and Hallwood people will also be remembered as among the exhibits described last week.

THE METALLIC ROOFING CO.

It would be difficult to conceive of a superior exhibit of the line shown than was made by The Metallic Roofing Co., Limited, Toronto. It is recognized by those acquainted with Mr. Thorn, general-manager of the company, that what he undertakes will be done thoroughly. The accompanying illustration will give an idea of this superb exhibit, but no photograph can do justice to the delicate shading and blending of colors which does so much to popularize sheet metals for ceilings, walls, roofs, sides, columns, caps, cornices, etc. Every part of the building was constructed of sheet metal. The imitation of granite in the columns was so good that one must test it by tapping to distinguish it. In the background were seen high-art zinc and copper work, a specialty of this firm that is winning rapidly extending popularity. The effectiveness of the exhibit was much increased by the presence of one of the large stamping machines, which was kept busy cutting out souvenirs for visitors.

THE QUEEN CITY OIL CO., LIMITED.

The conception of the display of The Queen City Oil Co., Limited, Toronto, was unique. In the background was a miniature oil derrick. On the stand in the foreground were lubricating and illuminating oils of every kind produced from crude petroleum, as well as candles, and other by-products. The clear, watery whiteness of the kerosene and the dull, limpid darkness of the lubricating oils formed a contrast which made the exhibit fascinating to the consumer of or the dealer in oils, either for lubricating or lighting.

Exhibit of Lumsden Bros. at the Dominion Exhibition.

BRITISH WEST INDIES.

An exhibit of great educational value and one which should have no slight effect in the development of trade was that of

Exhibit of The National Cash Register Co. at the Dominion Exhibition.

Attention !

NOW INTO STORE :

2,700 Boxes **NEW PEELS,** 7-lbs. each.

LEMON, ORANGE, CITRON.

BEST BRANDS. FINEST QUALITY.

ONE CARLOAD

Dr. Mathieu's Famous Syrup of Tar and Cod Liver Oil FOR

COUGHS, COLDS, BRONCHITIS AND WHOOPING COUGH.

Best on the market.

FIRST ARRIVAL OF

VALENCIA RAISINS

NOW IN STORE.

Ex ss. Victoria, 1,500 Boxes TRENOR and JOSE PART, including F. O. S., SELECTED, 4-CROWN LAYERS.

QUALITY VERY NICE.

See our prices on **Dried Fruits** and **Nuts** of all kinds for later arrivals. They are very interesting.

Always at your disposal for quotations.

L. Chaput, Fils & Cie.

Wholesale Grocers and Importers of
TEAS, WINES and LIQUORS,

MONTREAL.

Selling Agents for "UBERO COFFEES."

To the Wholesale Jobbing Trade:

GENTLEMEN,—

We request you to ask us for our figures on

FRENCH MACARONI,
" VERMICELLI,
" SPAGHETTI.

We received a larger lot than we expected, and are ready to quote very low figures to wholesale grocery houses in bulk and in packages. We have one special lot in bulk, 60-lb. cases, which we can offer at a most reduced price. We will not mention figures in this ad., not wishing to break the market prices. It will pay you to communicate with us.

Yours truly,

HENRI JONAS & CO.

Importers of Grocers' Specialties,
MONTREAL, P. Q.

IN STORE—NEW SEASONS—Cases—16 and 32—7-lb. Boxes.

"ANCHOR" PEELS "STERLING"

FINEST IMPORTED "TURNED DOWN" DRIPPED CAPS.

FINEST IMPORTED CANDIED CHEAPER AND BETTER THAN DOMESTIC.

THE FINEST IMPORTED—EQUAL TO ANY—GET OUR QUOTATIONS.

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO.

the British West Indies, under the direction of The Pickford and Black Steamship Co., of Halifax. Conveniently located near the entrance to the grounds in the same building as the products of New Ontario were the two large pyramids, occupying the centre of the hall, and loaded with all the rich booty of the south. The exhibit was artistically decorated with great bunches of cocoanuts just cut from the tree, together with cocoanut and other palm leaves. On these pyramids were displayed samples of the products of Demerara, Trinidad, Tobago, Granada, St. Vincent, Barbados, St. Lucia, Dominica, Monserrat, Antigua and Jamaica, and included sugar, jams, cocoa, spices, rums, along with liqueurs, orange wine and pimento dram from Jamaica and Dominica and a line of essential oils from the latter island that were really surprising.

The exhibit of sugars from the Barbados was especially good, and a line which must not be overlooked was an exhibit of Jamaica cigars of a very fine quality. As experts consider them the equal of, if not superior to, the Cuban article, there is every reason why preference should be given to the British grown article. Asphalt from Trinidad and manjak from the Barbados are also an interesting and important feature of the exhibit.

The Queen City Oil Co., Limited.

A fine collection of photographs is also shown illustrating the growth and culture of various products as well as the natural scenery of the islands. The photos from Jamaica and Dominica are especially fine.

Altogether the exhibit is an eye-opener to Canadians, suggesting as it does a multitude of lines upon which trade could be developed between Canada and our West Indian fellow members of the Empire. The Pickford and Black company are to be congratulated on the enterprise shown in arranging for and directing this very creditable exhibition.

BACK FROM BOSTON.

Mr. J. C. Rose, of Rose & Laflamme, and Mr. Albert Hebert, of Hudon, Hebert & Cie, have returned to Montreal after enjoying the hospitality of The Boston Molasses Co., at Boston. Mr. Gus. Carrier, of A. Carrier & Fils, Levis, P.Q., was also of the party. An enjoyable outing was spent, as will be readily understood by reading the account of the trip in another section of this week's issue.

The amount of fish seized and condemned by the Board of Health at New York City during the week ending September 11 was 825 pounds.

WATCH

Your Trade Grow

WHEN YOU SELL YOUR CUSTOMERS

"GOLDEN EAGLE" COFFEE

CANADIAN OFFICE AND MILLS—
109 Front St. E., Toronto.

AMERICAN COFFEE & SPICE CO.

As long as you can buy the same kind of tea from the same dealer at the same price that certain dealers put up in packets, go ahead and buy it.

Blue Ribbon *Ceylon* Tea

is obtained exclusively from certain tea estates in the hill country in Ceylon. It is shipped direct to us, and its quality cannot be duplicated in this country.

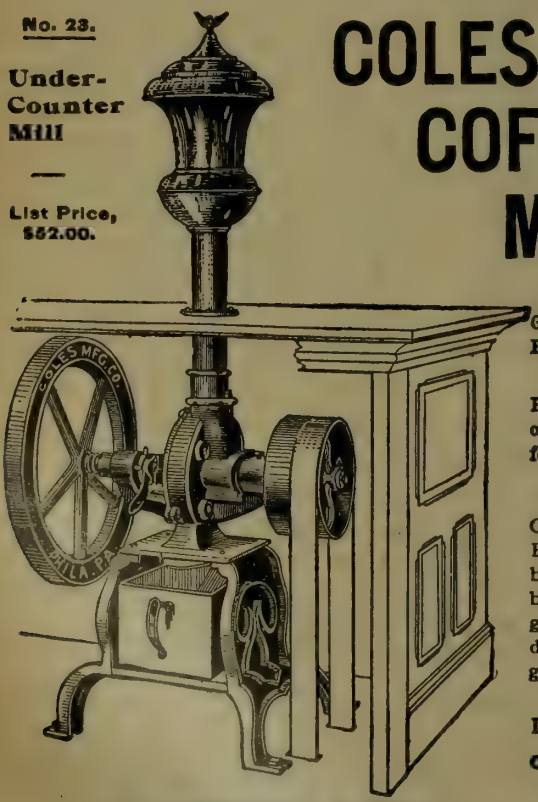
When your customers want the best at a reasonable price give them Blue Ribbon Red Label.

Push the Red Label Brand. Every grocer our agent.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA PENN'A.

THE FROU-FROU (Swish Swish)

OF A LADY'S GOWN AND PETTICOAT.

AT the ball, the theatre, in the parlor, on the street, we hear the rustle of the skirt. This pleasant sound which fashion requires is produced better by **CHINESE STARCH** than by any other.

Similar products to ours, but poor imitations at best, are dropping out. Only the genuine **CHINESE STARCH** continues to enjoy unsurpassed popularity.

Every intelligent, up-to-date laundress, careful of her health, with an eye to economy and well-glazed linen, insists upon getting the genuine **CHINESE STARCH** from her grocer.

Manufactured only by

OCEAN MILLS Montreal, P.Q.

And sold by all live wholesale and retail grocers in Canada.

Retails at 10c. per package.

TRY A SAMPLE CASE. FOR SALE BY ALL JOBBERS.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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MANUFACTURERS' AGENTS.

THE question of selling agencies is at times a vexatious one for manufacturers. Complaint has recently been heard that, while at certain selling centres goods find a ready sale with no trouble on the part of the maker, at another centre, with equally good surroundings, a deadly inertia seems to have fallen on trade, and nothing but discouraging results are realized. A change in the system or agent has betimes, in similar cases, changed all this and discovered the source of the trouble, which may have been due to a variety of causes. Manufacturers thus placed would do well to make a thorough investigation into all the conditions before concluding to withdraw from the field altogether, as THE GROCER is informed one or two have recently done.

The amazing variety of lines which are now being offered to the grocery trade make it every day more difficult to introduce a new line or induce a jobber to push it. The introduction of the most meritorious line requires greater publicity, and more persistent effort than ever before. The reason for ill success may rest with the manufacturer in not giving sufficient attention to publicity, or with the jobber in not taking sufficient interest in the success of his client's product.

Special agents who concentrate their whole efforts upon one line have been suggested as a remedy, but this does not appear essential. A man who is capable of making a success of one line, granted a talent for organization, has given warrant for success with more. Indeed, the man who controls a number of lines has in many ways a distinct advantage over the man with only one. Expansion is the key note of modern business, and the success of the departmental stores is a striking refutation of the single line theory.

Indeed, the possibilities of the manufacturers' agent are of the brightest. All that is necessary is first-class business ability and that eternal vigilance which is the price of commercial success as well as of liberty.

We are wont to look upon our English cousins as somewhat behind the times in the matter of hustling, but that is just where we are often most mistaken. Several of the largest factors in London who began comparatively recently in a modest way as agents for one or two lines have reached out so that they now handle practically everything which can be brought under the term groceries, and have built up magnificent connections.

The methods of these successful London factors might well be studied by Canadian manufacturers' agents who have ambitions for larger things. They will supply any article asked for. If not in stock, it will be put in at once. If unknown, enquiries will be made from the many sources of information available in London until the product, no matter its source, is known and made available. In short, they are business men in every sense of the word. Their field is to supply what is wanted or what may be wanted—and they do it. A first enquiry may find them without being able to supply a given article immediately, but never a second.

The immensity of the market makes possible for the London factor what the Canadian agent cannot as yet hope to rival, but he can at least copy that alertness and keen attention to what the trade may require, which has been so successful in the metropolis of the Empire.

PROBLEMS EAST AND WEST.

CANADA has long been crying out for more people to fill in the immense areas that have opened up and are continuing to open up in Ontario, Manitoba and the Territories of the Northwest.

It is one of the commonplaces of our national proclamations to point out what room there is within our borders for scores of millions of people. The last census report was somewhat discouraging. However, we are being enheartened by the immigration of the past two years, and by the good prospects for the future.

The newer sections of Ontario being opened up will attract many settlers, but it is in the Northwest that the great increase of population will be seen. Already men are forecasting what the shifting of the centre of population will result in. One thing is daily becoming more apparent; namely, the establishment of a western sentiment, lusty, insistent, dictatorial. The Territories are clamoring for provincial status; the grain and milling interests are getting to know their strength; Winnipeg is fast becoming a metropolis; at Ottawa the voice of western members is heard more frequently and more attentively.

It is not to be expected that there will be complete harmony between the East and the West. These two divisions of Canada are in the last analysis two individuals, with, in some respects, diverse interests, with but one purse.

When the West outpeoples the East—and the day may not be a remote one—and the western element in the House of Commons grows strong, there are likely to be some revolutionary changes. It is quite possible to imagine far-reaching party disturbances, in which the old lines of cleavage will be forgotten. Much depends upon the attitude of eastern statesmen. It takes time to bring about maturity, sobriety and reasonableness. The West must be humored for a season, guided as much as possible, allowed at times to have its own way. The dis-

ciplining of childhood and youth must always be accompanied by compromises.

The part of the older East is patience and wisdom. To deal with the new national problems that are forcing themselves upon us in such a way as to win the confidence, if not always the approval, of the West, will require a sympathy with western conditions and needs. This can be obtained only through intercourse and study. Fortunately the travel westward for pleasure and knowledge grows with each passing season, and every such journey gives inspiration and a truer appreciation of the possibilities and magnitude of Western Canada.

Politics in Canada will become broader, in keeping with our country's expansion. The call for men of large brain, honest and fearless, is making itself heard as never before. The young men east and west who will succeed our present legislators are already born; it is to be hoped that there are many among them earnestly studying Canada's problems, fitting themselves for the work that inevitably will fall to them. It is well to point out that the only greatness the world recognizes is the greatness of service. Let our young men serve their generation, seeking only the country's good. The rewards of true service may seem slow in coming — they generally are—but they are worth the effort.

THE SUGAR QUESTION.

SPEAKING of the bearing on the Canadian market of the recent Sugar Act, which went into effect on September 1, in accordance with the terms of the Brussels convention, a prominent Canadian sugar refiner said that it was rather too early to venture anything definite, as the effect is still problematical.

It would doubtless have a tendency, he thought, to benefit the West Indian Canadian sugar industry to the extent of the bounties that had been abolished.

Many, moreover, anticipate that the abolition of the bounties on beet sugar will have the effect of increasing considerably the consumption of sugar in European countries where beets are grown, for, in order to recoup themselves for the amounts paid in bounties, the governments of these bounty-paying countries until now have taxed the consumer to an extent equal to the bounty. This will no longer be necessary.

SHORT-SIGHTEDNESS OF THE CANNERS CONSOLIDATED.

THE selling terms of the Canadian Canners Consolidated Companies, Limited, which were shown in last week's GROCER to be illegal, reveal a somewhat short-sighted policy. A great amalgamated company practically controlling the Canadian canned goods trade, they could have made a reasonable rate of profit a practical certainty, to say nothing of employing illegal unbusiness-like methods.

Had they been wise, they would have taken advantage of their position as first in the field to cater to the demands of a growing market, and acquire a sympathetic clientele of customers by contenting themselves with reasonable dividends, meting out fair dealing all round. Such a course wisely directed would have discouraged excessive competition and saved the dignity and self-respect of the Canadian Canners Consolidated Companies, Limited, themselves. But such was not the counsel of the Consolidated Companies, and in attempting to squeeze out the 5 per cent. composing their opposition they have placed themselves in a position where they are in danger of running foul of the law and have, at the same time, incurred the displeasure of the greater part of the trade throughout Canada.

No man likes to be dictated to as to how he shall conduct his business, and to attempt to coerce a wholesaler into refraining from handling another factory's goods at the pain of losing any profit he might otherwise gain in an unwarrantable interference and an offence to personality. But the folly of it is that it fails in its object. Indeed, the independent factories are in clover, and find no difficulty in disposing of their output to houses who resent the arrogant dictation of the C.C.C.C., Ltd.

But even supposing that for the moment the device were successful, either or both of two difficulties would doubtless arise. Nothing invites competition like monopoly. It is a shouting invitation to investors who are seeking rich returns. Co-operation, where it is applicable, means the death knell of monopoly, and in the canning industry co-operation has already gained a foothold and made good its entry. The Western Brokerage Co. has recently acquired a factory of its own. Others may follow. Canadian business men are not slow in taking up a good thing. Indeed, from an industrial point of view, we have no hesitation in declaring that a monopoly in the canned goods trades could not be maintained a week.

But conceding that it could, the consumer then comes in. The Canadian tariff makes provision for just such eventualities. Indeed it might be supposed that this case was in mind when power was given to the Government to remove, by order-in-council, the duties altogether when there is reason to believe that prices are being unduly exalted by combines or monopolies. So, even apart from the amendment to the criminal code, the canners were riding for a fall, as their policy was certain to work out to their own disadvantage.

THE POVERTY OF THE RICH.

THIS has been a remarkable year. The cant shibboleth of the socialist that "the rich are growing richer and the poor poorer" has been reversed. The poor have never been so prosperous. Work is plentiful, wages are high, the laborer is affluent, the tradesmen prosperous, and, except for the outbreak of strikes during the early Summer, now happily subsiding, the whole work-a-day world is full of confidence in the future and in easy circumstances for the present. The rich, who toil not nor spin, but flutter around Wall street and kindred resorts, have been hard hit—broke in fact. In New York the consumption of champagne and fancy waistcoats has fallen off tremendously. At a recent regatta bewitching maidens had, lack-a-day, to go unentertained, because the gilded youth who were wont to attend to these little matters were dead broke, while it is recounted that a Toronto broker the other day was unable to meet a draft for 50 cents, the amount of a blacksmith's bill. Indeed, unless there is a rift in the cloud the institution of soup-kitchens for destitute millionaires may become a matter for serious consideration with the approach of zero weather.

After all, the step between poverty and wealth is a short one, and whether it is up or down who can tell? Life in a cottage on $1 a day or life in a palace with $50,000 a year—which affords the greater happiness?

In this game of life the great thing is to play straight and play for all you are worth. The pleasure is in the game. The stakes are secondary.

WHARF AND WAREHOUSE OPENING.

IN response to an invitation from The Boston Molasses Co. to attend the opening of their new wharf and warehouses last week nearly 300 gentlemen, representing the wholesale grocery trade of all sections of New England, also Halifax, N.S., St. John, N.B., Montreal, Que. and Levis, Que., together with many men prominent in banking circles and on the "street," enjoyed a sail down the Boston harbor on board the steamer General Lincoln, leaving Rowe's wharf at 10.30 a.m. and returning to the company's new wharf, where refreshments were served, and after inspecting the new wharf and warehouses, continuing homeward to Rowe's wharf to tie up.

While the weather was threatening in the morning, the day turned out to be perfect, for the sky was overcast, eliminating the glare so trying on the water, and the guests, particularly those from interior places, saw much to interest them in the harbor shipping, the Atlantic liners, coastwise passenger boats, sailing craft, islands, forts, lighthouses, etc., that were pointed out by those more familiar with the harbor.

Thus, comfortably gathered in groups in various parts of the steamer, the trip was most pleasant. Many old acquaintances were renewed and new ones made. Indeed there was more than one reunion and business was, for once, forgotten.

Prominent in the foreground, on the South Boston water front, the sign of the "Boston Molasses" across the end of the dock buildings, that were soon to be inspected, stood out in twelve-foot letters, the largest sign letters ever used in Massachusetts, the work of The Howes Mayo Co., Boston, Mass.

Mr. Felix Taussig, president, and Mr. Edwin C. Stevens, secretary of The Boston Molasses Co., Mr. C. F. Bates, treasurer, Mr. A. E. Brownville, ass't.-treasurer, and other gentlemen connected with the company, were active in promoting the pleasure of their guests, extending them unbounded hospitality.

The General Lincoln made a beautiful landing at the dock, where on disembarking another party was found who had come by carriages direct to the dock. The guests beheld, spread in the open air, long tables with snowy cloths in readiness for what, with the ashes of the pile of seaweed at one side, promised to be a regular old-fashioned Rhode Island clambake. Such in fact it was.

Operators from the studio of Elmer Chickering first took a group picture, after which, under the guidance of Messrs. Taussig and Stevens, the wharf and the vast plant thereon were inspected. The guests were surprised and pleased with the magnitude and completeness of the plant. It is located on what is known as the Commonwealth Land, the wharf and warehouses covering an area of over 300,000 square feet. The pier is 300 feet long and 50 feet wide, and the building, all under one roof, is 850 feet long and 260 feet wide. The storage capacity of the entire plant is 100,000 barrels. The plant is fitted with all modern appliances including a double track railway extending the entire length of the plant, from the Summer street side to the end of the pier. It is finely lighted naturally and by electricity generated on the premises.

The pier has a docking berth on each side 50x200 feet, with a depth of 15 feet at mean low water. On the west side the docking berth is 200x80 feet, with a depth of 18 feet at mean low water. The channel approaching the dock is 18 feet deep.

After the inspection of the plant a photograph of the entire party, arranged along the dock, was taken, after, seats were given at the tables, where a clambake was served in true conventional style, with all the usual accessories and some not so usual.

While the company were re-embarking for the return to Rowe's wharf the band played "God save the King" while the gentlemen from His Majesty's Canadian provinces stood with bare heads.

The return to Rowe's wharf occupied only a few minutes. While she was docking cheers were given for the genial captain of the General Lincoln who bowed his acknowledgments from the pilot house, and then all went ashore, pausing on the wharf to give hearty cheers for The Boston Molasses Co., President Felix Taussig and Mr. Edwin C. Stevens.

Mr. J. C. Rose, of Rose & Laflamme; Mr. Albert Hebert, of Hudon, Hebert & Co.; Gus. Carrier, of A. Carrier & Fils, Levis; L. G. Crosby, St. John, N.B., comprised the Canadian contingent, and all thoroughly enjoyed the hospitality of The Boston Molasses Co.

MANITOBA MARKETS.

Winnipeg, September 14, 1903.

AFTER an absence of a couple of weeks your correspondent has returned to find matters very little changed from the position of the market on August 22, when the last report was sent in.

Business is very active in both grocery and provision lines and the changes in prices have been few and unimportant.

On the whole the crop was cut under favorable conditions but the past week has been singularly unfavorable for threshing operations, and Saturday brought a perfect torrent of rain in all parts of the province and territories, and slight snow fall in some sections. Fine weather is predicted for this week.

So far the amount of wheat shipped is very heavily in excess of last year at the same period and the price for cash wheat has been from 16½ to 17 over the price of cash wheat last year at the date. This demand for cash wheat is due to the fact that the old crop was very closely cleared up and millers have been anxiously looking for new wheat. The fact that the crop is lighter than last year and the American markets firm is making prices for all lines of wheat much higher than last year. The dealers claim that the prices here are above export and this will have the tendency of restricting the amount of trading done. Should the present wet weather continue it will no doubt lower the grade, but so far the percentage of No. 1. hard has been very large and the berry plump and well filled.

The canned goods situation presents quite as unsatisfactory a front as it did three weeks ago. Up to date no prices for tomatoes or corn have been received and the indications are that both these lines will be scarce, as unfavorable weather is exposing them to frost. The new pack of raspberries is arriving and other lines are without change. In canned salmon the situation is strong, particularly for sockeye. The present quotations for the new pack are $7.50 f.o.b. coast for the same grade of salmon that is now selling here at $6 per case.

DRIED AND EVAPORATED FRUITS.—The situation is strong and all lines are firm. New apricots range in price from 10½ to 12c.; new peaches, 7½ to 8c.; silver prunes, 8¾ to 9c.; black pitted plums, 8¾ to 9c.; prunes, 4 to 9c., according to size and pack. Raisins, valencias, fine off stalk, $2.30; layers in 28-lb. boxes, $2.50; sultanas 9c.; muscatels, 7½ to 9c., according to the number of crowns; currants, new filiatras, 5½ to 6c., cleaned, 1c. extra.

SUGARS.—Firm in price and with strong demand. Granulated, $4.75 to $4.85, and bright yellows, $4.15 to $4.20. The sale of sugar has been exceptionally heavy, even for the preserving season.

RICE.—The market is unchanged and steady with prices as follows: B. rice, 4⅛ to 4½c.; Japan, 5¼ to 5⅝c.; Patna, 5 to 5⅛c.

DAIRY PRODUCE.

CHEESE.—The market here is firm and advancing. The best grades bring 11c. in Winnipeg. If the present cold wet weather should continue it will curtail the make and prices may go higher.

BUTTER.—For creamery butter the demand is fair and prices range from 17 to 18c. factories for the best grades. In dairy butter, large quantities are going in store and prices are without much change. Round lots of good fresh dairy are worth 11 to 12c. Winnipeg, with 13c. for extra choice lots.

EGGS.—The supplies still continue below requirements and prices have advanced 1c. per dozen, dealers now offering 16c. Winnipeg, subject to candling.

EXPORT CATTLE.

The low price in the Old Country markets is having the effect of retarding shipments from the west as ranchmen are not willing to accept present prices, which are 3 to 3¼c. point of shipment for export steers, and 3½c. for the top of the market.

DRESSED AND CURED MEATS.

BEEF.—Dressed carcasses are a fraction lower this week, and 6½c. is the top of the market for prime meat. Veal is 8 to 9c.; mutton 9c.; lambs 12c.; and hogs 8½c.

CURED MEATS.—The market is strong and active, the latest price list issued being: Hams, sugar cured, 14¾ to 15c.; breakfast bacon, 14½c.; backs, 13c.; shoulders, 9c.; spiced roll, 11¾c.; dry salt, long clear, 11¾c.; smoked, long clear, 12c.; dry salt, shoulders, 9½c.; boneless backs, 12c.

POULTRY.

The supplies to this market are more limited even than usual and are in worse condition. It is impossible at the present to purchase on the Winnipeg market a really choice pair of chickens and there are no geese or turkeys offering. Chickens retail at 15 to 16c.

VEGETABLES.

There is a good trade in all lines of vegetables as householders are now arranging for Winter supplies and pickle factories are taking large quantities. It is a matter of great surprise to visitors from the east to see whole wagon loads of cauliflower, as white as snow, being driven along the streets. There is no province in Canada that can touch Manitoba in cauliflower, celery, cabbages and onions.

We Regard our position as somewhat "unique," inasmuch

as our many years experience in the Ceylon Tea trade has been the means of teaching us "some things" concerning it (as we have not worked without studying). That we have made a success of

"SALADA" CEYLON TEA is proof conclusive that the lessons taught us have been well and skilfully applied.

Not a bad proposition for any dealer to confederate his Tea interests with.

What are your views on the subject?

We would appreciate an opportunity to discuss the situation with you.

Address, "**SALADA,**" Toronto or Montreal.

OFFICES: TORONTO, MONTREAL, DETROIT, BUFFALO, CLEVELAND, BOSTON, NEW YORK, PITTSBURG, CHICAGO.

O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name:

Batty & Co.
LIMITED
Sauce and Pickle Specialists,
LONDON, S.E.

Established 1824

Bulk starch gives you more trouble to handle and less profit—it gives your customers more trouble to use and less satisfaction—than

Celluloid Starch
Never Sticks Requires no Cooking.

These are reasonable arguments why you should keep it in stock. Ask your customers who have used it what they think of it and you'll get more arguments in its favor.

THE BRANTFORD STARCH WORKS, LIMITED,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Sept. 17, 1903.

GROCERIES.

TRADE continues good, with every indication of excellent Fall business. All jobbers have been busily occupied interviewing the many visitors during Exhibition time, and the results in most cases have been most satisfactory. In canned goods trade continues to maintain itself with prices firming up in face of decreased stocks. Coffee is moving nicely and shows indication of increased handling. Spices are firm, with trade of little interest. Syrups and molasses are uninteresting but still maintain firm prices. Rice is fairly active with good crop prospects and buyers keeping present stocks well drawn upon. Tapioca is featureless. Tea has not been moving freely and buyers are not showing the amount of interest the situation would warrant. The London market continues remarkably firm, the arrivals not being sufficient to keep up stocks. The demand coming to hand is having the effect of gradually reducing spot stocks, with prices consequently firming toward advance. Foreign dried fruits are occupying a good deal of attention, and, in some cases, prices for futures have already made signs of advancement. In Valencia raisins there has been an advance of 1s. per cwt. in the primal markets on the strength of official reports of a crop shortage, the expected crop being estimated at some 500,000 boxes short of last year. The quality, however, is reported as exceptionally good. In currants there is little to note; the higher grades are changing hands at prices that should prove of value to the buyers, the price showing little advance over the minimum fixed by the Government with added costs.

CANNED GOODS.

The situation in canned goods continues somewhat strained. Stocks are greatly reduced, whilst demand continues active, thus making it difficult for jobbers to keep supply equal to demand. The indications at present moment point to a better crop of tomatoes than previous reports. Prices, however, will probably be in advance of quotations. There is also a better outlook regarding corn, but it is not yet advanced sufficiently for final advice. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 00
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	....	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 87½	1 00
" sifted	1 10	1 25
" extra sifted	1 30	1 50
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 25	1 55
" 3's	2 00	2 50
Plums, green gages, 2's	1 15	1 25
" Lombard	0 95	1 00
" Damson, blue	0 95	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	1 45	1 50
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 45	1 55
" " Northern	1 35	1 40
" " Horseshoe	1 55	1 60
" Cohoes	1 00	1 10
Chums	0 95	1 00
Sardines, Albert, ¼s	....	0 14
" " ½s	0 19	0 20
" Sportsman ¼s	....	0 14
" ½s	....	0 23½
" Portugese ¼s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼s	0 35	0 38
" Domestic, ¼s	0 03½	0 04
" " ½s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " imported	1 45	1 55

CANNED MEATS

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ¼s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

The home trade continues fairly good, there being distinctly better indications of progress than is usually the case. Foreign markets continue firm, and in New York buyers are anxious with sellers reluctant. Prices consequently are firming to advancing point, whilst crop reports mostly denote shortage of results compared with previous estimates. We quote:

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR

The market has been quiet all the week under review and rather an easier feeling has developed.

Transactions in raws have been light, amounting to little over 5,000 bags ex ship and to arrive, at full recent quotations. The situation has been rather abnormal, as it has been felt that U.S. refiners would have readily conceded a further 1-16c. advance if any large quantity of sugar had been brought out, but for the small lots offering there was no disposition to pay over 3 7-16c., duty paid, for basis 96 test. At the moment, buyers have withdrawn from the market, and it is doubtful if next transactions will realize even this price. However, without sellers, the question is not being tested.

Owing to the labor holidays, meltings for the week ending September 9 were only 42,000 tons, being 6,000 tons less previous week. Receipts were also light, being only 24,884 tons, thus reducing stocks for the week by over 17,000 tons, and these are given as 220,517 tons. Exports from Cuban ports by cable were only 5,800 tons, so it is likely receipts at the U.S. ports will continue light, as estimated afloats from all countries are only 185,000 tons, against 315,000 tons last year. Combined Cuban and U.S. stocks were 415,017 tons, against 341,368 tons same time last year. Total stocks of Europe and America at latest uneven dates were 1,824,017 tons, against 1,901,405 tons at same period last year, the decrease being 77,388 tons.

European markets have held firm on basis 8s. 6d. for September shipment f.o.b. Hamburg, while May delivery is quoted as high as 9s. 3d. Former quotation is considerably above the parity of cane sugars in New York and, naturally, there is little business doing in beets.

Java sugars are held as high as 10s. 3d. c.i.f. for the only July shipment cargo unsold, and 10s. c. & f. for September shipment cargoes. September shipments are likely to be 14,000 tons less than same month last year, and the total shipments to the United States from June to September this year will be probably 160,000 to 170,000 tons less than the same time last year.

The refined situation has been quiet so far as new business is concerned and has developed a new phase. On Monday, September 14, The American Sugar Refining Co. reduced prices 10c. per 100 pounds all round, while Howell reduced their prices 5c. per 100 pounds, to same basis as Arbuckle, these two latter being on the net basis, both 5c. per 100 pounds lower than the trust prices. This weakness in New York was followed here next day by a partial decline of 10c. per 100 pounds, the Guild official advice applying to all refineries, with the exception of the Redpath refinery, but just as we go to press, a further circular has been issued, officially reducing all quotations to the foregoing extent. We understand, however, that the Redpath refinery have made no change in their own quotations which places the distributor at a disadvantage of 10c. per 100 pounds in handling this brand. The decline in the United States markets is attributable to the slow demand consequent upon extremely unfavorable weather, but, now that the weather has turned warmer and brighter with the canning season in full swing, it is not unlikely that we may see a quick re-action to former figures. We quote:

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb. "	4 68
" "Domino" brand, 50-lb. boxes	4 73
" " " 100 "	4 63
St. Lawrence granulated	4 18
Redpath's granulated	4 18
Acadia granulated	4 08
Maple Leaf granulated (Berlin)	4 03
Crystal granulated (Wallaceburg)	4 08
Imperial " (Dresden)	4 03
Beaver " (Wiarton)	4 03
Phoenix	4 03
Cream	3 88
Bright coffee	3 88
Bright yellow	3 88

No. 3 yellow		3 78
No. 2 "		3 58
No. 1 "		3 48

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

Home trade continues dull and uninteresting. The latest reports to hand from primal markets all denote the situation of pepper as particularly firm, recent buyers on the New York market having found it difficult to effect purchases except at steadily advancing prices. Cloves and ginger are also stiffening toward rise. We quote :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

There is nothing of interest to note on the home market regarding these goods ; demand continues moderate, with prices remaining firm. We quote :

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½ bbls., "		0 02¾
" kegs "		0 03¼
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 22	0 30
" open kettle	0 45	0 50
Barbados	0 38	0 40
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

RICE AND TAPIOCA.

Primal reports of rice all point to new crops being equal to anticipation with the yield quite up to estimate. Spot stocks on hand, however, at various centres are reported as low, with buyers in New York keeping market well cleared. Home markets are fairly active with firm prices. Tapioca is uninteresting with no new feature to report. We quote :

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Sago	0 03¾	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

TEAS.

Trade on the street has been somewhat slow since our last issue, attributable to some extent to the attention of jobbers being occupied by the many visitors during Exhibition week. The present indications all point to increased firmness, tending towards advance in near future. Information from reliable sources reports increased difficulty in securing acceptance of offers from our brokers, prices ruling in London market being in advance of offers submitted from this side. The reports from London indicate position as substantially unchanged, prices being from 1d. to 6d. in advance of similar period last year, while available stocks are decidedly low and probably lower than is usually accepted, while demand is steadily increasing. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
" caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
" Assam Pekoes	0 20	0 40
" Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
" Pekoes	0 27	0 30
" Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" " half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" " cases, small leaf, firsts	0 35	0 40
" " half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" " half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
" Choice	0 33	0 37
" Finest	0 30	0 32
" Fine	0 27	0 30
" Good medium	0 25	0 28
" Medium	0 21	0 23
" Good common		0 20
" Common		0 19

FOREIGN DRIED FRUITS.

Trade has been active in all popular lines since our last issue. Spot stocks are greatly reduced and it is questionable whether they will outlast the run till new season opens. Since our last report valencia raisins have advanced on the primal markets 1s. per cwt. owing to short supply. The official estimate for this season is put at 1,800,000 boxes, while the comparison for ten years puts the average at 2,300,000, thus revealing a deficiency of some 500,000 boxes, while the highest point reached during the same period was 3,468,000, and the lowest 1,808,000. It will thus be seen that in face of a steadily increasing consumption there is every indication of prices ruling firm toward advance, with the present crop estimate at the lowest point for some 10 years. There is a firm market in currants, with high growths showing extra good value. The prices ruling for Casalina, Patria and choice Vostizza are remarkably moderate when compared to the lower growths with a fixed rate for 11s. 6d. f.o.b. primal markets made by the Greek Government. We quote :

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 05	up	Vostizzas	0 07	0 08
Patras	0 06¼	0 06¾			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 07	0 08
" selected	0 08½	0 09
" selected layers	0 09	0 10
Sultana	0 09	0 13
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08¾
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04	0 05	Fards	0 07½	0 08
Sairs	0 03½	0 04½			

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 07	0 07½
90-100s	0 04¾	0 05½	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08½	0 10
70-80s	0 06½	0 07			

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets		0 04	Elemes	0 10	0 15
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 08	0 12

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12
Old stock, on track, Toronto, per bag	1 25	1 35
New American, on track, Toronto, per bbl		5 00
Old stock, on track, Toronto, per bag	1 25	1 35
New California, per bush	0 90	1 25

COUNTRY PRODUCE.

EGGS.—A firm market with upward prices is reported this week, and strictly first quality are eagerly sought. The supply is hardly equal to demand for best. We quote :

Strictly new laid, per doz	0 17	0 18
Candled eggs, per doz	0 16	0 17

HONEY.—The hot weather this last week is not calculated to advance the sale of honey which cannot as yet compete with fruit. Prices are unchanged. We quote :

Extracted clover, per lb	0 06½	0 07½
Sections, per doz	1 00	1 50

WHITE BEANS.—Unfavorable advices from the bean districts have stiffened prices somewhat. We quote :

	Per bush.			Per bush.	
Mixed		1 50	Prime	1 60	1 70
Handpicked	1 90	2 00			

DRIED APPLES.—Values continue unchanged. We quote :

Apples, dried, per lb	0 03	0 03½

POULTRY.—The receipts have been light this week and the market dull. We quote :

Chickens, live per lb	0 08	0 09
Old hens " "	0 06	0 07
Ducks " "	0 09	0 10
Turkeys " "		0 10
Spring chickens, dressed, per lb	0 11	0 12
Old hens, " "	0 08	0 09

GREEN FRUITS.

The congestion which has characterized the market more or less for a couple of weeks past has for the most part passed away and normal conditions have been reverted to. Pears alone appear to be a drug. Plums have ceased to come in in such large quantities and the late peaches now have the call. Grapes are beginning to occupy a large place in the market and tomatoes are very plentiful. Jamaica oranges in barrels have appeared and are of good quality. California peaches and plums are again off the market, but a few choice Tokay grapes are offered. We quote :

Mediterranean sweet oranges	3 75	4 25
Jamaica oranges, per bbl	6 50	7 00
Late Valencias	4 00	5 00
Bananas, large bunches	1 50	2 25
" small	1 25	1 50
Verdilli lemons, new, per box	3 25	4 00
Limes, per crate (8 doz.)		1 25
Tomatoes, per basket	0 15	0 20
Apples, per basket	0 15	0 20
" per bbl	1 50	2 00
Seberian apples, per basket		0 15
Watermelons, each	0 15	0 20
Cantelopes (musk melons), per basket		0 15
Cantelopes, per crate	0 25	0 35
Blueberries, per basket	1 00	1 25
Peaches, white, per basket	0 20	0 35
" Albertas, per basket		0 65
" Crawfords, per basket	0 50	0 60
Plums, small basket	0 10	0 15
" large "	0 20	0 35
Pears, Bartletts, per basket	0 20	0 30
" Clapp's Favorite, per basket	0 20	0 25
Grapes, Moore's Early	0 25	0 30
" large basket	0 40	0 50
Pineapples, per crate		4 50
California grapes, Tokay		3 00

VEGETABLES.

The vegetable market has had a broken week. Trade is good and supplies generally ample and of good quality. Complaint, however, is heard of rot in potatoes. It set in about two weeks ago and now it is very difficult to get good stock. The tuber appears all right at first but in a couple of days the blight appears. Spanish onions and sweet potatoes are the latest arrivals. No material change in prices is noted. We quote :

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 60
Potatoes, per bush	0 30	0 50
Sweet potatoes, per bbl	3 50	4 00
Cucumbers, per basket		0 15
Cucumbers, pickling, per 1,000		1 25
Onions, per basket		0 25
Spanish onions, per crate		1 00
Bunch lettuce, per doz. bunches		0 20
Butter beans, per bush	0 75	1 00
Fresh onions, per doz. bunches	0 20	0 40
Radishes, per doz. bunches	0 15	0 20
Mushrooms, per lb.		0 60
Mint, per doz bunches		0 10
Parsley, " "		0 10
Spinach, per bush		0 50
Beets, per doz		0 15

Talbot Freres

CHOICE QUEEN OLIVES.

64 oz. bottles,	cases ½ doz	$8 50	per doz.
36 oz. bottles,	cases 1 doz	5.00	"
20 oz. bottles,	cases 1 doz	3.40	"
10 oz. bottles,	cases 2 doz	2.10	"

FRENCH PEAS, - - - Cases 100 tins.

Sur - Extra - Fins	$16.00	per case
Extra - Fins	13 50	"
Fins	11.50	"
Mi - Fins	10.00	"

MUSHROOMS, - - - Cases 100 tins.

1er. Choix	$18 00	per case
Choix	16.50	"
Hotel	14.00	"

Macedoines de Legumes, 1er. Choix. Cases 100 tins, $11.00 per case

Flageolets (Lima Beans) Fins - - Cases 100 tins, $14.00 "

Asparagus Tips, - - - - Cases 100 tins, $19.00 "

Artichokes Bottoms, - - - Cases 100 tins, $26.00 "

Alimentary French Pastes.

Macaroni, Vemicelli, Spaghetti, Alphabets, Petites Pates, Letters and Figures, Nouilles, Coudes.

1-lb. packages,	boxes 25 lbs.,	.07½ per lb.
Bulk	boxes 25 lbs,	.06½ "

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will clear your house of flies in a few hours.

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CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

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Our goods are **right.**

Write, wire or 'phone your order.

Special attention given to mail orders.

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Is the fruit you want—**THE BEST.**

Everything in season—Domestic and Foreign

Ask and receive our weekly price list.

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FRUIT and VEGETABLES.

Telephone Main 645, Office
" " 3394 Warehouse
...TORONTO

Cauliflowers, per doz	0 50	1 50
Carrots, per doz		0 15
Parsnips, per doz		0 20
Vegetable marrows, per doz	0 40	0 60
Green corn, per doz	0 08	0 10
Celery, per doz	0 25	0 50
Green peppers, per basket	0 30	0 50
Red peppers per basket	0 30	0 50
Egg plant, per basket	0 35	0 50
Butter squash, per doz	0 50	1 25
Hubbard squash, per doz	0 75	1 25
Pumpkins, per doz	0 75	1 50
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz		0 40
Sage, per doz	0 10	0 15
Savoury, per doz	0 10	0 15

FISH.

The supply is improving and in a couple of weeks the Fall run will be on. The demand is fair and a scarcity of white fish is reported. Other lines are ample. We quote :

Whitefish, fresh, per lb		0 09
Trout, fresh, per lb	0 08	0 09
Herrings, fresh, per lb		0 07
British-Columbian salmon, per lb	0 20	0 25
Halibut, per lb	0 12	0 15
Perch, per lb		0 05
Mackerel, each		0 25
Eastern salmon, per lb		0 25
Haddock, per lb		0 06
Cod, per lb		0 07

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—There is no change in the price of Manitoba wheat since last issue, but red Ontario wheat has advanced 1c. per bushel. The old stock of Manitoba wheat is now almost exhausted. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto		0 93
" " Northern " "		0 91½
Red, per bushel, on track Toronto	0 78	0 79
White " " "	0 77	0 78
Barley " " "	0 42	0 44
Oats " " "	0 31	0 32
Peas " " "	0 61	0 63
Buckwheat " " "		0 41
Rye, per bushel, " " "	0 49	0 50

BREAKFAST FOODS. — There is no change in this market. There is a fair amount of business being done. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 75
" " " " in wood	3 90
" " " " for broken lots	4 00 4 15
Rolled wheat, per 100-lb. bbl	2 25
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 15
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

FLOUR.—There has been a general advance in the price of flour since last week's issue. Ontario patents are up 10c. per barrel, Hungarian patents 10c. to 15c. per barrel, Manitoba bakers' 5c. per barrel, and straight roller 10c. per barrel. We quote :

Ontario patents, per bbl	3 60	3 85
Hungarian patents "	4 50	4 65
Manitoba bakers' "	4 15	4 25
Straight roller, "	3 50	3 60

HIDES, SKINS AND WOOL.

No change is reported in these lines since last week. Wool is very quiet as there is absolutely no export demand whatever. We quote :

HIDES.

No. 1 green, per lb		0 08
" 2 " "		0 07
" 1 " steers, per lb		0 08½
" 2 " " "		0 07½
Cured, per lb		0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive		0 09
" " " 2 " " "		0 07
" " " 1 15 to 20 lb "		0 08
" " " 2 " "		0 06
Deacons (dairies), each		0 60
Lambskins, each		0 50
Pelts, each		0 50

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 16	0 17
" " extra "	0 19	0 20½
Tallow, per lb	0 04½	0 05

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QUEBEC MARKETS.

Montreal, Sept. 17, 1903.

GROCERIES.

THE jobbing trade reports indicate a very satisfactory trade during the past week, in fact, some of them speak most glowingly of the fine condition of business, and the prospects for a large Fall trade are very bright. A decline of 10c. per 100 pounds in sugar, in effect on Tuesday, while not effecting any increase in sales, has had the tendency to cause merchants to keep their country demands filled up. The preserving season is in full swing, and, naturally, sugar is going out freely. Teas have been selling freely and good invoices are being made. Ceylon and India blacks are in better demand. Japans at 17½ to 20c. are freely booked, while lower grades from 14 to 15½c. are steady. China blacks are unchanged. Ceylon and India greens are turned over readily, and the demand continues to increase. The canned goods situation is unchanged, the Canadian Packers' Association still holding back quotations on tomatoes and beans. Corn is offered at 90c., and good orders taken at that figure. French sardines are getting scarcer every week, and Canadian pack are also ruling higher. Salmon is in good demand and the discouraging reports from the Coast have drawn buyers' attention to same, and, at the strong advance noted last week, orders are being booked, as it is expected that the short catch this year will push up prices still higher. In syrups and molasses nothing has eventuated since last report, the latter being still very high. Pessimistic jobbers look for 50c. prices in Barbados before the close of the year. Spices are unchanged. Rice and tapioca are also quiet and little is doing. Coffee is dull and business quiet. New valencias have come to hand, F.O.S. selling at 7½c., selected at 8c. and 4-crown layers at 8¼c. The direct steamer Bellona, expected in a few weeks, will bring prices down from ½ to ¾c. Currants are expected by same vessel and opening figures are given as about 4¾ to 5c. for fine filiatras, and cleaned fruit at 5¼ to 5½c. California apricots are dearer. Prunes are reported as likely to open up from ¼ to ½c. higher than last year. New evaporated apples are quoted at 6½c. to open, and good trade is anticipated, as reports show the apple crop of England and France a failure, and, with the exception of Germany, the continental crops are only fair. In flour an advance of 30c. per barrel is noted since our quotations last week. It is expected that another advance may be looked for. On Saturday last the Ogilvies jumped up their prices 15c. per barrel, and another advance of 15c. was made on Tuesday, and prices for best are $4.80, and $4.50 for second grade. Hay is coming in very freely and considerably in excess of requirements. Prices, consequently, have slumped, and weaker figures are looked for. Rolled oats, cornmeal and feed are quiet and prices unchanged. In fish, trade is more active, and there is a good demand for all kinds. Lake trout and white fish are plentiful; pickerel and pike are scarcer. There is a much better demand for Canadian fruits, and prices generally rule steady. Californias are now almost off the market. As was predicted in these columns last week, there has been a further advance in beans. It is not likely that the limit has yet been

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reached. Changed quotations are given below. Potatoes are in good supply, and the market is easier. Honey is still in good supply, and buyers are not anxious to purchase. Evaporated apples are somewhat easier. There is still a good demand in England for Canadian hams and bacon; market is firm. The egg market is strong at present. There is a good export inquiry for butter, and prices rule firm. Cheese continues strong and no weakening is anticipated at present. In hides, there has been some improvement. Better prices are being obtained for lambskins.

SUGAR.

The decline of 10c. per 100 pounds on sugars in effect Tuesday morning does not seem to have caused any extra demand. Trade is good and the turn-over slightly over last year's business. We quote:

Granulated, bags and bbls	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, boxes and bbls	4 65
" " ½-boxes and 1½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	3 95
Cream	3 80
Bright coffee	3 80
" yellow	3 80
No. 3 yellow	3 70
No. 2	3 50
No. 1 " bags and bbls	3 35 3 40
Raw Trinidad	3 15
Trinidad crystals	3 20 3 25

SYRUPS AND MOLASSES.

There is no change in quotations this week. The demand for molasses continues good and prices are held firm at quotations as under. Syrups are unchanged though more in demand, owing to the high prices ruling on molasses. We quote:

Barbados, in puncheons, old	0 42
" new	0 43 0 44
" in barrels	0 42½ 0 44½
" in half-barrels	0 43½ 0 45½
New Orleans	0 22 0 25
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02½
" ½-bbls	0 02¾ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
25-lb. pails	0 90
Bbls., per 100 lb	2 50
½-bbls. "	2 65
Kegs "	2 80

TEAS.

There has been a better demand recently for Ceylon and India blacks and the market has improved locally as well as in London and primary markets. Pekoes and Orange Pekoes are about ½ to 1d. higher and there has been a keener demand for lower grades. In Japans there has been a good demand for teas from 17½ to 20c. There has been rather a falling off in Japans, 15½ to 16c., as Young Hysons are reported as showing so much better value at same figures. No change in China blacks. Ceylon and India greens are being picked up quite freely and the demand is on the increase. The market generally has been active during the past week, some very good lots of Ceylon and India greens having been sold, these being on invoices from garden outputs. We quote:

Good to medium Japans	0 17½ 0 20
Fine to choice Japans	0 23 0 26
Ceylon greens	0 14 0 18
Indian greens	0 16 0 19
Japan style China congoes	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common "	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian "	0 11½ 0 20

COFFEE.

A very quiet and featureless market; continues steady. New York changes affect only in a very limited degree the position of the local market. We quote:

Good cucutas	0 09½ 0 09¾
Choice "	0 11 0 12
Jamaica coffee	0 07½ 0 10½

SPICES.

There is nothing special to report in these lines. All kinds of spices are firm and strong. Quotations unchanged as last week:

Nutmegs, per lb., as to size	0 40 0 60
Penang mace, per lb., as to quality	0 70 1 00
Pimento, ground	0 18 0 20
Cloves	0 18 0 22
Pepper, ground, black (according to grade)	0 18 0 24
" " white	0 27 0 29
Ginger, whole Cochin	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 15 0 18
" " African	0 12 0 13
" ground Japan	0 15
" Cochin	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14

RICE AND TAPIOCA.

A fairly good demand is met for Patna rice. Tapioca is only in ordinary condition, trade being as usual. No features exist in this article to warrant special notice, as there is only a limited consumption. Quotations are:

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less.	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50 4 60
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 65
Java Caroline			3 55
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl			0 02½ 0 03
" seed pearl			0 03 0 03½
" flake			0 04½ 0 05
Imported Italian			0 09

CANNED GOODS.

In canned goods the situation is practically unchanged. Business is only fair. The Canadian Canners' Association is still holding back quotations on tomatoes and beans. Corn is offered at 90c. with good business and prospects for steady and large trade. New beans are quoted by the Association at 82½ to 85c. French sardines are very scarce and getting more so every week, and very few are being offered. Offers for new French sardines are only accepted subject to pack and no guarantee for delivery. Canadian sardines also are scarce and prices are advanced 15c. per case. We quote:

Tomatoes	1 60
Corn	0 90
Peas	0 87½ 1 40
String beans	0 82½ 0 85
Strawberries, preserved	1 40 1 60
Succotash	0 85 0 95
Blueberries	1 10
Raspberries	1 40
Gooseberries	1 50
Pears, 2s	1 20 1 40
" 3s	2 10 2 25
Peaches, 2s	1 40 1 60
" 3s	2 35 2 50
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 82½ 0 85
Gallon apples	2 00
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 15 2 35
Singapore whole pineapples	2 20 2 30
Pumpkins, per doz	0 90
Spinach	1 40
Sugar beets	0 95 1 00
Salmon, pink	0 90 0 95
" spring	1 25
" Rivers Inlet red sockeye	1 30
" Fraser River red sockeye	1 42½ 1 47½
Lobsters, talls	3 25
" 1-lb. flats	3 75
" ½-lb. flats	2 00 2 05
Canadian Sardines, ¼s	3 60 4 00

FOREIGN DRIED FRUITS.

New valencias ex steamship Pretorian are at hand and selling at 7½c. for F.O.S., 8c. for selected, and 8½c. for 4-crown layers. Direct steamer, expected about first week in October, will bring prices down, as some sales to arrive per steamship Bellona have been made at from ½ to ¾c. lower. Currants, to arrive ex Bellona, are expected to open at about 4¾ to 5c. for fine filiatra, and cleaned fruit from 5¼ to 5½. California apricots are dearer. In California raisins no new prices for muscatels are given out yet. An advance of ¼ to ½c. is reported in California prunes on opening prices, which brings them that much higher on last year's cost; the demand is good locally and stocks are reported very light. New evaporated apples are reported as likely to open about 1c. advance over last year's opening prices. The bareness of the English market is given as an active factor in this strong position. Dried apples will, in consequence of the bare English and continental situation, be in good demand. Figs and dates are featureless. We quote:

CURRANTS.

Fine Filiatras, per lb. in cases	0 05 0 05½
" " cleaned	0 05½
" " in 1-lb. cartons	0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 05¼ 0 06

SULTANA RAISINS.

Sultana raisins, per lb	0 09 0 12

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½ 0 07
New, finest off-stalk, per lb	0 07½
Selected, per lb	0 07 0 07½
Layers "	0 07½ 0 08

FIGS.

Comadres, per tapnet	0 90 1 00
Elemes, per box	0 75 0 85

DATES.

Dates, Hallowees, per lb	0 04½ 0 05

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11 0 11
Peaches "	0 09 0 09½
Pears "	0 12½

MALAGA RAISINS.

London Layers	1 75 1 90
"Connoisseur Clusters"	2 25
"Royal Buckingham Clusters," ½-boxes	1 15
"Excelsior Windsor Clusters"	4 50 4 60
" " ¼s	1 30 1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	
" " seeded, in 1-lb. packages	0 09
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 08½
50-60s		0 07½
60-70s		0 07½
70-80s		0 07
80-90s		0 06½
90-100s		0 06½
Oregon Prunes (Italian style) 40-50s		0 07½
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s	0 04½	0 04½
" " 100-120s		0 04

GREEN FRUITS.

There is a much better demand this week for Canadian fruits, and only fair supplies are on hand. The season for California fruit is now almost over. Canadian peaches have been advanced considerably, but Canadian grapes are somewhat cheaper. Changed quotations are given below. We quote:

Sorrento " 300's, compartment cases	3 50
" " 300's, ordinary boxes	3 00
Maiori seedless lemons, 300's, extra fancy	4 00
Messina lemons 300's, fancy	3 75
" " 360's, fancy	3 00
" " 300's, choice	2 75
" " 360's, choice	2 25
Cocoanuts, per bag of 100	3 25
Canadian apples, in bbls	1 50 2 25
Bartlett pears	3 00 3 50

Peaches	1 50	1 75
Plums	2 00	2 25
Pineapples, 24 to case	....	5 00
" 30 to case	....	4 50
Bananas	1 75	2 00
Canadian peaches, per basket	0 40	0 60
" plums "	0 30	0 40
" pears "	....	0 40
Tomatoes	0 30	0 35
Watermelons	....	0 35
Grapes, Canadian	0 20	0 30
California Tokay grapes, per box	2 50	3 00
Jamaica oranges, in bbls	....	6 00
" " boxes	....	3 50

FISH.

The demand for fresh fish is improving now that the season has opened and the holidays are over. There is a good trade for all kinds of Western Lake trout and white fish, which are plentiful. Pickerel and pike continue scarce, though this is only temporary and dealers expect a good supply next week. In prepared fish the demand is regular, with nothing new to note. In salt fish the season has not opened yet. Mostly all kinds of salt fish are scarce. We quote :

Haddies	....	0 07
Smoked herring, per box	....	0 15
Fresh haddock, per lb.	....	0 04½
Dore, per lb.	....	0 08
Pike, "	....	0 07
Halibut, per lb.	....	0 10
Gaspe salmon, frozen, per lb.	....	0 15
Salmon trout, per lb	....	0 07½
" B.C., per lb.	....	0 15
Steak cod	....	0 05
Brook trout, per lb.	....	0 18
White fish, per lb	....	0 07½
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
" " half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.	....	5 50
No. 1 large green codfish, new, per 200 lb.	....	6 00
Boneless cod, 1 and 2-lb. blocks, per lb.	....	0 06
" fish, " " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Loose boneless cod, per lb. in 40-lb. boxes	....	0 05
Dried codfish, new, per 100-lb. bundles	....	4 75
B. C. salmon, per bbl.	....	13 50
Standard bulk oysters, per gal.	....	1 50
Marshall's kippered herring, per doz.	....	1 40
Canadian kippered, per doz	....	0 90
Canadian ¼ sardines, per 100	....	3 75
Canned cove oysters, No. 1 size, per doz.	....	1 30
Canned cove oysters, No. 2 size per doz	....	2 25

VEGETABLES.

The vegetable market is steady. All varieties seem in good supply and of good quality. We quote :

Cabbage, per doz.	0 30	0 40
" red, per doz.	....	0 50
Cucumbers, per doz.	....	0 10
Onions, per basket	0 50	0 60
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch	....	0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz.	....	0 10
Radishes, per doz.	0 15	0 25
Pumpkins, per doz.	0 50	1 25

NUTS.

There seems to be a scarcity locally of Grenoble walnuts and Tarragona almonds and market is strong. Jobbers are looking around on spot for stocks to keep themselves going until new nuts arrive. Market will undoubtedly be quite bare before new stock arrives. Prices will be firm until then. We quote :

Grenoble, per lb	0 12	0 13
Filberts, per lb.	0 08	0 09
Tarragona almonds, per lb.	0 11	0 12
Brazils, medium, per lb.	0 12½	0 13½
Pecans, " per lb.	....	0 13½
" large, per lb.	....	0 14½
Peanuts, per lb	0 07½	0 12
Valencia shelled almonds, per lb.	....	0 26
Bordeaux shelled walnuts, per lb.	....	0 25

COUNTRY PRODUCE.

BEANS.

Another advance is to be noted this week of from 10 to 15c. per bushel. The advance is due to the small crop. There is a good demand, but the offerings are light. Further advances may be expected at any time. We quote :

Choice prime, per bushel	1 90	2 10
" carlots	....	1 75
Choice, small lots	1 55	1 70
Ordinary, carlots	1 20	1 30

HOPS.

The market is only fairly active. New hops are expected to arrive shortly. Some inquiries from brewers are reported. We quote :

Old hops	0 09	0 10
Choice No. 1	0 19	0 20
Fair to good	0 16	0 18
Yearlings	....	....
Choice Eastern Townships	0 20	0 23
Fair to medium Eastern Townships	0 15	0 17

HONEY.

There is still a large quantity of honey on the market and buyers are not anxious to purchase at prices asked. Prices are very uncertain at present and it is difficult to give exact quotations. Strained white has been sold as high as 9 to 10c. for new and 8 to 8½c. for old. But the values which most dealers quote are buckwheat honey 6c. and clover 6½c. delivered in Montreal. Comb honey is still offering freely, the prevailing prices being $1.25 to $1.50 per case of one dozen sections.

MAPLE PRODUCTS.

The market is quiet and featureless. We quote :

New syrup, in wood, per lb.	0 05¾	0 06
New syrup, in large tins	0 70	0 75
Old " "	0 55	0 60
Old " in wood	0 05¾	0 06
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08	0 09

EVAPORATED APPLES.

The market is a little easier than last week and, as was predicted, prices have sagged somewhat. We quote :

New, in jobbing lots	0 05¾	0 06
Straight carlots	....	0 05½

POTATOES.

Potatoes are in excellent supply and of much better quality than was expected. The market is easier as a large crop is expected and a sale of 500 bags is reported at 40c. for future delivery. Spot prices are somewhat higher, the prevailing prices for new potatoes being from 60 to 65c. per bag.

FLOUR AND GRAIN.

FLOUR.

There is great scarcity at present and the market is very firm with advanced prices. Farmers are holding their grain anticipating higher prices, and millers, who have sold for future delivery, are all having trouble in getting the grain they want, hence the increased prices. We quote :

Manitoba patent	....	4 80
" first bakers'	....	4 50
" second bakers'	3 90	4 10
Winter wheat patents	4 00	4 15
Winter patents	....	4 15
Straight rollers	3 75	3 85
90 per cent. patents	3 55	3 70
Extra	1 65	1 70
90 per cent. bags	....	1 80
Straight rollers, bags	1 80	1 85

GRAIN.

Offerings from the country are still light and the situation is unchanged. Business continues very quiet and little activity can be expected until supplies increase. We quote :

No. 1 hard Manitoba	....	0 93½
No. 1 Northern	....	0 92
Rye	0 58	0 58½
Peas	0 72	0 73
Corn	0 59	0 60
Buckwheat	....	0 48½
Barley	0 50	0 51
Oats	0 36½	0 37
Malt	0 75	0 80

HAY.

There have been increased receipts of baled hay this week considerably in excess of requirements. The result has been a considerable slump in the market and the tendency is still downward. We quote :

No. 1 timothy	10 00	11 00
No. 2 timothy	8 50	9 50
Clover, mixed	7 50	8 00
Clover, carlots	7 00	7 50

FEED.

The demand for feed is good and there is a fairly active market at firm prices. We quote :

Ontario bran, in bulk	15 50	16 00
" shorts	18 00	19 00
Manitoba bran, in bags	....	17 00
" shorts	19 00	20 00
Mouillie	22 00	30 00

CORNMEAL.

There has been no change since our report last week. We quote :

Gold dust, bags	1 80	1 90
" bbls.	3 90	4 00
Ordinary, bags	1 40	1 45

ROLLED OATS.

Trade continues very quiet and there is nothing special to note. We quote :

Rolled oats, in bbls.	3 80	3 85
" " in bags	1 85	1 90

HIDES.

There have not been any quotable changes of importance since our last report. Lambskins are firmer and it is reported that in some instances as high as 60c. has been paid. The minimum price is now 55c. Other hides remain unchanged. Business shows some improvement all round. We quote :

No. 1 beef hides	....	0 09
No. 2 "	....	0 08
No. 3 "	....	0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 55	0 60
No. 1 calfskins	0 11	0 12
No. 2 "	0 09	0 09½

ASHES.

The market continues firm and there is still a good demand for export. Pearls are in good demand but none are offering. We quote :

First pots	....	5 85
Seconds	....	5 50
Pearls, per 100 lb.	6 75	7 00

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Sept. 15, 1903.

THE wholesale grocery trade are finding business very active. There is not only spot business but Fall orders for canned goods, and dried fruits are being taken. The raisin situation is a most peculiar one. For many years we have depended largely on California for raisins and the demand for seeded has grown to be the large end of the business, California being the only seeded offered. This year the California market has opened so high that the sale from there of raisins will be very small, while valencias and malagas will largely supply the market. As malaga seeded are offered this season we are more independent of California than before.

The growing tendency on the part of many retailers, even those doing a large trade, to ask for the breaking of quite small packages, is a grievance which is found very irksome by wholesalers, especially as a disinclination is shown to pay any advance for the accommodation.

OIL.—In burning oil prices are held at the low figures quoted now for some weeks. There is active sale as season advances. In lubricating oils the market has been quite a firm one. Linseeds are again easier; this is a season of light

sale. Turpentine is unchanged. Cod oil is very firm. Local receipts very light. Market is supplied from outside points. We quote :

American Water White		0 19½
Best Canadian		0 19
Prime		0 18½
Linseed oil, raw		0 55
" boiled		0 58
Turpentine	0 80	0 81
Cod Oil	0 32	0 35

SALT.—In Liverpool coarse salt the stock held is not large nor are the stocks at outside points. There is a cargo about due, but it is said there will be but light arrivals till the Winter steamers begin to come. In fine, there is no change. We quote :

Liverpool coarse, per lb	0 59	0 60
English factory-filled, per lb	0 95	1 00
Canadian, per bag		1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl		3 10
" " 10-lb " "		2 85
" " 20-lb. wood boxes, each		0 25
" " 10 " " "		0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

DRIED FRUIT.—While spot business is not large dealers are interested in futures. The outlook is, that owing to the high price of new California raisins very few will be seen here this season. In seeded, malagas, which are being offered for the first time, are being quite largely sold. Malaga loose are also finding a good demand. There is a feeling that valencias will sell more freely than for some years. New valencias are daily expected. In currants, prices of new goods for direct shipment have shown a steady decline, though there has been no large drop. Prunes have not been as largely bought as usual. Prices rather higher than last year. Apricots are very high. Peaches are little changed. Evaporated apples are firm. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	0 04
" " cleaned	0 06
" " in 1-lb. cartons	0 06

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers "	0 08	0 08½

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½-boxes		1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " " ¼s	1 30	1 40
Loose muscatels, 50s	0 08	0 08½
Malaga, choice, seeded	0 09	0 09½
" fancy, seeded	0 10½	0 11

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 08½	0 09
" " seeded, in 1-lb. packages	0 10	0 10½

FIGS.

Comadres, per tapnet		1 20
Elemes, per lb	0 10½	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb		0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

	Per lb.			Per lb.	
30-40s	0 08½		70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06	0 06½
50-60s	0 07½	0 08	90-100s	0 05½	0 06
60-70s	0 07	0 07	Egyptian onions	0 02½	0 02¾

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

ONIONS.

American onions, per bbl	3 50	4 00
Valencia onions, per case		2 25

GREEN FRUITS.—This is an active time. Canadian plums have had a large sale this season but are about done. The Ontario pears received are good. Just now grapes have the call. In Eastern and Californian pears sales are largely over. All California fruits are about done. Apples are large sellers. New Brunswick crop is neither large nor very good. We have chiefly soft apples. Reports from Nova Scotia are for a large crop of all kinds and particularly good fruit. Oranges are dull. Lemons find but a fair sale. The banana season is about over. Berries are about out of the market. In sweet potatoes, good stock is being received. All vegetables are now low. We quote :

Mediterranean oranges	3 50	4 50
Jamaica, "	6 00	6 50
Messina lemons "	3 80	4 50
California pears	3 00	3 25
" plums	1 50	2 00
" peaches	1 25	2 00
Melons	0 30	0 50
Cocoanuts, per bag of 100		3 50
Bananas, per bunch	1 25	2 00
Apples, N.B. and N.S.	2 00	3 00
Cucumbers	0 30	0 60
Canadian peaches		0 75
" plums	0 40	0 60
" pears		0 50
Nova Scotia plums	0 20	0 30
Grapes, per bbl		5 00
Sweet potatoes	3 50	5 00

CANNED GOODS.—There is little change in the situation. Except in salmon there is little of interest. Sockeyes will be very high and springs above last year, cohoes quite low, pinks as last season. In vegetables, prices on tomatoes and corn have not yet been named, though many have bought and sold independent brands. New strawberries are freely received. Blueberries are scarce. Peaches and pears are quoted at even figures. Domestic sardines are a very light pack. Kippered herring, while not so short, will be below the average. Haddies are but a fair output. We quote :

Tomatoes, 2's	$1 25	1 40
" 3's	1 50	1 60
Corn	0 90	1 00
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3's	2 50	2 75
3-lb. apples		0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink		0 95
" spring	1 40	1 50
" Cohoes	1 10	1 20
" Fraser River	1 50	1 65
Domestic sardines, oils, ¼	3 00	3 25
" mustards, ¼	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

MOLASSES.—The stock here seems ample for the demand, the high prices having effected the sale. Porto Rico is chiefly held. We quote :

Barbadoes	0 36	0 38
Porto Rico	0 40	0 44
New Orleans	0 28	0 35

FISH.—The market is a firm one. In dry cod there have been fair receipts and active sale. Full prices are asked. In pollock, while there is little change, the tendency is upward. Pickled herring are of better quality than usual and full figures are asked. In smoked, new are being received. Prices keep very high. There is rather improved sale for haddies. Variety of fresh fish is small, chiefly cod and haddock. We quote :

Haddies, per lb	0 04½	0 05
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	1 75	2 00
Pickled herring, per ½-bbl	2 10	2 25
Dry cod	4 00	4 10
Pickled shad, ½-bbl	5 00	6 00
Halibut	0 10	0 12
Fresh salmon	0 15	0 18
" shad	0 12	0.15

FLOUR, FEED AND MEAL.—In both Manitoba and Ontario flours the market is a firm one and rather higher prices quoted. Oatmeal and oats both tend to rather fuller figures. Cornmeal is unchanged. Beans are light stock. Prices are higher and the market is firmer. Feed has a fair sale at even figures. Split peas and barley are firm. We quote :

Manitoba flour	$5 00	5 20
Best Ontario	4 25	4 50
Medium "	3 95	4 00
Oatmeal	4 10	4 25
Cornmeal	2 80	2 85
Middlings, in small lots	24 00	26 00
Oats	0 38	0 44
Hand-picked beans	2 00	2 10
Prime "	1 90	1 95
Yellow eye "	2 80	3 00
Split peas		5 00
Barley	4 25	4 40
Hay	10 00	12 00

NOTES.

Shelled walnuts have been advanced in price.

Pepper is firm and tending higher. Cloves and other lines of spice have an upward movement.

Mr. Pickett, representative of "The Canadian Grocer," was in the city this week. He reports that he finds "The Grocer" taken by the wholesale and retail trade almost universally throughout the whole province. Speaking of Moncton in particular, he said there was hardly a retailer in that city who was not a subscriber.

The new home of "Red Rose" is rapidly nearing completion. Mr. Estabrooks is hoping to move in early in October.

Canada Cream Cheese is freely offered here.

Cream of tartar, while still high, continues to drop off in first cost.

NOVA SCOTIA MARKETS.

Halifax, September 14, 1903.

THE Provincial Exhibition is now in full swing and the attendance to date has been unusually large. Travellers are all in the city and while house sales are good some wholesale houses claim the interruption of regular business is not being compensated for by buyers visiting the city. The presence of several thousand visitors for a week or more has distinctly benefitted the city retail trade and no doubt when travellers again visit their respective territories they will secure good country orders. The prospects for Fall trade continue excellent. Crops are better than expected and prices are high. Apples are beyond expectations and this province will have a half million barrels for export, and the quality will be better than ever before. The only drawback is the bank fishery, but even here the catch has been a moderate one, and with fishermen getting a dollar a quintal more than last year they will receive a fair renumeration for their season's labors. Exporters are paying $4.50 to $4.75 per quintal ex. vessel for both bank and shore codfish, and in the last month have turned down a large number of foreign orders because they could not secure the fish to fill them. This was due not so much to the shortage in the catch as to the absence of enough sunshine to properly "cure" the fish. Grocery grades of codfish and herring are scarce and very much wanted. There are fair prospects of a good take of fat mackerel this Fall.

Beans have advanced 25 cents per bushel. This came as a bit of a surprise as up to a little while ago jobbers could have secured beans at $1.50 Halifax. Very little, if any, were bought at this price, as jobbers were afraid to operate. Then came bad weather in the bean growing

HAVE YOU EVER HEARD

a single complaint from a customer about

JAMES' DOME LEAD?

If not, why not? The answer is clear, the goods are right.

W. G. A. LAMBE & CO., Canadian Agents.

SALT

Prompt Delivery

Lowest Prices

Finest Quality

WARREN BROS. & CO., - TORONTO

EARLIEST ARRIVAL OF

1903 Crop Valencia Raisins.

— IN STORE —

1,000 Boxes Trenor Blue Eagle Fine Off-Stalk, - 7½c.

We have just picked up **a bargain** which we offer **at a bargain,** here it is: **Wm. Rogers & Co., Finest Ondara Four-Crown Layer Valencia Raisins, 1902 crop, in remarkably good condition.**

1,125 Boxes	28 lbs.	6c.
355 Half Boxes	14 lbs.	6¼c.
699 Quarter Boxes	7 lbs.	6½c.

HUDON, HEBERT & CIE.

MONTREAL.

districts of Ontario and in a few days the entire tone of the market was changed.

Cornmeal has advanced 10 cents, and is now quoted at the round figure, $3. This is due to the lateness of the corn crop and the stronger feeling in this commodity. Flour, both Ontario and Manitoba, has again advanced. There is not a very brisk demand and retailers here are slow to realize the position of the market. At present mill prices flour can only be sold here within the range of the following quotations: Straits, $3.90 to $4; ninety per cents., $4.05 to $4.15; eight per cents., $4.35 to $4.45; Manitobas, $5 to $5.10.

There is some improvement in the demand for provisions and the jobbing price on pork is easier at $19.50 for clear and $20 for American and P.E.I. mess.

There has been no change in molasses, but the market is firm. Quite large quantities of Barbados are being sold here for the Quebec and Montreal markets.

Sugar is firm and unchanged. A considerable quantity of European refined is arriving but not so much as in former years. The demand is good, as considerable quantities are now required for preserving the Autumn fruits.

Just at the moment cheese is a little quiet, but any sales made are at extreme figures. In a jobbing way nothing in the shape of choice Septembers can be had for less than 12 cents.

Factories are holding butter for higher prices, for at the figure dealers offer butter gives a less return per 100 pounds of milk than does cheese.

Eggs are in fair demand and light supply. Jobbers are receiving 17 cents for reliable stock.

Tobaccos have advanced. The new prices at which The Empire Tobacco Company's products sell to the trade here are as follows: Red Fox, 43c.; Bobs, 44c.; Old Fox, 47c.; Pay Roll, 6's, 52c.; Amber, 8's, 56c.; Amber, 3's, 59c.; Snowshoe chewing, 57c.

Large quantities of Nova Scotia green fruits are now arriving at the following prices: No. 1 Gravenstein apples, $3; Bartlett pears, $5; tomatoes, 35c. for 6-qt. basket; corn, 15c. per dozen, and very scarce; Niagara grapes, 50c. for baskets and 20c. for reputed halves.

A good supply of Jamaica oranges arrived by last steamer and sold at $7. About 50 per cent. of the Jamaica orange crop was damaged by the storm, but as the crop was unusually large the market is not likely to be much affected. Bananas are higher and The United Fruit Co. have not been filling more than 25 per cent. of the Halifax orders of late.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Sept. 12, 1903.

LAST night at the Hotel Vancouver the visiting delegates of the Chambers of Commerce of the British Empire were the guests of the Vancouver City Corporation and the Vancouver Board of Trade at a banquet which had been jointly prepared, under the direct management of the Board of Trade. Friday evening the delegates returned to the city on the handsome new steamer Princess Victoria, which had been chartered by the Provincial Government to take the visitors on that most delightful day's excursion from the city of Victoria, by way of the gulf, through the many small islands off the coast of Vancouver Island to Nanaimo, and thence across the gulf to Vancouver. The steamer arrived in harbor a little after 6, giving the visitors an opportunity of seeing the beauties of English Bay in the evening, and of the magnificent entrance to Burrard Inlet, the inland sea which forms Vancouver's famous harbor, the greatest on the Pacific coast, and one which is destined to hold vast commerce as the trade of the Orient is modernized and developed.

Yesterday the delegates were entertained by the Board of Trade, the time being spent in visiting the various points of interest in and around the city, and seeing what could be seen of the salmon canneries and fish freezing plants of the Fraser River. To this end a trip to New Westminster had been arranged. Some of the canneries are still in operation, and it was arranged that the visitors should see the whole operation of canning salmon as it is done in the big plants of the Fraser, from the taking of the fish from the scows and boats as they are delivered by the fishermen, to the time when the filled tins are taken from the steam cooking retorts and carried in trays to be taken to the labelling room for lacquering and packing in cases ready for shipment.

The big cold storage plants where fish are put up in the fresh state and frozen for shipment to all parts of the world were seen also.

* * *

The wholesale grocers have not yet recovered from the rush of orders which have been sent off to Dawson and other Yukon points during the past three weeks or so. Stocks have been badly broken up. In fact it was an impossibility to keep stocks up while such vast quantities of goods were being sent forward. Every wholesale house is now straightening out the stocks which remain with the hope of being able to get them back on a business basis shortly. Even this is difficult as northern shipments are still lively, and likely to be so until the freeze-up. There are always many late orders coming in, and at present there are even a number of buyers from the north in the city looking up supplies for the Winter. This is especially true in the line of vegetables. The Dawsonites are entirely dependent on this market to supply them with such homely necessaries as potatoes, and the market in the north is very fastidious. Any old murphy is not good enough. There must be a careful selection of every tuber which is sent north, as many amateur dealers have discovered to their cost, when they found themselves face to face with the market in Dawson. Potatoes are almost a luxury at all times in the north, and most especially so in the Winter season. Therefore the consumer demands a selected article when he pays a high price for his potatoes.

The Ashcroft potato, a specialty of the dry sandy soil of the interior district around Ashcroft, Spence's Bridge and other up-line points is particularly desired in Dawson. It is the best potato grown in the country, and in fact would be hard to beat anywhere. Whether it is a variety distinct from that grown elsewhere, or that the peculiar conditions of soil and climate have specialized some well-known sort of potato, it is now recognized that the long, smooth oval, yellow-white skinned, and clear-meated potato from Ashcroft cannot be counterfeited. The boiling is the test and potatoes grown elsewhere from seed produced in the Ashcroft district cannot hold their own with the genuine.

It is too early yet to dig the Ashcroft potatoes for shipment north, though one car has arrived on the market here this week. The fully matured stock for shipment to Dawson will not be in for some two or three weeks yet. By that time it is a chance to get them through before cold weather. Small wonder then that Ashcroft potatoes command fancy prices in Dawson at all times.

* * *

The grocery markets show but slight alterations this week. The trade has been notified of the withdrawal of all lines of canned goods by the packers of Eastern Canada. No orders are now being accepted, even at open figures. All quotations have been withdrawn for the present. On some lines no quotations have been made at all this season.

California supplies of such canned vegetables as come to this market are at high prices. Tomatoes are now costing, laid down here, $1.33½, and the California shippers expect to advance that quotation. Local wholesalers expect to better that from the east.

All canned fruits from California have advanced in price since first quotations. The position of dried fruits is strong in sympathy. In fact all dried fruits have advanced slightly.

Beans, all varieties of which are supplied to this market from California, have dropped slightly in expectation of new crop being ready for the market.

* * *

In fruits, the only really new item this week is the Concord grape supplied the market from Washington. The price is 75 to 85c. per ten-pound basket. California grapes are quoted at $1.75 to $2 for the 20-lb. basket. Crawford peaches are in fairly liberal supply from the State of Washington at 90c. to $1 per crate. There are also some of the Muir variety from California at about the same figure. Bartlett pears from Washington and Oregon are in good supply and of much better quality than the California goods averaged this season. The price is $1.75 to $2 per box, 40 lb.

It is between seasons for apples just now. There are no California apples coming in and Washington, like British Columbia, is almost over for early varieties, while the later varieties are not ready to ship yet. This, of course, is referring to choice goods. A fair supply of some sorts of local apples is at hand at from 75c. to $1.25 per box.

Plums, even local, are almost over for this season. The crop has been very heavy and sold at low figures. Italian prunes are coming in from Washington, but the local crop of Italians are not being marketed to any extent yet.

* * *

Produce market conditions are somewhat relieved by receipt yesterday of three cars of eggs from Eastern Canada by The W. H. Malkin Co. Ltd. The market has been rather short recently. Prices are firm at quotations which have been ruling lately. A car of Ontario cheese is also among this week's receipts. Creamery butter is being received in sufficient quantities from Manitoba and the Northwest. There are also some shipments of dairy coming in from the same source. Local creamery butter is up again, the retail price of Edenbank creamery now being 35c. per pound.

TEA REPORTS.

McMEEKIN & CO.'S notes on Indian and Ceylon teas for the month of August, issued from London under date of September 3, report:

INDIAN.—There was a steady tone throughout the month and the demand was quite equal to the supply. All grades remained firm, with a tendency towards advancing prices. The average of public sales for the month was 8¼d. per lb., against 7¼d. per lb. for the corresponding month of last year. The statistics, generally, are of a satisfactory character and the volume of the deliveries shows a fair expansion.

CEYLON.—The indifferent quality of recent months was again apparent, but towards the close of the month there was some improvement. Although medium teas were irregular in the early auctions, the tone generally was strong, with a tendency to advance, especially in regard to teas for price and a few lots of choice character. The average public sale price for the month was 7d. per lb., as against 6½d. per lb. for the corresponding month last year.

GREEN TEAS.—The trade in these was insignificant, only 55 packages of Indian and 229 packages of Ceylon having been printed for auction.

—

William James and Henry Thompson in their London tea circular for same date say: The bidding this week has been active and the way in which the sales have passed contrasts favorably with what happened this time last year when the heavy stocks held by the trade, the uncertainty as to the extent of the Indian crop, and the disturbances over the clearing house question, all combined to unsettle business. Tea is now evidently wanted by the trade generally and a brisk market may reasonably be expected, for some weeks at all events.

The London August figures are interesting. In the first place stocks of all kinds are fourteen millions less than last year, while deliveries for the past three months show an increase of five million pounds. It is also noteworthy that this increase consists almost entirely of Indian tea, Ceylon showing a decrease of one million pounds, which was counterbalanced by correspondingly heavier clearances of China.

—

Gow, Wilson & Stanton, writing September 4, say: The report of the director-general of statistics gives the total acreage under tea in India at the end of 1902 as 525,252 with a production of 188,589,261 lb., against an acreage of 524,767, and production of 191,302,773 lb. in 1901. It also states that only 4,464,762 lb. were retained for local consumption, besides 3,480,716 lb. imported from other countries.

INDIAN.—Demand was strong, all kinds selling very steadily, while anything with attractive quality realized full prices.

CEYLON.—Medium teas if anything a trifle dearer, while better class descriptions sold well, last week's rates being maintained for commonest grades. Quality is now beginning to show signs of improvement.

Fads in Many Lines Come and Go,

but Clark's Meats

are steady sellers.

That's why you should stock them.

Delicious, Healthful
The **Ideal** Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL.
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

FINEST ORANGES GROWN

Car **Extra Fancy Late Valencias** arriving this week from the celebrated groves of the **Arlington Heights**, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

Window and Interior Displays

Timely Hints and Suggestions.

The Competition.

ONLY two and a half weeks remain of the time limit for the window-dressing competition, and those who contemplate entering, but who have not as yet arranged and photographed the window, will need to pay immediate attention to it. The prizes, which are $10, $7 and $5 are well worth competing for, and the additional offer of $2 for every photograph worth reproducing insures the sender against loss. In addition to the chances of obtaining the money, there are the advantages to be derived from the healthy stimulus the entering in such a competition will give to the interest the merchant will have in his windows. Numerous ideas will be seized upon in the preparation of a prize window, that would not be noticed if an ordinary window were being arranged. Although at the moment this stimulus may not be deemed worthy of much notice, in after months its value will be duly appreciated and the continual interest in window-dressing and the ideas gathered will reap their own reward.

PHOTOGRAPHING THE WINDOW.

Many questions have been asked, since the competition opened, concerning the photographing of the window, the great difficulty being the prevention of the reflection in the glass of the buildings on the opposite side of the street. This obstacle to good photographs has prevented many a picture from being taken, and spoiled many others for reproduction.

If the photo must be taken in the day time, it can be considered, as a general rule, that the early morning is the best time, when the light is clear and few pedestrians are on the street. Of course, the hour has much to do with the extent of the reflections, as the shining of the sun on the opposite buildings will absolutely spoil a picture if the light is at all reflected in the window. But provided it is sufficiently early, but still light enough, the face of the opposite buildings will be too dark to cast annoying reflections, and will act as a screen from objects that would catch the light. The best moment can be considered by studying the light the morning previous to the taking of the picture.

Should the early morning prove unsuitable, there is another method which allows the taking of the picture at any hour of the day. Take a piece of black cambric or any cheap black material of a width of about four or five feet more than the window and of a height to be found by experiment. Attach this to two poles, one on each side, and have a couple of boys hold this screen just behind the camera. The object is to hide the buildings which would cast reflections, and the size can be found by tests. This method is very little trouble, proves of uniform success, and the screen can be rolled up and stored away for future use.

To the store with well lit windows—those using gas or electricity—the best photographs can be taken at night. The only difficulty met with in such a picture is the "halation" caused by the lights themselves. To prevent this the lights can be concealed from view (a point that is always observed in the best windows), or non-halation or "backed" plates can be used. These plates eliminate almost all of the mass of light that surrounds the lights themselves. In some windows where the lights are visible they are of such height as to interfere very little with the exhibit, and in such cases the ordinary plates can be used. The exposure for a night window will vary according to the degree of light and the rapidity of the plate, from five minutes to possibly half an hour. The passing of people between the camera and the window will not interfere with the picture, provided they are not allowed to stand.

A letter has been received asking if flashes cannot be used in taking a picture of a window. Outside the window a flash would be of absolutely no use, merely reflecting on the glass and going no further for picture purposes. Inside the window the flash would have to be set off out of sight, and the halation even then would be impossible to prevent. The light, too, from a flash in the window would be cast necessarily on slightly different sides from those seen by the camera. Flashes cannot be used for the window, but for interior work are unsurpassed, unless the light from outside is very good.

THE EXPENSE BUGBEAR.

When some expense is apt to be incurred in the preparation of a window, it is a common thing for that scheme to be abandoned, and another one adopted, which includes only the arrangement of the goods, without outside accessories. If a window is considered as valuable, why cannot the expense be thought of as paying for itself? A display that shows expense, shows extra attention on the part of the merchant, and every spectator is favorably impressed. A window that costs $5 may sell $100 worth of goods, and the moral benefit cannot be estimated. In every case, too, part of the auxiliary fittings can be retained for another display. Cheap windows, when never varied, will bring cheap trade.

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize - - -	**$10**
Second Prize -	**$7**
Third Prize - - -	**$5**

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on Oct. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the $10, $7 or $5 prize, it may be awarded a $2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of $2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Durable

Artistic

and not Expensive

Three urgent reasons why you should use our

Metallic Ceilings and Walls

They appeal to practical people everywhere.

Strictly Sanitary—Beautiful in Design and Finished Effect—and made in a multitude of patterns suited to all kinds of buildings.

RELIABLE GOODS THAT NEVER DISAPPOINT.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

TRUCKS
for **Warehouse**
and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

A. F. MacLaren Imperial Cheese Co. state that the weather now permits shipment of country orders of Canada Cream Cheese.

The R. & J. H. Simpson Co., Guelph, have a snap to offer in high-grade vinegars.

The carload of Singapore Canned Pineapple, recently imported by Balfour & Co., Hamilton, are being sold at extremely low figures considering the superior quality of the goods.

A. F. MacLaren Imperial Cheese Co., have on the road a large shipment of Bensdorp's Cocoa to supply the demand of the coming cocoa season; shipment to arrive about October 10.

The first shipment of new season's peels is in store with The Eby, Blain Co., Limited.

A shipment of fine French petit pois, all grades and sizes, and French beans, from the house of Delory, is in store with Henri Jonas & Co., Montreal.

New pack peas, corn and tomatoes are in full supply. Lucas, Steele & Bristol are holders.

With new valencias and new peels in store and new currants in sight, Balfour & Co., Hamilton, are making early preparations for the holiday trade.

A. F. MacLaren Imperial Cheese Co. purchased all the prize cheese exhibited at the Toronto Exhibition—some 450 boxes in number—about half white and half colored, which, of course, are the finest the country can produce. Retail grocers wishing to secure a few of the cheese will do well to send in orders at once.

New crop "Patna" rices are quoted at close figures by The Eby, Blain Co., Limited.

Special values in French alimentary pastes are offered by Messrs. Jonas & Co.

Lucas, Steele & Bristol offer Patterson's home-made preserves in glass. Strawberries, raspberries, etc. Quality extra.

Balfour & Co., Hamilton, report a good demand in British Columbia and the N.W.T. for goods of the "Tartan" brand.

The Eby, Blain Co., Limited, are quoting low prices on first shipment new Valencia raisins, arriving this week.

Balfour & Co. have a large and carefully selected stock of green and black Ceylons, Hysons and Japan teas, all new goods and extra values, for the retailer to sell at 25 to 35c.

What is claimed to be the largest consignment of Spanish olives ever received in Canada by any one importer has just been received by Henri Jonas & Co., Montreal. Mr. Jonas visited the olive districts of Spain some months ago, and his selection of all grades of olives is reported as being of the finest, and specially low prices are made to jobbers.

Dearborn & Co., St. John, N.B., are offering new canned strawberries. These are packed under their own label.

Williams' soap for shaving, bars and sticks, may be procured from Lucas, Steele & Bristol.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

ACTIVE salesman for general store; state salary; send references. Box 159, CANADIAN GROCER, Toronto. f

BAKER—At once; must be a first-class man; state wages and experience. Box 160, CANADIAN GROCER, Toronto. f

MILLER—With two or three years' experience; must be sober, steady and not afraid of work; state wages expected. Box 161, CANADIAN GROCER, Toronto. f

MAN to take charge of cream department. Box 162, CANADIAN GROCER, Toronto. f

SITUATIONS WANTED.

FIRST-class man for cellar in pork factory seeks position; 25 years' experience in Ireland; steady. Box 156, CANADIAN GROCER, Toronto. f

AGENCIES WANTED.

WANTED — Agencies for Newfoundland and Prince Edward Island; lines suitable for general and grocery trade; three to four trips per year. Address Box 28, CANADIAN GROCER. (38)

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

THE BEST
SCOTCH CLAY TOBACCO PIPES
are those manufactured by
D. McDougall & Co.
GLASGOW, SCOTLAND.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

FLOUR AND CEREAL FOODS

The Food Value of White Flour.

Prof. Harry Snyder before the Millers' National Federation at Detroit.

THERE is no other food which can compare with wheat flour in value at ordinary prices. A larger amount and variety of nutritive substances can be procured in the form of wheat flour than from any other food.

With flour at 2½c. a pound, or $5 a barrel, and meat at from 12c. to 16c. a pound (certainly a low figure for meats and a comparatively high figure for flour), 10c. worth of wheat flour contains more proteid nutrients and yields a larger amount of available energy than 10c. worth of any other foods. In other words, the laboring man gets a better balanced food and more for his money when he buys wheat flour than when he buys any other food.

For bread-making purposes, the value of flour depends largely upon the amount and character of the gluten, and the soundness of the original wheat. The process of obtaining the gluten by washing to remove the starch is simple, and can be carried out without the use of expensive apparatus.

The chemistry of flour and bread-making are subjects more worthy of study in schools and colleges than are mythology and ancient history. If more instruction were given in foods, people would be better off healthwise and they would not be so easily imposed upon. The average high school and college graduate knows but little about the value of flour and foods in general. Most text-books upon physiology and chemistry do not treat of the subject of foods as extensively as they should and, as a result, quack literature is too abundant.

Wheat flour is not susceptible to gross forms of adulteration. Less adulteration is practiced in the case of flour than of any other food article. Any tampering with the composition of flour or addition of any foreign material shows itself immediately in the production of a smaller or poorer bread product. Any chemical treatment weakens the expansion powers and affects the gluten which is a sensitive mixture of chemical compounds easily oxidized. As an illustration, if the flour is sterilized at 180 degrees F., the loaf is slightly smaller.

There is no food product which has had a better reputation for honest worth than wheat flour. The roller process of milling has been a step in advance in the production of flour of highest food value, because the granular middlings which were formerly lost are now reduced and recovered in the flour. It is more economical to grind flour by gradual reduction between steel rolls and to pass it through silk bolting cloths than it is to attempt to pulverize it in the human body, and force the coarse particles along the delicate mucous membranes.

The results and conclusions summarized in this series of investigations have been verified by a number of European investigators. Dr. Robert Hutchinson, of the London Hospital and of the Hospital for Sick Children, Great Ormond Street, London, in summing up the work which has been done by different scientists, says: "On the whole, we may fairly regard the vexed question of whole meal versus white flour as finally settled and settled in favor of the latter."

The Golden Wheat Fields.

Like liquid gold the wheat field lies,
A marvel of yellow and green,
That ripples and runs, that floats and flies,
With the subtle shadows, the change—the sheen
That plays in the golden hair of a girl.
A cloud flies there—
A ripple of amber—a flare
Of light follows after. A swirl
In the hollows, like the twinkling feet
Of a fairy waltzer, the colors run
To the western sun,
Through the deeps of the ripening wheat.

I hear the reapers' far-off hum,
So faint and far, it seems the drone
Of bee or beetle; seems to come
From far-off, fragrant, fruity zone,
A land of plenty, where,
Toward the sun, as hasting there,
The colors run before the wind's feet
In the wheat.

The wild hawk swoops
To his prey in the deeps;
The sunflower droops
To the lazy wave; the wind sleeps—
Then running in dazzling links and loops
A marvel of shadow and shine,
A glory of olive and amber and wine
Runs the color in the wheat.

—*Hamlin Garland.*

Winnipeg Grain Receipts.

THE Dominion grain inspector at Winnipeg has given out the returns of grain inspected in that city for the year ending August 30 as follows: Wheat, 51,833,000 bush.; oats, 3,054,000 bush.; barley, 565,200 bush.; flax, 655,000 bush.; speltz, 1,000 bush.; total, 56,117,200 bush.

Figures of receipts at Fort William and Port Arthur for the same period are: Wheat, 31,237,823 bush.; oats, 1,608,963 bush.; barley, 345,928 bush.; flax, 16,167 bush. The differences between Winnipeg and Fort William figures indicate local consumption and all-rail shipments.

C. N. Bell, secretary of the Winnipeg Grain Exchange, referring to these figures, says he does not think the Canadians fully realize the volume of grain being shipped from Western Canada. The figures show that Winnipeg receipts of wheat greatly exceed those of Chicago or of Duluth. The figures are: Winnipeg, 51,833,000 bush.; Duluth, 42,046,923 bush; Chicago, 37,940,953 bush. Mr. Bell says: "It will now be in order, so far as relates to the grain arrivals at least, to abandon the trite saying, 'Winnipeg will some day be a second Chicago,' for Chicago makes but a poor show compared with this market in wheat handling."

A Wail From Philadelphia.

THE alarm which, as previously noted, has been agitating the American Atlantic ports over the premier position which Montreal is taking in the export grain trade, finds voice in the following circular to shippers at Philadelphia.

"Rate from Chicago f.o.b. north Atlantic ports 7c. per bush.

"Rate from Chicago to f.o.b. ocean steamer Montreal 4c. per bush.

"Difference in favor of shipments through Canadian ports 3c. per bush.

"Here is a fine exhibit. The grain which was formerly handled by the north Atlantic ports and shipped through Duluth, Chicago and various lake ports is now being taken out of the United States by Canadian roads, shipped through Canada and put on ocean steamers at Montreal at 3c. per bush. less than it can be done through New York or Philadelphia. Grain exporters and parties engaged in this business are very glad to handle it at ¼c. per bush. margin. So far as the export grain business is concerned, the north Atlantic ports of the United States might as well be wiped off the map. The ocean freight from Montreal to the United Kingdom and continental ports is practically the same as it is from New York or Philadelphia. Thus it will be seen that the grain shipped from Montreal can be laid down in Europe at 3c. a bush. less than it can when shipped through United States ports.

"The remedy lies with the railway companies. The present basis of 5c. per bush. on grain at and east of Buffalo is prohibi.

Come in with the rising tide.

The fad foods are on the decline. They are dying hard, but die they must. The public will have none of them. Common sense and proper thought on the nutritive elements in oats are bringing this about. The public want

Tillson's Pan-Dried Oats

A food, not a fad.

The merchants who come in with this rising tide of popular favor will win sure profit. Send in your order for Tillson's Oats and come in with the rising tide.

THE TILLSON COMPANY, Limited,
Tillsonburg, Ont.

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

tive and farcical. But a few years ago railways were glad to handle this business at 2½c. a bush, and when they got 3c. they thought they were making big money. The all-rail rate on grain for export from the Mississippi River to the seaboard is 16c. per 100. It is but a little while since an export rate of 10c. and 12c. was in operation, and the Atlantic seaboard had a fighting chance for business from west of the Mississippi.

"How long is this state of affairs to continue? The merchants doing business from the north Atlantic ports have worked for a number of years to build up the commerce of their respective ports and to sustain the ocean steamship lines, which are now running at considerable loss. Quite a number of steamers have been taken off, and unless something is speedily done to compete with those Montreal shipments there will be but few steamers running from the north Atlantic ports of the United States. Some of the lines will have to go out of business entirely."

John MacKay

Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), ***SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP*** of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.

Correspondence solicited.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. **SATISFACTION GUARANTEED.**

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

The Invention of Bread.

THE discovery in Egypt of a loaf of bread 4,000 years old or older, a part of which was well enough preserved to make it possible to identify barley as the grain of which it was made, recalls the fact that one of the most remarkable of all inventions is so old that we have not only no account of it, but nothing pointing to it, and so common to-day that we rarely think of it as an invention or a wonder—it is bread.

There have been found in Egypt pictures and inscriptions that carry the history of bread-making very far back, and show us some of the early processes. Yet what they show us is unmistakably bread, and the invention of the process lies far back of that. We can learn from the monuments and records from Egypt, what we might have suspected—that grain was broken by pounding before the art of grinding was invented, and that food was warmed and perhaps cooked with hot stones before ovens were known. But a loaf of bread made from grain pounded to pieces and baked between hot stones is just as much bread as the loaf upon our breakfast table, and the circumstances or process of the invention of the art of making it is still a mystery.

Primitive man spent most of his time as the wild animal does—in seeking food. That grain grew wild and that our hungry ancestors chewed the kernels, as they probably chewed at one time or another almost everything that their teeth could deal with, can easily be imagined. But at what time it occurred to man to make bread, to bake the kernels, mix the resulting meal with water, and apply heat to it, we do not know and can never find out, for man did this so early that it was too old and familiar a story to be recorded when he learned how to make records.

Man ate the flesh of animals for a long period before he found it better cooked than raw, and there is undoubtedly a good deal of history in Charles Lamb's humorous account of the discovery of roast pig. The benefit of cooking was probably discovered accidentally. The step from raw to cooked meat is too long to have been taken by primitive man as the result of reflection or experiment. If man's first taste of roast meat came from animals in a burning forest, it would not have been unnatural for him to try heat on grain. The breaking of the kernels would easily have suggested itself as a relief to his teeth, and mixing the coarse meal with water would have readily occurred to him as a means of making the meal stick together, without which any process of baking or roasting would have been most inconvenient of application. But, unless the cooking of food were discovered accidentally, it was a greater advance on the pre-existing state of knowledge than the most remarkable of the inventions that have distinguished the nineteenth century.—The Practical Confectioner and Baker (London).

Old World Bread Superstitions.

Food is not lightly regarded by the poor of foreign lands who know what it is to feel the gnawing pangs of hunger and who would regard the waste that goes on in the home of the average American workman as nothing less than a mortal sin. Since bread forms the principal part of the diet in many old-world countries, it is naturally held in high esteem.

Nothing can be more beautiful than the act of the Breton peasant who, before cutting his loaf, makes the sign of the cross on it. If he stopped there, expressing his thankfulness for food, that would be well; but superstition carries him much further. If a child is born to him, a crumb of that bread, especially if it be rye bread, is put into the infant's sleeve, and then the chances of the baby's having the colic are diminished. If a cow shows signs of sickness, or a horse is lame, a crumb of the bread is supposed to benefit the animal.

In Bavaria, when you go into the woods, especially that portion infested by spirits, only put a crust of bread in your mouth and no ghost, spirit or witch can trouble you. Many retain an idea of the peculiar sanctity of bread. For instance, it is all right to leave a bit of meat on your plate, but it is wicked to leave a piece of bread. Very good fathers and mothers inculcate that idea, and little children believe then that there is something particularly sacred about bread which a potato does not possess.

Stone Flour and its "Nutty Flavor."

THE milling public at large, says The American Miller, has imagined that the celebrated case of Stones versus Rolls had been fought out in the lower courts, argued on appeal and decided by the supreme court of public opinion. But occasionally someone tries to get the case reopened. Such is the fact now in Australia, where a miller has taken the platform against roller flour. The rolls crush the life out of the flour and the flour crushes the life out of the people, he says; and he draws a picture of dyspeptic and toothless eaters of roller-made flour moving in an ever-increasing procession towards lunatic asylums. And all because the wheat is crushed by metal instead of being ground by stone.

There are not many millers or others who talk in such a strain, but there are plenty who insist that the old-time "nutty flavor" deserted flour when rolls were introduced in the mill. There may be reason in this, in the exclusion of the germ, which is a distinct element of the wheat. But a British baker has gone further, and insists that the old-time flavor was produced by the dirt and trash ground up with the wheat in the old-time mills. He made a collection of 14 different kinds of impurities from a modern roller mill that would have been ground up in the old-time British mills in the proportion of 15 lb. of trash to every 280 lb. of flour.

So, maybe it was dirt and not germ that gave the "nutty flavor." But how is it that roller-made flour from macaroni wheat has this same flavor? Where was the flavor located, anyhow? In the dirt, the germ, or in the wheat?

Cereal Notes.

E. V. Tillson, of Tillsonburg, paid THE GROCER a visit last week.

Over 2,432,000 bushels of grain have passed through the Meaford elevator so far this year.

The Moose Mountain Star predicts a yield of 30 bushels to the acre in that district of Manitoba.

Spencer Bros., bakers and confectioners, St. Thomas, Ont., are about to enter on the wholesale bakery business.

Another big milling firm to adopt the wire hoop for flour barrels is the Pillsbury-Washburn Co. The saving is said to be ½c. to 1c. per barrel.

One of the largest health food concerns in Battle Creek, Mich., purpose building a large factory in Canada early in the coming year.

Manitoba's first wheat shipment was made about 26 years ago. It was then considered a large shipment—some 500 bushels. To-day 42,000 farmers produce from 120,000,000 to 150,000,000 bushels of grain.

It has transpired that one of the leading Manitoba milling concerns have advanced their prices 15c. per barrel, making the price $4.65 for patent and $4.35 for second patent. The advance is made on account of the prices now being paid to the Manitoba farmers for their wheat.

RELIANCE

can be placed in our brown and manilla wrapping papers. They are full weight and strong, durable papers. Full count to every ream.

MADE IN CANADA.

CANADA PAPER CO., Limited
TORONTO and MONTREAL

BUY
Star Brand

COTTON CLOTHES LINES
— AND —
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

Beware of Imitations.

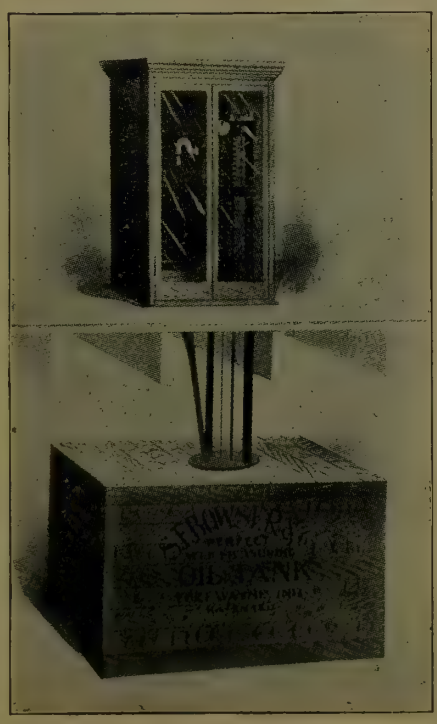
VINEGARS—We have established a reputation in this line that we want to maintain, and are only handling the best quality obtainable, which we can guarantee to give satisfaction or money refunded. You will find our price interesting.

SPICES—We have a large and complete assortment of the different kinds and qualities, and have prepared for a heavy season's business in this line. Price and quality guaranteed.

JAPAN TEA—New crop, good style and cup quality, in half-chests of 80 pounds, at 19 cts., good value at 22 cts. Write for sample. We have particularly good values in Ceylon and Indian Teas in chests, at 15½ to 16½ cts. per pound.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,
Guelph, Ont.



OUR GLASS PANEL CELLAR CABINET.
is a Beauty and as Good as it is Handsome.
PUMP FULL NICKEL OR BLACK ENAMEL
GRAINED OR ANTIQUE OAK CABINET
Is This What You Have Been Waiting For,
ASK FOR CATALOGUE "B"—IT'S FREE.

If Your Oil-Man

should quote you a confidential price of two cents below the market, he would be pretty sure to get your order because

YOU ARE IN BUSINESS FOR PROFIT

and that two cents per gallon means profit. Yet you hesitate to equip your store with a

BOWSER
THREE MEASURE
SELF MEASURING
OIL TANK

which as surely means a saving greater than two cents on each and every gallon of oil you handle. It prevents loss from leakage and evaporation; it saves the oil you now lose from sloppy measures; it saves loss from pilfering while you are gone to the cellar after oil; it saves other goods from contamination from kerosene; it saves your time; it saves your back; it saves your labor, and muss, and dirt. All this it saves and more.

S. F. BOWSER & CO.
FORT WAYNE, INDIANA,
65 Front St. E, TORONTO.

Business Changes

ONTARIO.

THE assets of the grocery business of Jos. Charland, Ottawa, were sold on September 11.

Mary Lafond, grocer, Copper Cliff, has assigned to C. V. Price.

D. R. Owen, general merchant, Fernhill, has sold out.

E. A. Runians, grocer, Kingston, has sold out to F. W. Vanluven, Battersea.

J. G. Finch, general merchant, Mandamin, has sold out to Ewart & Barnes.

The bailiff is in possession of the grocery business of J. B. Filiatrault, Ottawa.

Roome & Cole, general merchants, West Lorne, have sold out to T. F. Robinson.

J. O. Cameron, general merchant, Michipicoten River, has assigned to J. M. Begg.

Geo. Laing, general merchant, Richmond, has admitted his son into partnership.

Kerr Bros., general merchants, Farran's Point, are opening a branch at Aultsville.

M. H. Cook, general merchant, Waterford, has been succeeded by Sanderson Bros.

McAllister & Halliday, grocers, Ottawa, have dissolved partnership. D. Halliday continues.

QUEBEC.

N. Belanger, general merchant, Plessisville, has assigned.

Rattelade & Roy, grocers, Montreal, have dissolved partnership.

J. M. Couillard, general merchant, Ste. Martine, has sold his stock.

The assets of the grocery business of J. D. Pilon, Montreal, have been sold.

The assets of the grocery business of Henri Dessaint, Montreal, are to be sold.

The assets of the general business of J. W. Marchand, Beauharnois, are to be sold.

The assets of the grocery business of J. P. Galibois, Quebec, were sold on September 11.

L. Gauthier, general merchant, Grand Baie, is offering to compromise at 55c. on the dollar.

H. Breton, grocer and liquor dealer, Quebec, is offering to compromise at 20c. on the dollar.

The assets of the general business of W. McColme, New Richmond, were sold on September 15.

The assets of the general business of J. L. Aubert, Thetford Mines, were sold on September 18.

A. Lepage, general merchant, Rimouski, has assigned and V. E. Paradis is pro. guardian. There will be a meeting of the creditors on September 19.

NOVA SCOTIA.

P. H. Ross, grocer, Lunenburg, has assigned.

H. B. Farnsworth, general merchant, Auburn, has assigned.

J. A. Doyle has given a certificate for Mary F. Doyle to carry on a grocery business under the style of A. L. Doyle & Co.

BRITISH COLUMBIA.

C. W. Ford, grocer, Vancouver, has sold out to Clark & Rogerson.

C. J. Moore & Co., general merchants, Cumberland, are opening a branch at Comox.

A. Des Brisay, grocer, Vancouver, has sold the Mt. Pleasant branch of his business to H. O. Lee.

W. J. MacDonald, general merchant, Whitewater, has removed to Sandon. The style now is MacDonald & McPhee.

J. A. Gillis, general merchant, Morrissey, has been succeeded by Gillis & Richardson, and the stand has been removed to Morrissey Mines.

MANITOBA AND N.W.T.

P. J. McDermott, general merchant, Minnedosa, is opening a branch at Clan William.

Smith & McKim, general merchants, Blackfalds, have been succeeded by Smith & Gurley.

W. G. McLaren, general merchant, Souris, is advertising his Elgin branch business for sale.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER.
365 Richmond street,
London, Ont., Sept. 14, 1903.

THERE is much commotion this week in all branches of the grocery trade in this city, incident to the Western Fair. Travellers have as usual gone out on their regular trips for a few days in the beginning of the week, but will all return home early. Unlike the other wholesale branches of trade, but few purchases are made in the wholesale grocery warehouses by outside merchants visiting the Fair, on account of the frequency with which calls are made by travellers on their respective routes. It is, however, expected that many will visit the houses with whom they deal regularly, but more from courtesy than with the intention of buying goods.

Last Saturday's market was a Western Fair market in every respect. Citizens—ladies predominating—were abroad at an early hour in search of the best the market afforded, and from the endless variety of products on sale it is fair to conclude that they accomplished their object, and that the prices demanded suited in every case the length of the purse carried.

Such a plentiful supply of apples, plums, pears, peaches, etc., has not been reported for many a day. Roots and vegetables were also plentifully supplied, and large sales were effected, presumably in view of the Fair week.

The advance in dairy products was well maintained, and both butter and eggs sold quickly at 2c. higher all round than a week ago. Poultry was largely supplied, and a brisk trade was done. Dressed chickens sold at 50 to 75c. per pair; ducks 70 to 90c. per pair. A few turkeys were offered but the prices demanded were too high for the average housekeeper.

* * *

Grain is not so plentifully supplied as has been anticipated, and an increase in the price paid for oats may be noted over that of last week. The prices current for grains at this writing are as under:—Wheat, 72 to 75c. per bushel; oats, 28¾ to 31¼c.; corn, 60 to 65c.; peas, 84 to 90c.; buckwheat, 51 to 55c.; barley, 38½ to 43c.; rye, 53 to 56c.

* * *

Bank clearings for the past week at the London Clearing House were $705,519.

* * *

Mr. Arthur Brener, cigar manufacturer, who has been ill with typhoid fever the past two or three weeks, is now rapidly convalescing.

* * *

Mr. Cole, of this city, has taken possession of the oil property and woodyard purchased from Alex. Ewing, of Petrolia. Mr. Cole has also purchased the oil property west of Marthaville, for years owned by Samuel Stokes.

W.H.L.

PERSONAL MENTION.

Mr. John Sealy, St. John, N.B., has just shipped a car of fish to Vancouver.

Mr. J. A. Tilton, St. John, N.B., has just returned from a successful business trip to Newfoundland.

Mr. Charles Snow, Kagawong, was in Toronto at the Exhibition last week and favored "The Grocer" with a call.

Mr. Estin Williams, late of McWilliam & Everist, wholesale commission men, Toronto, left this week for Manitoba and the N.W.T. with a consignment of fruit. Mr. Williams will engage in business on his own account.

CORKS CORKS

We are in a position to fill all orders at the shortest notice.
Mail orders receive prompt attention.

S. H. EWING & SONS
96 KING ST., MONTREAL.

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 CHURCH ST.
TELEPHONE MAIN 204

Telephone orders receive prompt attention.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

In the Constellation of Brushes and Brooms there is no brighter Star in all the Firmament than that which characterizes the name **"BOECKH."**

★BOECKH★
Brushes and Brooms

are the goods sought for by all enterprising dealers because they invariably give satisfaction to the purchaser, sell at right price and carry a right margin of profit.

AS BOECKH'S BRUSHES AND BROOMS ARE THE STANDARD OF MERIT, WHY STOCK OTHERS?

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: 80 York St., TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

A $50 Investment.

THE GROCER is sincerely interested in the tradesman's prosperity, and is glad to be able to suggest from time to time means by which grocers can increase their sales and profits. There is such a thing as increasing sales without increasing profits, and many a firm in its efforts to swell the yearly turnover has overlooked the question of margins, to find some black day that expansion is not always growth, and that a heavy turnover is not always accompanied by a corresponding increase in profits. When the year's balance is struck off the profit and loss account may prove a sad revelation.

There are possibilities, however, of larger sales with satisfactory profits without additional working expense, with comparatively small outlay. Every grocer has time to sell a little more. It then becomes a question as to what lines to push or to make prominent. In this connection we have to suggest that those grocers who have not already done so add a cigar department to their other activities — perhaps not a department exactly, say only a small stock, four or five or a dozen lines, tastefully and effectively displayed in a glass case. The cost for a very small stock of cigars need not exceed $15 to $25. A glass case can be had for another $10 or $15, making the initial investment ranging from $25 to $50. When the revenue from such a small investment is reckoned it will be found that the cigar department pays most gratifyingly.

Cigar selling consumes the minimum of time. "Give me a cigar, please," and in 60 seconds the transaction is completed. There is still another aspect worth noting: Grocery stores are women's stores; men drop in rarely to transact business. This is one of the unfortunate things in the grocery trade, for men are good buyers of many things if they can be interested at all. How often does the wife say to the husband, "You buy so much when you go shopping?" To attract the men is business wisdom.

The whole question can be stated in a few words: Cigar smoking is increasing. Cigars are sold by tobacconists, druggists, fruiterers and others. Then why should not the grocer sell cigars and make the profit that he is, by his lack of interest, lack of business brightness, permitting to be enjoyed by his business competitor?

Saints and Diplomacy.

For a number of years I ran a tobacco plantation in the Island of Cuba, remarked a middle-aged gentleman to a number of friends recently, and at the very outset met with the same difficulty every other manager has had for the last two hundred years. About three times a week was saints' day for all hands, and they'd knock off work to hang around the villages. It did no good to coax or threaten. I simply had to take it out in cussing them. When I first took hold I was waited upon by a priest, who wanted to know what sum I would pay over to him monthly for the benefit of the souls of my people. He had the flock in charge, and it was customary at all plantations to pay a regular stipend; but when the men began to keep saints' days I went to the priest and complained of the interruption.

"Senor, it is the custom and cannot be changed," he replied. "If my people did not respect the saints what would become of their souls?"

I said no more, but when the second monthly pay day came around I was better prepared for the occasion. The priest was on hand for his stipend, as was every hand for his wages, but I gave it out that no one would be paid. Great excitement followed, and pretty soon the priest came to the office to ask why the money was withheld.

"It is St. John's day and I am not working," I replied. "I also have saints to look out for, as I forgot to tell you."

"But you will pay to-morrow?"

"Tomorrow is St. Thomas' day."

"And the day after?"

"Is St. David's day."

All leading Wholesale Grocers handle

SWEET CAPORAL CIGARETTES.

The AMERICAN TOBACCO CO.
OF CANADA, Limited.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

Write This

On a Post Card.

"Send me one thousand of your Cigars (200 ten-centers and 800 five-centers) the latter varying in price from $25 to $35."

Write also on the postal the colors you want—light, dark or medium. I will send the Cigars right along on trial and even after you pay for them (if you decide to keep them) you may send them back at any time within six months and get your money. *I take all the risk !*

J. BRUCE PAYNE, LIMITED,
Granby, Que.

Y Stands for Years of study and brains, to build up a business that's worth all the pains.

The business that the sterling "Always the same" qualities of

Kim
Harold H.
AND
La Fama
Cigars

has brought us, grows every day.

BRENER BROS.

Cigar Mfrs., - - **LONDON, ONT.**

10c. Size of T. & B.

met with instant favor. T. & B. quality never varies. The T. & B. user never changes to another make. T. & B. 10c. size has a sure place in every complete tobacco stock. A first place too.

The Geo. E. Tuckett & Son Co., Limited, Hamilton.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

Queen's Navy

Cut plug smoking,
The grocer's favorite,
Sells easily,
Pleases mightily.

ERIE TOBACCO CO.,
Limited
WINDSOR, ONTARIO

This space belongs to
T. J. Horrocks,
TORONTO
Known in connection with the

RONTO
CIGAR

and as the only wholesale tobacconist in Canada outside the trust. **Back him up.**

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

"I tell you, old man,

"that the most satisfactory Tobaccos I use are
"**McAlpin's.** Can't say just how they differ from others,
"but I know they are different."

Your customers talk in this fashion after using our tobacco.

Then, too, there is the question of profit.

CHEWING
British Navy,
King's Navy,
Beaver,
Apricot.
UNION MADE.

SMOKING
Tonka,
Solid Comfort,
Pinchin's
Hand-made.
UNION MADE.

The McAlpin Consumers Tobacco Co., Toronto
LIMITED.

He looked blank for a minute, and then said :

"Senor, there seem to be more saints than money. Can't we spare a few of the former?"

Half an hour later I had knocked out all the saints in my calendar, and he had let go so many of his that they came in only on Sundays, and after that we had no further trouble and the plantation made money.

Sale of Tobacco on a Sunday in Scotland.

The sale of tobacco was permitted on Sunday in bygone times in Scotland. It was regarded as a necessity, and is referred to in the parochial record of Alyth for 1675 as follows : "This day the merchants of Alyth, being chairged, were called and compeired and promised not to sell any wares to any person upon the Sabbath, between or after sermons, except it be upon necessitie, and that to any sick person, nor to sell unnecessarie things, as they did formerlie, upon the Sabbath, except the neidfull tobacco or bread."

Queens Who Smoke.

The Empress Elizabeth, of Austria, who was assassinated near Geneva, used to smoke 30 to 40 cigarettes daily, either Turkish or Russian, and used also to indulge occasionally in small Italian cigars.

The Czarina smokes cigarettes now and then, and on her desk there are always a couple of golden and engraved cigarette cases, a silver ash tray and a malachite match holder.

The Queen of Italy seldom smokes, but the mother of the King of Spain consumes a large number of Egyptian cigarettes every day.

Former Queen Natalie, of Servia, owns a magnificently jewelled smoking outfit, and is very partial to the habit.

The Queen of Roumania, Carmen Sylva, also owns a large number of gold and silver cigarette cases, but she does not much like the aroma of tobacco.

The Queen of Portugal, on the other hand, is an ardent lover of the weed. She prefers a special brand of German tobacco, which is sent to her especially from Dresden. Her mother, the Countess of Paris, occasionally indulges in an Havana cigarette or two.

At the English court the ladies are strictly prohibited from smoking by Queen Alexandra, who will not allow smoking in her presence. Many fair members of the English aristocracy are far from pleased thereat, because among them are many confirmed smokers.

She Wins.

The plug and cigar with the long cut and snuff
Were arguing as to their merits ;
Till crazed by the noise I spoke sharply enough
To silence their turbulent spirits.
I said, "Now, if you
Would kindly subdue
Your voices and each tell his tale,
I might be enabled to tell who is who
And place you according to scale."

The snuff was first speaker, and strongly laid stress
On the fact that queen, bishop and knight
Who shunned all tobaccos in different dress,
Had used it with royal delight
The plug was the next,
And on the same text
Showed that sailors and soldiers in blue
Would rather relinquish their brandy and smoke
Than give up their regular chew.

"Just picture a German, his pipe in his mouth !"
The long cut began with a frown.
"If I don't give pleasure, no more will I shout
But go way back and sit down."
"You know you all quit
Whenever I'm lit
The moment a gentleman chooses,"
The cigar thus replied, "For you see I am IT,
And so every one of you loses."

But over the uproar a sound we all heard,
The swish of a woman's apparel ;
And every debater his answer deferred,
Which of course put an end to the quarrel ;
A sprite stood beside us
Whose loveliness tied us,
And held us spell-bound in her presence.
She spoke, and her pleading with music so plied us,
We vowed her of wisdom the essence.

"Desist," she remarked, with a smile like an elf ;
"You talk, but know not what you mean.
When men ask for you, it is really myself—
The lady, the fair Nicotine.
For I am the sprite
Who confers the delight
Tobacco affords in its place ;
My breath is the balm and my soul is the calm,
The Gods' kindest gift to the race."

—U.S. Tobacco Journal.

London Gossip.

This week is expected to be a very busy one in cigar manufacturing circles, as the trade make a point of visiting the Western Fair regularly each year. All the manufacturers extend a hearty welcome to dealers whether in the hotel, tobacco or grocery trade, and their best endeavors will be used to make their visit pleasant.

Arthur Brener, of Brener Bros., is confined to his room with typhoid fever. The critical stage, however, has been successfully passed and he is now rapidly convalescing. O. E. and O. R. Brener, who are at present in Dawson City, leave that place the end of the present month for London.

In the parade on Labor Day, which was held notwithstanding the steady downpour of rain, the cigarmakers union made a very attractive turn out, with their white caps and aprons, and were awarded a prize.

The Mutual Benefit Cigar Company, of this city, will have a very attractive exhibit at the coming fair.

Tobacco Notes.

T. J. Horrocks, the Toronto wholesale tobacconist, says that every visitor at his warehouse during the Exhibition referred to the growing demand for the Ronto cigar.

The pipe importations of The W. H. Steele Co., Scott street, Toronto, are well worthy of the attention of our friends in the grocery trade who handle this class of goods.

The sales of "Queen's Navy" cut plug smoking tobacco, manufactured by the Erie Tobacco Company, Windsor, has increased so much of late that the factory has all it can attend to in supplying the demand.

A representative of THE CANADIAN GROCER paid a visit on Tuesday last to the home of the "Bachelor" and "Humber" cigars, Toronto. A. Wilson & Co. have recently made some extensive alterations and additions to their premises, and even with the recent improvements find they are unable to cope with their increased business. With the new additions the factory now extends to Wellington street, and has every advantage as to light and ventilation. The cleanliness and order prevailing in the factory is very noticeable and reflects great credit on Mr. Lotz, the foreman, who has now nearly 100 cigarmakers under his control.

Pipes S. H. AND

The Largest Pipe House in Canada

TRADE MARK.

Write for Prices.

THE W. H. STEELE CO., Limited

40 SCOTT ST., TORONTO.

FAILURE OF THE FRENCH SARDINE CATCH.

From U.S. Consul Ridgely, Nantes, France.

I HAVE to report another very bad year for the French sardine industry, of which Nantes is the centre of trade. Last year great misery was entailed upon the fishermen of Brittany and great loss to the packers and exporters by the almost complete failure of the sardine catch, and it has been feared up to the present date that this year would be as bad, if not worse, than 1902. Recently, however, sardines have begun to appear in small quantities off the western coast, and it is now hoped that the catch may improve, but it is almost certain that this will not exceed 25 per cent. of a good, average season. Two reasons are ascribed for the failure of the famous little fish to appear in their usual plenitude. First of these is the excessively cold Spring and Summer; the second is the scarcity and high price of the codfish roe (la rogue), which the fishermen use for bait in attracting and holding the sardines on the fishing grounds. The situation in this respect is quite the same as last year, and much discouragement has been felt in consequence among the thousands of fishermen and packers who exploit the industry. It is also reported here that this year the Portuguese and Spanish sardine catch has been below the normal.

Last year the French catch was less than 20 per cent. of the average, and up to the present date the catch of 1903 has been even worse than that of last year; but, as above stated, the fish are at present beginning to make their appearance and, although the season is too far advanced to hope for anything like an average catch, it is believed that better results will be realized than were at first anticipated.

Sardine fishing is conducted all along the western coast from Brest to La Rochelle, and the best season is generally from about July 1 to September 1. Thousands of fishermen devote all their energies to the work of netting the famous and toothsome little fish, which in this part of the Bay of Biscay are considered of better quality than elsewhere in the Atlantic or Mediterranean, and many great packing factories along the coast buy the daily catch and prepare it for immediate packing in oil. The sardines of the Nantes district, including Brest and Lorient, are famous and are particularly popular in the United States.

An idea of the importance of the sardine industry may be had when the exports to the United States alone are considered. During the fiscal years ended June 30, 1902 and 1903, they reached the following declared value:

From—	1902.	1903.
Bordeaux	$603,326	$411,768
Nantes and agencies	611,338	341,303
Total	$1,214,664	$753,071

SPANISH SARDINES IN FRANCE.

In considering the above figures it should be remembered that of the exports for 1903 about 30 per cent. came out of the surplus stocks of the catch 1901-2. This year, unfortunately, there are no surplus stocks, and, consequently, the great exporting houses are virtually unable to fill any very considerable orders for French sardines at all. In this emergency some of the houses are supplying their French buyers with Spanish sardines, and it is now estimated that fully 200,000 cases of the Spanish product will enter France this year. The total average annual French consumption of sardines is from 600,000 to 700,000 cases, each case containing either 100 quarter boxes or 50 half boxes. The total annual exportation is about 600,000 cases.

Spanish sardines are not exported in any considerable quantities to the United States for the reason that they are very much larger than the American taste demands. For example, in the Spanish quarter box there are only five or six sardines, while the so-called standard American quarter box must contain from 12 to 18. Spanish sardines, while not equaling the French, are considered here much better than the Portuguese article.

PRICES.

Sardine packers claim that in order to do business on a profitable basis they must buy their sardines from the fishermen at from 10 to 15 francs ($1.93 to $2.89) per 1,000, meaning thereby a fish of average size, which counts from 10 to 12 in a quarter box. This indeed was the average price for many years. Last year, however, owing to the failure of the catch and the high price of bait, the price paid to the fishermen was from 30 to 35 francs ($5.79 to $6.75) per 1,000, and this year from 40 to 50 francs ($7.72 to $9.65). As a consequence the price of French sardines to the consumer has nearly doubled. The best-known brands of choice sardines which two years ago sold currently at from 30 to 35 francs ($5.79 to $6.75) per case are now quoted at from 60 to 70 francs ($11.58 to $13.51). The following are the prices at which Spanish sardines are quoted in this market: For cases of 100 quarter boxes, each box containing from five to six sardines, 26 francs ($5) per case; for cases of 100 quarter boxes, each box containing from seven to eight sardines, 28 francs ($5.39) per case; for cases of 50 half boxes, each box containing from 10 to 12 sardines, 37 francs ($7.14) per case.

AMERICAN SARDINES.

While up to this moment France has furnished the United States with choice sardines, there is no reason why, under existing circumstances, cheap American sardines should not find a market in France, provided, of course, they are of as good a quality at least as the Spanish product and a little cheaper in price at the outset. The duty on sardines is 30 francs ($5.80) per 100 kilograms (220 pounds).

EDUCATING AN OYSTER.

"A school for oysters," said a Philadelphia dealer in fish, "is an institution that you would swear could not exist, for oysters are notorious for their stupidity. It is, however, a fact that there are many oyster schools. An oyster's intelligence is limited, but still it has intelligence. Years ago certain wise fish dealers discovered that if you take an oyster suddenly from its subaqueous bed it opens its shell, whereupon the life-giving water inside it all escapes, and the oyster dies. But if you expose an oyster to the air gradually, lifting it out of the water for a few minutes, and then returning it again, it gradually learns that to keep its shell closed when out of the water is the best thing for its health. These investigators found that they could take two oysters, one trained and one untrained, and the trained oyster, keeping its shell closed while out of the water, would live a long time, while the untrained one, opening its shell, would die in a few hours. Therefore training schools for oysters were established. The schools are in appearance nothing more than reservoirs full of water. Oysters are put in them, and the water is drained off and then returned again. It is kept off for a few minutes at first, then for ten minutes, then for half an hour, and so on. Oysters in these schools learn that they will live longest and keep healthiest out of water if they hold their shells tight shut. As soon as they learn this they are graduated, and go out into the world." —Fishing Gazette.

Mandarin tea sells in China for $10 to $15 a pound, and is rarely exported from China.

The Regal Packing Co., with branches at Annapolis and Kentville, N.S., and Ingersoll and Leamington, Ont., have purchased the fair grounds at Port Perry, and are converting the buildings into an evaporating plant.

Flett's

Pickle Popularity.

It means a lot to sell a brand of pickles that will become popular sellers.

Dealers who exercise pickle wisdom will buy

Flett's Pickles

the pickles of high quality.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

Did it ever

occur to you that if you are "out of"

PATERSON'S CAMP COFFEE ESSENCE

when it is asked for you may lose a good customer?

ROSE & LAFLAMME, Agents, MONTREAL.

BRAND'S ESSENCE OF BEEF FOR INVALIDS

(Established over half a century.)

Prescribed by all the leading physicians, and sold throughout the world.

For terms and descriptive advertising matter apply to our agent—

I. S. WOTHERSPOON,
204 Board of Trade Bldgs., Montreal.

SOLE MANUFACTURERS,

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

I. S. WOTHERSPOON

is sorry that your postal card asking for sample and price of

Grimble's

Vinegar

has gone astray.
—Drop another card and
—your sample will come.

Brewery: LONDON, England.

Canadian Agent—I. S. WOTHERSPOON,
204 Board of Trade, MONTREAL.

FANCY GROCERIES.

FORMERLY fancy groceries, so-called, could only be indulged in by the wealthy, because of the cost, says a writer in The New York Commercial. The same objections to general distribution hold good now, but many varieties formerly classed as fancy are now considered staples, a little more expensive than some of the older staples, but otherwise selling in a regular way, substantially the same as all groceries.

A considerable proportion of fancy groceries are imported. American manufacturers turn out some remarkable goods, but it must be admitted that they are not so practical in the art of palate tickling as the French, Spanish and Germans.

Some of the new imported fancy groceries, which are selling more and more freely, are fresh figs, pineapples and cherries in maraschino, creme de menthe and creme de rose. The nuts used are chiefly walnuts, filberts and almonds.

The fancy grocery habit is not difficult to acquire, and once it is fastened on a customer the more likely he will be to buy liberally of other articles. But even if a customer gives only his special trade, it would be profitable, because it is a department of the business in which it is possible to obtain good prices.

A wholesaler in talking of the subject said the growth of the fancy grocery business had been one of the phenomenal increases in trade during the past few years.

"Formerly," he said, "it was scarcely possible to sell the average customer any fancy groceries. Now some sort of attractively packed preserves, jellies or pickles will appeal to almost any one. The result is a steadily increasing business in these goods and a corresponding increase in profits.

"Prices range from a few cents to many dollars. The number of products offered increases almost weekly and as the excellence of different combinations of food products becomes better understood we shall have more and more of these goods on our shelves.

"Jobbers were formerly shy of taking them. Now they are anxious to have them, and if you look carefully at any jobber's stock you will find it made up largely of fancy groceries. Some houses handle nothing else, but they appeal to a rapidly increasing number of consumers.

"By all means retailers should keep more or less fancy groceries in stock. But in common with wholesalers merely carrying in stock and never referring to them will not sell them. The average consumer of groceries doesn't know much about such things, and probably would buy if the attractiveness of the goods were called to his attention. Suggestion, when introducing new goods, is essential, and frequently if an article is taken down and shown to a customer a sale will be made, often out of mere curiosity. This is the retailer's part and it only becomes necessary to do something like this to arouse an interest in other varieties.

"I wouldn't advocate any considerable stock. It is better to buy often than to have goods in the store impossible of sale and a counter heavily stocked with fancy groceries creates a wrong impression sometimes."

SUGAR INDUSTRY OF AUSTRIA-HUNGARY

THE U.S. Department of Commerce in a recent bulletin gives the following interesting summary of the beet sugar industry in Austria-Hungary. The need of the Brussels Convention is made painfully apparent in the facts thus brought to light:

EFFECTS OF OVERPRODUCTION.

In the year 1901 there was an excessively large crop of beets and an unusually large amount of unsold sugar on hand, prior to which time an overproduction of sugar seems to have taken place throughout the world, resulting in the unprecedented decline in price to 18 crowns per 100 kilograms ($3.62 per 220 pounds) f.o.b. Aussig, which is the principal shipping point of Bohemia by water transportation. The price further receded until it reached the quotation of 16.40 crowns per 100 kilograms ($3.33 per 220 pounds). Sugar factories, therefore, showed correspondingly bad results generally, and only those favored with exceptional yields or reduced working expenses escaped very heavy losses. The low prices of 1902 had however, the beneficial effect of reducing the area of beet planting about 10 per cent.

DISCRIMINATION IN FAVOR OF FOREIGN BUYERS.

England is the largest buyer of Austrian sugar, and in consequence of the Austrian Government export bounty of 4.60 crowns per 100 kilograms (93c. per 220 pounds) to refiners and exporters and the Government tax, together with the local consumers' tax, amounting to 38 crowns per 100 kilograms ($7.71 per 220 pounds), Austrian sugar is sold in England at less than half the price it is sold to consumers in this country, where it is grown and manufactured, as shown as follows, per cwt. (112 pounds): Present price f.o.b. Hamburg, 9s. 6d. ($2.31); freight and insurance to England, 6d (12c.); English import duty, 4s. 2d ($1.01); total cost of 112 pounds delivered in England, 14s. 2d. ($3.45). At the exchange rate of 24 crowns ($4.87) per pound sterling this is equal to 33.50 crowns ($6.74) per 100 kilograms (220 pounds), while the present selling price of refined sugar in Austria, fixed by the cartel, is 84 crowns ($17.05) per 100 kilograms (220 pounds), leaving the discrimination in favor of England against the home market 50.50 crowns ($11.61).

AREA UNDER CULTIVATION.

The total area of sugar beet under cultivation in Austria-Hungary was stated in May as follows:

District	1901. Hectares.	1901. Acres.	1902. Hectares.	1902. Acres.
Bohemia	150,900	372,723	113,030	279,184
Other parts of Austria	105,200	259,844	91,200	225,264
Hungary and Bosnia	106,600	263,302	99,700	246,259
Total	362,700	895,869	303,930	750,707

The reduction of the area under cultivation would not have sufficed to bring about the change for the better, but fortunately this year's beet crop in both Bohemia and Germany fell far below the average, being in many places 40 per cent. below the preceding year.

CONSUMPTION AND PRODUCTION.

As the home consumption amounts to about one-third of the total beet production, the raw sugar factories receive from the refiners 3.50 crowns per 100 kilograms (71c. per 220 pounds) trust profit, which is of vital importance to them. The statistical figures for Austria-Hungary have been computed as follows:

Description.	1901-2. Tons.	1902-3 (estimated). Tons.
Stock on August 1	168,400	251,400
Production	1,288,000	1,050,000
Total	1,456,400	1,301,400
Consumption	387,500	387,500
Export	817,500	800,000
Total	1,205,000	1,187,500
Stock on August 1	251,400	113,900

NEW WHOLESALE FIRM FOR WINNIPEG.

Mr. John Coltart, grocer, of Winnipeg, has returned from an extended trip to the Old Country.

During his visit Mr. Coltart made large purchases of stocks for the wholesale business which, with Mr. Cameron, he will shortly open on Bannatyne avenue, Winnipeg, under the firm name of Coltart & Cameron.

SUNDAY READING.

Chatting with an old subscriber on Saturday night last, just about closing time, a representative of THE GROCER inquired if he had read our Exhibition number?

"Well, no," replied O. S., as he drew the number from his pocket. "I am reserving that for to-morrow. You see, the only reading matter I ever peruse on Sunday are the Bible and THE CANADIAN GROCER."

S. H. & A. S. EWING'S High-Grade COFFEES

Established 1845

COFFEES with a reputation founded on, maintained by, and constantly increasing by reason of their **MERIT.** Any grocer who studies his business knows the value of having a reputation for "**GOOD COFFEE.**" That is the kind we have to offer We have helped hundreds of grocers to make that reputation ; we can do the same for you. If our travellers do not reach you, write us stating your requirements, and we will be pleased to send samples and quotations. Handle **S. H. & A. S. EWING'S** High-grade **COFFEES**, and watch the results.

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

FIVE GALLONS FOR 25c CARTS
A HEALTHY AND DELICIOUS BEVERAGE
25c HIRES' IMPROVED 25c
ROOT BEER!
IN LIQUID. NO BOILING OR STRAINING. EASILY MADE
THIS PACKAGE MAKES FIVE GALLONS

Drink Hires Root Beer in the morning,
Drink Hires Root Beer at night,
Drink

Hires'
Root Beer

the whole day long,
And you will feel "all right."

Stock with **HIRES' Root Beer.** See that your travellers have it on their price list. It pays a GOOD PROFIT.

Setna & Co., "Chutneys"
INDIAN GUAVA JELLY, CURRY POWDER.

Martin & Freres' well-known brands of Shelled Almonds, as follows :
SQUIRREL, FOX AND TIGER.

ASK TRAVELLERS FOR
"DOVE" BRAND COCOANUT.
FEATHER STRIP / SHREDDED —Finest on the market made with latest improved machinery by skilled workmen.

☞ **Order 3 doz. Hires' Root Beer from your Jobber and receive Pocket Knife free.**

W. P. DOWNEY, SOLE AGENT FOR CANADA.
26 St. Peter St., —Prices on Application— MONTREAL.

TIP-TOP SOAP CHIPS

are outdistancing all rivals.

The Industrial Soap and Oil Co., Limited, TORONTO TELEPHONE, 1618 MAIN.
BRANTFORD " 483

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)
PURE ENGLISH
MALT VINEGAR
Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE
Quinine in a palatable form—50 years' reputation.

Export Agents :
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

ADVANTAGES OF LIMITED PARTNERSHIPS.

By GEORGE CLAPPERTON.

IT is a general theory of moral philosophers that business pursuits and the accumulation of money have a demoralizing effect upon those so engaged; that they have a tendency to confine effort within circumscribed limits; make men narrow; to engender selfishness, sordidness and greed, and retard intellectual and moral growth. In a restricted sense, there may be some truth in this theory, but, regarded from a broad standpoint, it may well be challenged. The theory is assumed to apply more forcibly to men engaged in the work of corporations. It may be assumed that men engaged in business individually or on boards of directors do not always stop to read the Sermon on the Mount before entering into business contracts, passing on credits, declaring dividends or making up wage schedules. Of course, it must be conceded that the only distinctive classes who uniformly square their lives and business affairs with the Golden Rule are preachers and lawyers. Sincerely, however, it must be said in fairness, that the standard of mentality and moral strength among business men was never so high as it is now in the industrial life of the American people. There never was a time when business men were broader, more generous than now; never a time when men had so much confidence in their fellowmen, and when that confidence was so fully justified.

In the United States Steel Corporation the method is in vogue which fixes a standard of measurement of mentality as accurate and relentless as the standard of physical measurement known as the "Bertillon" system, a milling process by which intellect, ability, industry and character rise to the top, a system which looks to the ranks of men employed for recruits to fill the prominent places in the work of that corporation.

To-day, character is regarded by some of the best economic writers as not only desirable and commendable in individual life, but as a positive factor in the production of wealth.

The work of corporations is done by individuals who carry into their work individual human qualities, good or bad. Men develop in individual or corporate life according to their nature.

The weak man becomes arrogant and over-bearing. A capable and generous man finds broad scope for his powers. The fool and the knave become more conspicuous.

The modern idea of a corporation as an aggregation of persons acting as one body, having perpetual succession, and the advantages accruing therefrom are traceable to the development of the principle of association. The primary purposes of the law of association being to increase and cheapen the products of human effort.

A distinguishing feature of a partnership association is its exemption from annual detailed reports of its business; many men, while they are perfectly willing to make statements for the purposes of taxation and for credit, and open their books for inspection of stockholders, object to having a public record of the details of their business, and think it serves no useful pdrpose in a private corporation, although it might in corporations of a public or quasi public character.

The primary purposes of association and organization in business life when legitimately pursued, are to make products cheaper and more abundant, and this is the problem of civilization.

The practical utility of association in industrial affairs consists in its economic efficiency, the ability to supply human wants cheaply.

The effect of corporate effort, legitimately pursued, is to cheapen wealth, make it more abundant and more easily obtained ,and no individual or class, rich or poor, can afford to diminish the abundance of production; laws should be enacted to prevent in every way the illegitimate exercise of corporate power, but no laws should impede legitimate accumulation or restrict production.

BRIGGS' LEDGER SYSTEM.

MANY manufacturers and retail merchants throughout the Dominion and United States are now using the Briggs Ledger System. The Briggs Ledger System Co., Ltd., who are now located in their new premises, 75 York street, Toronto, claim that the using of their ledger saves the bookkeeper much unnecessary trouble and that he has, at all times, accounts ready for the customer. The firm have many testimonials from merchants speaking very highly of the system, and the demand for the ledgers has very largely increased during the past few months.

CHARTERED ACCOUNTANTS' OFFICERS.

THE annual meeting of The Chartered Accountants of Ontario, held at the Hotel Brant, Burlington, Ont., recently attracted a very good attendance. The election of president and vice-president was deferred. The election of the new council resulted in the selection of Geo. L. Blatch, Ottawa; Wilton C. Eddis, George Edwards, James Hardy, D. Hoskins, C. R. W. Postlethwaite, W. B. Tindall, T. D. Williamson, John H. Young, Ralph B. Young, Toronto; J. W. Johnston, Belleville; F. H. Macpherson, Windsor; and C. S. Scott, Hamilton.

A FACTOR IN BUSINESS RATING.

THE size of his bank account or the value of his assets are not the only things considered in giving a man a rating in the business world. Reputation is also taken into account, and sometimes the word of a man is as good as his bond. Few realize the value of a good reputation as an asset in business. The credit rating of men who have it is often higher than that of men who have a great deal more money, but lack it.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

St. Margaret's College

TORONTO.

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed

GEORGE DICKSON, M.A., Director.

MRS. GEORGE DICKSON, Lady Principal

$1.00 IN RUBBER STAMPS.

Spend it for your own sake. Time saved, money saved. Neatness gained, favor gained. Tell us what you would like, and we'll tell you the cost. Send for our catalogue.

C. G. YOUNG CO., - 1 Adelaide St. East, TORONTO.

WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada

Trade With England

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

SAVE TIME

BY

KEEPING YOUR BILLS ALWAYS MADE OUT.

The Briggs Ledger System Co., Limited

75 York St., - - TORONTO, ONT.

Write for Catalogue.

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world famous **Cary** Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a **Cary** safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date Safes before buying. Catalogues and prices sent on application. Money saved by consulting

Ford & Featherstone,

IMPORTERS AND DEALERS,

10 John St., North, - HAMILTON, ONT.

ESTABLISHED 1855

TAYLOR'S

DOUBLE TONGUE & GROOVE

SAFES

145 & 147 FRONT ST. EAST. TORONTO.

Hallwood Cash Registers

INDICATE

Correctly

AND **Exactly**

EVERY DETAIL OF

Each Transaction.

No other Registers will do this.

WRITE FOR PARTICULARS.

OFFICE AND WORKS:

78 and 80 King Street East,

Toronto, Ont., - Canada.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Edited by

W. Arthur Lydiatt,

TORONTO.

Drop a well-baited fish-line in among a lot of fish and you're pretty sure to get a few bites. Likewise, if you place a well-baited ad. in a well-read paper you'll likely land a few customers.

I HAVE received some more ads. from J. A. McCrea, of Guelph, which are about in line with those previously sent. One feature worthy of special commendation is the arrangement of the headlines, following out the suggestion I made some time ago that whenever possible the headlines should "bulletin" the news of the ads. Note the headings in the ad. reproduced herewith, for instance. On first glance one sees: "McCrea's Favorite Blend Coffee —Forty Cents a Pound—J. A. McCrea," which practically tells the story, the intervening matter giving the further desirable information.

I fancy I can trace an endeavor to write

McCrea's Favorite Blend of Coffee

Is pure, strong, satisfying, has a vitalizing, penetrating odor that makes you feel good even before the Coffee has been drunk. When you wake up spiritless in the morning a strong cup of McCrea's Coffee makes you feel good, enables you to enjoy your breakfast, and starts you off to work like a new man.

FORTY CENTS A POUND

is not a high price for a thoroughly reliable Coffee. Let us prove this advertisement by a half pound purchased at

The Noted Tea Store and China Palace

J. A. McCREA.

Phone 48. No. 2 DAY'S BLOCK. GUELPH.

a good ad., sometimes at the expense of its real purport. There is a tendency to discourse at too great length on points which do not bear directly on the actual sale of the goods. In short, there is a tendency to talk too much in a few of the ads. I am drawing the line pretty fine in criticising these ads. thus, but I know that Mr. McCrea is aiming at perfection, and he has reached a stage where this is a point he wants to watch.

He should bear in mind that the prime object of his ads. is to sell goods, and try to confine himself as much as possible to dealing only with those arguments which are calculated to influence the sale of the articles advertised.

I note that Mr. McCrea is now changing his ad. every evening, which is in line with my previous suggestions to him. No doubt he finds this a much better plan.

If you would take one article in your store at a time and dwell upon its excellencies, I think your ads. would be very interesting from one year's end to another. The salesmen would sell you the goods, impress you with their superiority over some other brands, either because of their price or their extra good quality. These same arguments repeated in your ads. will sell these goods to the public—just as they succeeded in placing them on your shelves.

It would be a good idea in advertising staple articles to go into detail occasionally, explaining the differences between kinds and grades.

For instance, butter is not just butter always. There are different brands and makes. The output of some creameries is better than that of others, and there is a reason for it. Sometimes the grocer doesn't know the difference himself, in which case, of course, he could not explain it to the customer, either in an ad. or in the store, if the customer should ask him.

To write a good ad. one must be thoroughly informed upon the article which he is describing or trying to sell. That is a general rule which always holds good. Likewise, no ad. is so good as the one which comes from the pen of a man who has studied his subject, believes in the article which he is offering, and knows why it is better than its competitors.

Nearly every grocer could some day write an ad. about his different brands of butter, laying particular stress on the best brand and telling where it is made, how it is made, how it is packed, showing that its excellence begins clear back to the pasturage upon which the cows feed. The neatness of the factory and the cleanliness of the utensils employed should be depicted. All these things make a good impression, and when you establish a reason for a declaration the reasoning public is more apt to believe that your article is all that you claim for it.

The same line of argument is possible in almost everything the grocer sells, and

Good Advertising Monthly Competition.

For the purpose of encouraging readers of THE CANADIAN GROCER to do better advertising and send the results of their efforts to this department for review, two dollars will be given to the reader who shall send in the most meritorious ad. during one month.

Any subscriber of THE CANADIAN GROCER may participate, and any number of ads. may be sent in, an award being made at the end of each month.

Some particulars regarding local conditions and the extent of your advertising should accompany each lot of ads., including a statement as to the results accruing from the ads. submitted.

Ads. outlining special sales or new ideas in merchandising are desirable, as are also regular ads. of a superior order of merit.

Don't think your ads. are not sufficiently good to win a prize. Try anyway. If at first you don't succeed, try hard to write a specially good ad., run it in your local paper and then enter the competition again. It will be but a friendly contest, and I hope all will participate.

In case only one ad. shall be received in any one month and it does not, in the opinion of the editor, possess sufficient interest to merit it, an award need not be made. However, it is not expected that this contingency will arise.

All correspondence should be addressed to W. Arthur Lydiatt, care of THE CANADIAN GROCER, Toronto, Ont.

ANIMAL INVIGORATOR

The greatest known compound to condition animals.

You Can Try it Yourself for 25c.

Seen in a Hamilton Merchant's window Carnival Week.

no ad. is so interesting to the general reader as that which, in an interesting way, gives him an insight into the origin and history of an article which he is asked to buy.

Oriental rugs are much more highly valued after the painstaking labor and art bestowed upon them are understood. A trip through a factory nearly always so impresses the sightseer that he is more interested thereafter in the article made there than he ever has been before or than he is likely ever to be in a rival commodity.

We are naturally more interested in those things which we know something about.

The merchant cannot take his customer through a creamery, fruit-canning factory, or spice mill except in imagination; therefore, the door of the imagination should be the one used, and used often.

SCARCITY OF CRABS.

FOR those who live along the many arms of the Chesapeake Bay, on both sides, crabs have been the mainstay for a century or two, says the Wilmington, Del., News. Soft-shell crabs and hard-shell crabs have furnished food and bank accounts for myriads of Marylanders. To even hint that the crabs are becoming fewer is to suggest a disaster. To be sure, there was a time when terrapin were supposed to be without number, and the supply was sufficient when only Maryland folk ate terrapin. When the outside world began to realize what the terrapin was worth, the demand crept up rapidly toward the supply point, and now it is found that the men who catch terrapin cannot afford to eat them.

Terrapin are a luxury in the same class as diamonds, and only the wealthy can afford to enjoy them now. Crabs, however, were supposed to be a more plebeian relish, but even crabs are now nearing the point when they will be so scarce that the catchers will hustle them to market and then buy meat with the proceeds, and put the money left over into banks. It is hard to imagine the Eastern Sho' folk cutting off their crabs and sending them all to the great cities. Yet the crab is declared to be steadily entering the lobster class. And everybody knows that lobster salad in Boston has jumped 50 percentum for a "full order" and 60 percentum for a "half portion," and inside of 15 years. To think of crabs going up from 50 to 60 percentum is not encouraging.

A rumor from Rio Janeiro says that an American syndicate is about to purchase the whole stock of Brazilian coffee.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO.

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

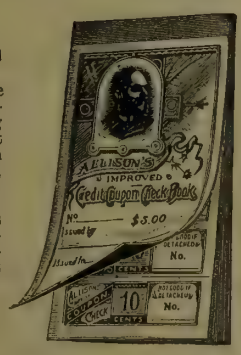
TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

DO YOU SELL IT?

"BROCK'S BIRD SEED."

NICHOLSON & BROCK, TORONTO.

If You Have Money to Burn



Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Files spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

FORGING AHEAD !

Dwight's Baking Soda still leading.

Storms of competition have come, and passed, leaving

DWIGHT'S BAKING SODA

Ahead of all others.

Quality and sure selling does it.

John Dwight & Co., Manufacturers

Current Market Quotations for Proprietary Articles

September 17, 1902.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

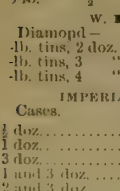
W. H. GILLARD & CO.

Diamond—	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
¼ doz.	10c.	$0 85
½ doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½ lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 [illegible]
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50
Sizes.	Per Doz.
Cleveland's Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross	$9 00
Froments	"	7 50
Military dressing	"	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 35
" " " B, 4 "	3 95
Boeckh's Bamboo Handles C, 3 strings	3 70
" " " D, 3 "	3 50
" " " F, 3 "	3 20
" " " G, 3 "	2 95
" " " I, 3 "	2 60

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80
Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Cocoanut.

L. SCHEPP & CO.

	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28

—about **SYRUP**—table Syrup.

—for flavor, color and body our

"Crown" **brand Table Syrup** has no competitor.

Put up in :—
2-lb. tins—Cases 2 doz.
5-lb. " " 1 "
10-lb. " " ½ "
20-lb. " " ¼ "

Freight paid in 5-case lots to all railway stations east of North Bay.

Also in bbls, ½-bbls, kegs and pails.

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, QUE.

¼ and 1-lb. packages, assorted, 15 and 30-lb. cases 0 26½
½ and ¼-lb. packages assorted, 15 and 30-lb. cases 0 27½
5c. packages, 4 doz. in case, per doz. 0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand $1 65
Gold Seal" brand 1 30
Peerless" brand evaporated cream.. 1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books .....3 cents each
5 00 books .....4 "
10 00 " .....5½ "
15 00 " .....6½ "
20 00 " .....7½ "
25 00 " .....8 "
50 00 " .....12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case $0 62
4 doz. packages (12 to a case) 0 75
6 doz. packages (12 to a case) 0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00

Durham 4-lb. jar.....per jar. 0 75
" 1-lb. jar..... " 0 25
F. D., ½-lb. tins.....per doz. 0 85
" ½-lb. tins..... " 1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—
½-lb. tins.....per lb. $ 0
¼-lb. tins..... " 0 35
1-lb. tins..... " 0 32½
4-lb. jars.....per jar 1 20
1-lb. jars..... " 0 35
"Old Crow," 12-lb. boxes—
½-lb. tins.....per lb. 0 25
¼-lb. tins..... " 0 23
1-lb. tins..... " 0 22½
4-lb. jars.....per jar 0 70
1-lb. jars..... " 0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass..... $1 50
" " quart gem jars 3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case....per doz. $ 0 95
Home-made, in 1-lb. glass jars " 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

CLEMES BROS.

Pure fruit stock—
10-oz. glass jars, 2½ doz. case..per doz. $1 00
16-oz. glass jars, 2 doz. case.. " 1 50
Quart gems, 1 doz. case..... " 3 35
In 5-lb. tins..... per lb. 09

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints) .....per doz. $ 2 30
Corked " " ..... " 1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. , cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... 2 85
5 cases..... 2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors.....per gross $10 20
" " black..... " 15 30
Oriole soap..... " 10 20
Gloriola soap..... " 12 00
Straw hat polish..... " 10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.
No. 1 White or blue, 4-lb. cartons $ 0 06
No. 1 " " 3-lb. " 0 06
Canada laundry..... 0 05
Silver gloss, 6-lb. draw-lid boxes. 0 07½
Silver gloss, 6-lb. tin canisters.... 0 07½
Edward's silver gloss, 1-lb. pkg. 0 07½
Kegs silver gloss, large crystal.... 0 06½
Benson's satin, 1-lb. cartons..... 0 07½
No. 1 white, bbls. and kegs..... 0 05½
Benson's enamel....per box 1 25 to 2 50
Culinary Starch—
Benson & Co.'s Prepared Corn.... 0 06½
Canada Pure Corn 0 05½
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps..... 0 08½

BEE STARCH.

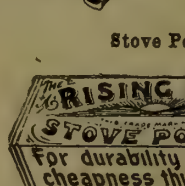
Cases, 64 packages, 48's..... 5 00
½-Cases, 32 packages, 24's..... 2 50
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. $0 05
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb..... 0 05½
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb.... 0 06
Barrels, 200 lb..... 0 05½
Kegs, 100 lb..... 0 05¼
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07½
6-lb. toy trunks, 8 in case..... 0 07½
6-lb. enameled tin canisters, 8 in case..... 0 07½
Kegs, ex. crystals, 100 lb..... 0 06¼
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb..... $0 07½
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case.... 3 40
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 05¼
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 06¾
Crystal Maize Corn Starch
1-lb. packages, boxes 40 lb..... 0 06¾

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb.. 0 06¾
Durham corn starch, 40 lb..... 0 05¼
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 06
" 3-lb. cartons, 36 lb.. 0 06
" 200-lb. bbl..... 0 05¼
" 100-lb. kegs..... 0 05¼
Canada Laundry, 40 to 46 lb..... 0 05
Ivory Gloss, 8-6 family pkgs., 48 lb 0 07½
" 1-lb. fancy, 30 lb..... 0 07½
" large lumps, 100-lb kegs 0 06½
Patent starch, 1-lb. fancy, 28 lb.. 0 07½
Akron Gloss, 1-lb. packages, 40-lb. 0 05½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., " " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } " " 30 1-lb. }	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—
"Condor" I 40-lb. boxes..... $0 42
" II 40-lb. boxes..... 0 40
" III 80-lb. " 0 37
"Condor" IV 80-lb. " 0 34
" V 80-lb. " 0 30
" XXXX 80-lb. boxes..... 0 25
" XXXX 30-lb. " 0 26
" XXX 80-lb. " 0 22½
" XXX 30-lb. " 0 23½
" XX 80-lb. " 0 20
" XX 30-lb. " 0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s) 0 30

Black Teas—"Nectar" in lead packets—
Green Label.....retails 0 26 at 0 20
Chocolate Label..... " 0 35 at 0 25
Blue Label..... " 0 50 at 0 36
Maroon Label..... " 0 60 at 0 45
Fancy tins—Chocolate, 1-lb 0 32½
" " —Blue, 1-lb..... 0 42½
" " - Maroon, 1-lb..... 0 50
" " —Maroon, 1-lb..... 1 50

"Condor" Ceylon black tea in lead packets—
Green Label, ⅛s, ¼s and 1s, 60-lb. cases.....retail 0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases.....retail 0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases.....retail 0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail 0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail 0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases.....retail 0 60 at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.
No. 1 ..... per lb. 0 35
No. 2 ..... " 0 30
No. 3 ..... " 0 25
No. 4 ..... " 0 20
No. 5 ..... " 0 17½

LIPTON'S TEA (in packages).

	Per lb
No. 1, cases 50 lb., (50 ½-lb. packages.	$0 35
No. 1, cases 50 lb., (25 1-lb. "	0 34
No. 1, cases 50 lb., in 5-lb. tins	0 35
No. 2, cases 50 lb., (50 ½-lb. packages.	0 29
No. 2, cases 50 lb., (25 1-lb. "	0 28
No. 1, cases 50 lb., in 5-lb. tins	0 29
No. 3, cases 50 lb., (50 ½-lb. packages.	0 23
No. 3, cases 50 lb., (25 1-lb. "	0 22
No. 3, cases 50 lb., in 5-lb. tins	0 23
Green Ceylon, No. 1, (50 ½-lb. packages	0 35
Green Ceylon, No. 1, (25 1-lb. "	0 34
Green Ceylon, No. 2, (50 ½-lb. packages	0 29
Green Ceylon, No. 2, (25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10⅝oz.	0 43
" Bobs, 5½s. and 11s	0 44
" 10⅝ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz bars, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal.
EMD, pure distilled, highest quality..	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar 0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45 $10 95
" casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Sld. Bk. Globe.	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 75
" " 1	8 60
" " 2	7 50
" " 3	6 45
Pails, No. 1, 2 hoops	1 77
" " 3 "	1 93

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

MacUrquarht's Worcester Sauce

Wheat Marrow

"There's luck in the four leaved clover," especially when each leaf contains the name of such standard goods as MacUrquarht's Worcester Sauce, Stephens' Vinegar, Codou's Macaroni and Wheat Marrow.

Each one of the four holds its place steadfastly in the front rank in popular favor, and each one builds for confidence among a grocer's trade.

Codou's Macaroni

Stephens'

Genuine

English Malt Vinegar

Sold by Leading Wholesalers Everywhere.

A. P. TIPPET & CO., AGTS.,

MONTREAL. TORONTO.

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

MANUFACTURERS OF— **Crown Brand** Flavoring Extracts and Confectioners' Specialties.

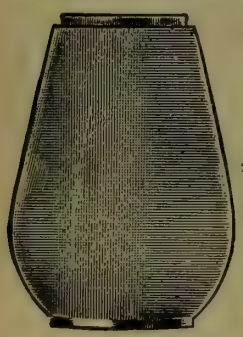
SOLE AGENTS FOR CANADA FOR . . . **"Kkovah" Household Specialties.**

"KKOVAH" specialties have established a record wherever introduced. They give every satisfaction to the user and good profit to the grocer.

"KKOVAH" Jellies (all flavors).
"KKOVAH" Custard Powders.
"KKOVAH" Blanc Mange Powders.
Etc. Etc.
"SY MUZ" Linen Glosser, unequalled for the laundry.

THE GREIG MANUFACTURING CO., LIMITED, MONTREAL.

ARE YOU USING OUR—



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

MERCHANTS

Why do you not give 13 eggs for a dozen? Simply because you can conveniently count out 12 eggs which are the standard dozen. Why do you give 17 ounces or more for 1 lb? Simply because on the scales you are using you have to guess and are never sure whether you have just 16 ounces or not. **The Toledo Scale Counts the ounces** and shows them to both buyer and seller, just as plainly as you **count the eggs**, so you may give 1 lb. 1 oz. for a pound if you wish, but there is no necessity for your so doing if you use a **Toledo Scale**, as there is absolutely no such thing as **down** or **overweight** on a **Toledo Scale**.

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1849

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

THE MOP THAT THE SUN NEVER SETS ON.

Self-wringing Mops and Mop Cloths

Much, very much, depends upon the **cloth** with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 'twould be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada.

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, Post Office Chambers

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CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

"Sterling" Brand Pickles

are in demand.

The users of this brand are not anxious to change. They know that the quality is of the best and it never varies. The bright grocer who supplies this demand is making a firm foundation to build trade upon. High-grade pickles for high-class trade. Order now.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

Don't Stay Awake Nights

trying to think up a good, catchy ad. for the next day's paper.

Get a copy of "100 Good Ads. for a Grocery Store"—a book of advertising suggestion for grocers, recently compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion and Criticism in THE CANADIAN GROCER, and find therein suggestions for more than a year's supply of bright, effective ads.—allowing two ads. a week.

Helps you to do good advertising—get more business—make more money.

A great big dollar's worth for any grocer who ever gets his name in type.

Sent postpaid on receipt of a dollar bill, by

The MacLean Publishing Company

Montreal and Toronto

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.

No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

GROCERS

—to build up, and to hold
—your Tea trade there is
—nothing like supplying
—your customers with the

Pure,
Wholesome
and
Unadulterated

—it has always
—pleased and

JAPAN TEA

always will.

Japan Teas
are
flavory,
healthful,
and
invigorating.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
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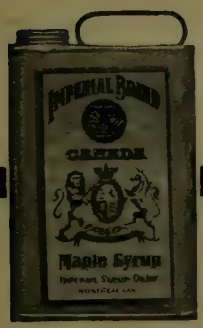


WE HELP YOU

SELL

"Imperial Brand"
MAPLE SYRUP

by advertising it. This gives it a big advantage.

ROSE & LAFLAMME, Agents, MONTREAL.

Nonpareil Jellies.

A
Comparison

is all that is necessary to convince yourself and your customers that Batger's Nonpareil Jellies are by far the strongest in natural fruit flavor and show the best table result of any jelly on the market.

ROSE & LAFLAMME, Agents,
MONTREAL.

"Ceylon Tea and Success go Hand-in-Hand"

Black and Green

You want to make a success of your tea trade?

Compare values and results with other growths.

Your decision :

Ceylon Tea Superior to all Others

CEYLON GREEN TEA, CANADA'S FAVORITE

The Trade that pays is the Trade you want.

Handle only our brands and you will at once secure satisfaction for your customer and profit to yourself

They lead all the time

COHOES	RED SOCKEYES
"Eagle"	"Nimpkish"
"Golden Net"	"Griffin"
"Harlock"	"Sunset"
"Empress"	"Lowe Inlet"

The British Columbia Packers' Association,

VANCOUVER, B. C.

All Storekeepers

work too hard and should have another clerk, but they say they can't afford it We can put you in the way of hiring the extra clerk

Without Cost to You.

WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Has stood the test of every climate.

Purest and best for all purposes.

The **ST. CHARLES CONDENSING CO.,** producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD-LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.**

We have a very attractive one-pound tin of

Social Tea Biscuit

on the market now. It is a nice package for special occasions. Try a dozen.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

Fall Trade.

You are just entering on the Fall Trade, but you are not through with the hot weather yet awhile, nevertheless. You will have a good many hot spells before snow comes, so take care of your Yellows.

ST. LAWRENCE YELLOWS

are acknowledged the best keeping Yellows on the market.

The St. Lawrence Sugar Refining Co.,

Limited,

MONTREAL.

Spices for Pickling and Sauce Making.

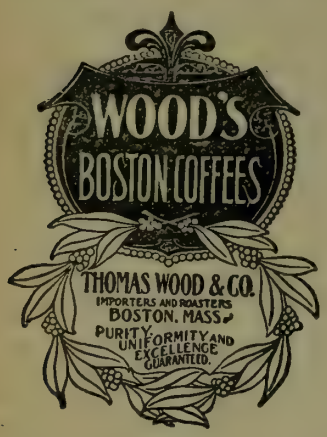
WE HAVE always led in these lines. This season the variety and values offered are exceptional. Look up your stock and give us an opportunity of pleasing you in the goods we send.

Whole pickling spices in 5 and 10c. tins. Some fine lines of Cloves, Ginger, Cinnamon, Pepper, Turmeric, Celery Seed and Mustard Seed.

Each line selected with a view to giving perfect satisfaction.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

BRANCH CANADA GROCERS, LIMITED.



Did you see the new Comet?

It travelled fast and made a great show for a short time.

But the North Star will shine with a steady light long after the new candidate for public interest has disappeared.

Don't be deceived by lurid methods of introducing unknown products, but keep your eye on

WOOD'S COFFEES

Like the North Star they shine brightly and permanently—in the trade firmament.

Thomas Wood & Co., 428 St. Paul St., **Montreal.**

WE ARE THE MANUFACTURERS AND CONTROLLERS OF THE

Famous TARTAN Brand

Canned Fruits	Canned Vegetables	TEAS	Extracts	New Tartan Peels in store
—Salmon	—Tomatoes	—Rob Roy Tartan	Spices	New Tartan Valencias in store
—Syrup	—Peas	—McLeod "	Coffee	
—Molasses	—Corn	—Gordon "	Baking Soda	
	—Pumpkin	—Royal Stuart "		

Write, telephone, or telegraph at our expense. QUICK DESPATCH.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

Raisins

Our first shipment of new crop reached here Wednesday. We have more coming on Monday.

Salt

The papers say there is a famine. We have lots for you all, however, of the famous "Chippewa" Brand, 100/3, 42/7s and ordinary fine.

Gem Jars

are scarce. We still have a few Mason porcelain-lined caps, machine made.

While they last we quote:

Pints, $6.25 per gross, net.
Quarts, $6.75 per gross, net.

Vinegar

Robataille XXX White Wine, 17½c. ne

CANADA BROKERAGE CO., LIMITED

48 WELLINGTON ST. EAST, TORONTO.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

Ottawa, Sept. 18, 1903.

TO one who is on the legislative spot, so to speak, the existence of a Senate whose members are appointed for life becomes more and more of an anomaly in a country such as Canada. It is with the system, and not with the members of the Senate, that our quarrel lies. Even in their own case their position subjects them to misconception, and even insult. Whenever the Senate, well within its constitutional rights, takes action which is not in keeping with the views of a large section of the community, there are at once imputed to it bad motives, and, on all sides, we hear the cry, "Oh, you would not do that if you had to face the people to retain your seats." It has often been argued that because Ontario gets along well with one House, the whole Dominion might to likewise. The comparison, however, is not a good one. Ontario is a province with kindred interests, the Dominion is a union of provinces with widely different interests. As a check to what might possibly be the tyrannical power of some one province which had grown to mammoth proportions, the British North America Act provides that an equal number of senators shall come from (1) the Maritime Provinces, (2) Quebec, and (3) Ontario. Now, no one wishes to deprive the Maritime Provinces, for instance, (provinces which, by the way, came none too willingly into Confederation) of any safeguard this equal representation in the Senate may give them, but would they not be quite as secure if they elected their senators, instead of having them named by the Crown for life?

To the writer, intimately acquainted with most of the senators, it is a known fact that those gentlemen are of a high order of intelligence, and of a lofty patriotism, but this does not preserve them from attacks which are little better than scurrilous in their nature.

* * *

Very recently there has been before the Senate for its consideration the Railway Commission Bill, which Mr. Blair made his great work in the House of Commons. Now, there can be no doubt that the Senate has a right; nay, more, is bound by a duty, carefully to consider this legislation, and to amend and alter it in all such parts as it honestly thinks capable of improvement. The Senate surely means something. It is not a mere empty farce. It is a co-ordinate body of the law-making power. It must act upon even such acts and clauses as pass the House of Commons, or it must acknowledge its utter unfitness, which the able gentlemen who compose it would be very unready to do. And yet because in the exercise of their undoubted rights they have seen fit to alter the cattle-guard clause of the Railway Bill, they are treated to a storm of abuse by some of our contemporaries. As to the merits of this clause enacted by the Commons we propose to say nothing here. We discussed it in an earlier issue. That is not the point we wish to bring before our readers. We are dealing simply with the unjust attack upon the Senate.

* * *

One paper begins its article thus: "The Senate, at the instigation of the railways." At the instigation of the railways! What does that mean? It means—it can mean nothing else—that the Senate is so under the influence of the railway corporations that it acts in their interests and at their dictation. But why should this be so? The senator has no election to face, and in this case, the sole one that occurs to the writer, he is in a position to give a more independent vote than his brother of the Commons, who is constantly threatened by this, that, or the other intetest in his county. There are constituencies in Canada where the election depends entirely on the friendliness of a railway company, a company employing hundreds of hands within its limits, in car shops or other works. To such a man a vote on a matter affecting railway interests must always be a serious thing. But to the senator appointed for life, there is no terror in such an exercise of his powers. In what other way then, can the senators be "instigated." Is it because they each have a pass from the railways? This can have no influence whatever, for the excellent reason that every senator receives a pass, be he friendly or unfriendly,—railway-phile or railway-phobe. What, then, is the railways' means of co-ercing these senators? There can be only one interpretation,—that they are "influenced" by gain, to put it with exact plainness;—that they are bought.

To no one can this seem credible. The senators are, to those at all informed as to their personnel, far above so mean a crime. They are simply maligned by such articles as that from which we have been quoting.

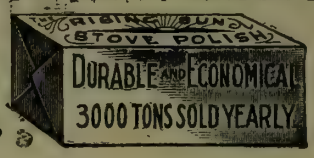
* * *

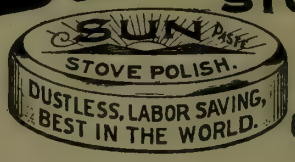
Still another contemporary heads an article "Senatorial Insults," and then proceeds to quote from the speeches made by two senators, in which the suggestion is made that in case the law is allowed to stand as passed by the Commons the farmers will have so good a means of "selling" their cattle to the railways, through the damages recoverable by the Act, that there is serious danger that many will wilfully put their cattle in danger's way for the purpose of recovering for their loss to the great peril of the travelling public. We think the argument ill founded, but we fail to see why it should not have been made if those who advanced it honestly considered it sound. The country is entitled to such facts, so esteemed at least by those who make the statements, no matter how unpleasant may be the hearing of them. The farmers constitute by far the largest class in Canada,—will any farmer be found to say that all farmers are faultless? We believe that there is less crime in this great class than in any other considerable body that goes to make up the population of Canada, but in so large a fold there certainly are black sheep, and it is to these, no doubt, the senators in question were making allusion. Certainly they had no intention of branding the whole farming class as dishonest and criminal.

* * *

The same paper, The Weekly Sun, heads still another item, "How the Job was Done." It goes on to point out that the senators went into committee in a room apart from the Senate Chamber, in order to give the railway lawyers a chance to be heard. Was there anything wrong in this? The senators are as a rule men with a wide experience of life, accustomed for years past to hear argument and to sift the grain from the chaff. If these gentlemen hear the opinions of the railway lawyers they well know what is worthy of attention. If these lawyers have a good point to make, should that point be excluded simply because they represent the roads? Surely if there be anything in their contentions the country

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

as a whole is entitled to the benefit of them ; but if there be not, then they fall to the ground, and no harm is done. The article would lead one to believe that the action taken was a special favor and concession to the railways, and yet the writer knows that Mr. Cowan, M.P., the champion of the drainage clause, which was so bitterly fought by the corporations, was invited by the senators to address their committee, with the result that his clause was retained. If these senators were bent on committing a wrong at the "instigation" of the railways, why did they not as the same time throw out this drainage clause, and with it the fire clause, also strongly resisted by the railways ? And why did they send for Mr. Cowan, the most dreaded opponent the railway lawyers had to face ? No, it will not hold water. The Senate may have made an error of judgment, but the Senate is not under the thumb of any man or body of men in Canada. Fair play is a jewel ; let us argue as strenuously as we may, but let us not impute bad motives to men who are, peradventure, better than we ourselves.

* * *

The session of the Canadian Manufacturers' Association, held in Toronto, has been very closely watched by members here, and its doings have revived the interest in the tariff question, which has been somewhat dead since the introduction of the new transcontinental scheme. When a revision of the tariff will come is, of course, uncertain, though no doubt it will not be very much longer delayed, but when it does come, it is a moral certainty that the changes will be up rather than down in the amount of customs in future to be levied.

The Conservative party is a voting unit on increased protection, and a number of the Liberals, while not prepared to break from their party on this issue, for all that, favor a higher tariff, though not pressing it at present, because of the very general prosperity of the country.

But a new element has entered in still further to strengthen the protectionists. Chamberlain's preferential campaign is being narrowly watched by many in the Commons who are no great friends of high protection, but who are sincere believers in a policy of closer trade relations within the Empire. These gentlemen argue that if Britain grants a preference to our food products, she will want a preference greater than she now enjoys as against foreign nations in manufactured articles. Now to increase the present preference, while leaving the duty with regard to all other countries as at present, would undoubtedly close the doors of many factories now working profitably in Canada, and only a mere handful of advanced free traders would be willing to face such a result. These gentlemen then, who favor closer trade with Britain, see that it will be necessary to raise the tariff all along the line practically, and then a further preference to Britain can be granted without depriving our own interests of a moderate degree of protection. The preference to Britain would keep our Canadian manufacturers from taking undue advantage of the higher tariff to enhance prices, for British competition would effect that result, while at the same time practically shutting off the imports from other countries in all those articles which can be made or produced with advantage within the confines of the Empire itself. If this contingent joins forces with the avowed protectionists the joint force will be sufficiently strong to obtain the increase, or at least an increase, and so we repeat that everything points to a raising of the tariff when any revision takes place.

* * *

On Thursday the monotony of the Redistribution debate, which by the way has been fairly interesting notwithstanding its length, because of the number of gentlemen who, personally interested, have been drawn into it, was broken by a member who called attention to a newspaper paragraph which he contended bore hardly and unfairly upon him. The incident in itself is not a very notable one, but it is worthy of passing note in order to show to our readers how grossly members of Parliament are misrepresented and maligned at times by certain newspapers, and in the hope that good Canadians throughout the land will be warned not to give too ready credence to press comments and reports when they are damaging to public men. The honorable member criticised by the newspaper in question, said : "Before we proceed with the consideration of this bill in committee, I would draw the attention of the right honorable, the Leader of the Government to the fact that it is very difficult for us to hear what is being said in the Chamber, owing to conversations in the corridor outside this door, and I think it would be well to adopt some means to prevent any undue interruption of that kind." One would surely think this a very reasonable complaint, couched in very moderate language. But what did the offending newspaper make out of this innocent utterance ? It headed a prominently placed item as follows ' "Keep out of the corridor ! Haughton, M.P. does not like the populace. Too many fair visitors, he says, in the building." The item itself, reads in part as follows :

"No one but a member or senator who is endowed with an overweening sense of his own importance and dignity would ever dream of objecting to people having access to the public portion of a building which is not the private property of members but the property of the country. Even when there are so many visitors as during fair week no one minds if there is a little crush in the corridors, though it must be said that the crowds to-day and yesterday do not make anything like the crush that is to be seen in the lobbies when members are leaving the chamber at the close of a sitting or in the corridors on the day of a big debate.

RESULTS MUST COUNT

The growth of our Spice business shows what holding to fine quality accomplishes.

L. P. & Co. Spices are milled from best whole goods and absolutely clean.

Our Whole Pepper, Allspice, Cassia, Pickling Spice, etc., are all selected stock.

LUCAS, STEELE & BRISTOL, HAMILTON

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

September and October start the coffee season—the most profitable line in the grocery trade. We offer the following strong bid for your trade. Send us a trial order for all or any of the following blends.

JAMAICA BLEND	10c.
STANDARD BLEND	18
GLASGOW BLEND	25
QUEEN'S BLEND	28

We consider these blends as good, if not the best blends in Canada. Cut this ad. out, send with order and we will allow you 10 per cent. cash discount. Do not miss this chance to improve your trade and make money. In ordering say whether you prefer a low, medium, or high roast.

Lumsden Bros., PROPRIETORS OF THE **Standard Spice and Coffee Mills, Hamilton**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

OUR NEW SEASON

Selected Valencias

arrived in New York on the 11th, due here now; half-boxes and quarter-boxes. Quality said to be finest in many years. Prices right.

SEND US YOUR ORDERS

JAMES TURNER & CO.

Wholesale Grocers, = = = = HAMILTON.

SELECT VALENCIA RAISINS.

We are offering a limited quantity of **4-Crown Select Valencia Raisins** at a very low price.

THOS. KINNEAR & CO.,

Wholesale Grocers — **49 Front East, TORONTO.**

OUR JARS AND LABELS ARE BEING IMITATED.

AN INCREASE IN THE AMOUNT OF ENERGY EXERCISED IN PUSHING

MacLAREN'S IMPERIAL CHEESE

MEANS A MORE THAN CORRESPONDING INCREASE IN YOUR SALES.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, Manufacturers and Agents, TORONTO

"But it seems there is one member of Parliament who objects to having the people rub elbows with him even though such respectable representatives of the general public as attended the Central Canada Fair. The name of this gentleman is Mr. Haughton Lennox."

Such a twisting of facts as is apparent in the above comment would seem to indicate personal spite against Mr. Lennox, and is no credit to the writer who penned it or the paper which published it. Let us have criticism, and plenty of it, but let that criticism at least be fair, and let us not have an honorable member placed in such a position that in justice to himself he is bound to take up the time of the House in setting right what should never have been wrong.

SUBSTITUTE FOR SUGAR.

U.S. Consul-General Richard Guenther is authority for the statement that a new plant has been discovered in South America which promises to supplant the sugar cane and sugar beet. Scientifically the plant is known as the Eupatorium rebandium, and it contains a large amount of saccharine matter, and a high percentage of natural sugar properties which are easy to extract.

According to Mr. Guenther, a lump th size of a pea will sufficiently sweeten a cup of coffee, as the product made from the plant is from 20 to 30 times sweeter than cane or beet sugar. It is said to be easily cultivated in countries having climatic conditions similar to those of the southern portion of the United States.

There is a comparative absence of bird life in the tea districts of Ceylon, so that caterpillars and other insect pests flourish on the bushes to their no small injury. The cause is not known, and committees have been appointed to evolve means to restore in some measure the balance of nature.

Business Changes

ONTARIO.

James Sharp, baker, Port Burwell, has sold out.

Cook & Co., grocers, Sault Ste. Marie, have assigned to J. H. Fraser.

S. Nash, general merchant, Stoney Creek, has sold out to S. Piott.

James Crawford, grocer, Kingston, has been succeeded by C. Ladouceur.

Samuel Herrington, general merchant, Blyth, has sold out to E. Binder.

Buckner Bros., grocers, Toronto Junction, have sold out to J. F. Dandy.

Donald Morrison, general merchant, Glen Robertson, has assigned to F. T. Cosello.

H. Proctor & Co., Pinewood, have succeeded to the business of C. J. O'Neill, general merchant.

A. W. Maguire, flour and feed merchant, Hamilton, has suffered loss by fire; covered by insurance.

QUEBEC.

Chas. Fortier, grocer, Montreal, has assigned.

L. Gauthier, general merchant, Grand Baie, has compromised.

Ludger Lacombe, general merchant, St. Victor de Tring, has assigned.

Elzear Limoges and L. J. A. Desroches, grocers, Montreal, have been registered.

The stock of the general store of W. McColme, New Richmond, has been sold.

J. O. Massicotte, general merchant, Chicoutimi, has assigned to Lamarche & Benoit.

Therriault & Therriault, general merchants, Griffin Cove, has assigned to U. E. Paradis.

V. E. Paradis has been appointed curator for A. Lepage, general merchant, Rimouski.

The assets of the general store business of J. W. Marchand, Beauharnois, have been sold.

Lamarche & Benoit have been appointed curators for Nap. Belanger, general merchant, Plessisville.

Emile Caron, grocer, Hull, has effected a compromise at 40c. on the dollar, and is retiring from business.

Gagnon & Caron have been appointed curators for J. T. Paradis, general merchant, St. Anne de la Perade.

A meeting of the creditors of Lacombe Ludger, general merchant, St. Boniface de Shawinigan, will be held on Sept. 29.

The assets of the general store business of J. L. Aubert, Thetford Mines, were sold by auction and purchased by P. E. Beaudoin & Co.

NOVA SCOTIA.

Hogg, Craig & Co., wholesale and retail grocers, Pictou, have suffered loss from fire, estimated to be $1,000.

NEW BRUNSWICK.

Samuel Tufts & Son, grocers, etc., St. John, have dissolved; Samuel Tufts is continuing the business.

McLeod & Atkinson, general merchant, Kouchibouguac, are offering to compromise at 33⅓c. on the dollar.

BRITISH COLUMBIA.

Thos. H. Simpson, grocer, Vancouver, is out of business.

MANITOBA AND N.W.T.

Thomas Cooil, general merchant, Maple Creek, is dead.

J. E. Wheelan, general merchant, Drinkwater, is about giving up business.

John Gibson, general merchant, Craik, has admitted C. A. Baker into partnership.

M. J. & S. Macleod, general merchants, Lacombe, have dissolved; M. J. Macleod continues the business.

Upton's

JAMS AND JELLIES, WHEN ONCE SOLD TO A CUSTOMER, WILL NEVER CEASE TO BE IN DEMAND. DO NOT TAKE OUR WORD FOR IT, BUT PROVE IT FOR YOUR OWN SATISFACTION.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

IN STOCK

NEW CROP

Malaga Raisins

EARLIEST SHIPMENT.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Russian Butter Exports.

THE Russian Department of Trade and Commerce has made the discovery that a large portion of the Danish butter exported to England is in reality a Russian product, and that Denmark merely plays the part of a middleman in this export commodity, writes an Odessa correspondent of The London Standard. Russia's butter exports increased from 1,057,000 poods in 1896 to 2,454,000 poods in 1901, the last year for which the returns have been made up; the figures quoted include the butter exports from Finland. Russia exported to England 171,000 poods of butter in 1896, and 1,173,000 poods in 1901. During the same period Russia's butter exports to Denmark increased from 370,000 to 910,000 poods; while Denmark's butter exports to the United Kingdom increased from 3,810,000 poods in 1896 to 4,771,000 poods in 1901.

The Russian Department of Trade and Commerce asserts that the 41 per cent. increase in the Danish exports to England, as compared with the 10 per cent. increase in the Russian export of butter to the United Kingdom, represents the amount of Russian butter re-exported from Denmark to England as Danish butter. If the Russian butter going to the United Kingdom indirectly through Danish brokers be reckoned with that exported direct from Russia, then England may be said to consume over two million poods of Russian butter annually.

Provision Situation in Scotland.

MR. JAMES LEGGAT, wholesale provision merchant, Glasgow, in a recent interview with The Scottish Trader was led to say:

"The provision trade during the past few weeks has been fairly busy, and this has applied particularly to the cheese department of the business. Since buyers considered that Canadian cheese had reached its lowest figure and had every likelihood of advancing there has been a strong demand for this article. The quality of both the home and Canadian article has been quite up to the average of former years."

Asked if there was any truth in the statement that cheese was being displaced in the market by other articles, Mr. Leggat replied in the negative. "There was," he said, "a slight decrease in the consumption of it, but since we have been getting better quality the demand has considerably improved until now a normal trade is being done."

Regarding the ham trade Mr. Leggat said:—"There has only been a moderate sale for hams in consequence of the extremely high prices. While this state of matters will remain unchanged it is expected that there will be lower prices soon and a better demand created."

"The butter trade," he continued, "has been fairly active all through the summer. This article has unquestionably been the best value of anything in the provision trade, for while hams have been abnormally dear, butter has been about or under the average of the prices of previous years. Margarine has suffered to some extent in consequence of the comparatively low price of pure butter."

Asked if it was the case that the demand for Irish butter was fast decreasing, he gave the reply, "Yes, that is so. There is probably not more than half of the Irish butter disposed of in Glasgow and district now that was sold ten years ago. The business in Irish butter has been declining gradually during these years, and a number of firms have ceased dealing with the article entirely. It is being superseded by the foreign article. The Irish farmer will not become alive to the newer methods of butter production, and continues to make it as his grandfather did. It almost invariably reaches the market in an untidy condition, and often full of hairs, etc. On the other hand, colonial and continental butters always arrive in clean condition, and so long as the present state of matters continues foreign butter will take the first place."

Cheese Markets.

Belleville, Sept. 19.—At the Cheese Board to-day 1,935 boxes registered; 1,655 white, balance colored. About 1,500 sold at 11⅞c.; same offered for balance.

Cowansville, Sept. 19.—At the weekly meeting of the Eastern Townships Dairymen's Exchange here to-day 45 factories offered 2,035 boxes of cheese; 22 creameries offered 1,207 boxes butter. Cheese sold for 11⅞c. to 12 1-16c. Butter for 20⅛c. to 21c.

Watertown, N.Y., Sept. 19.—Large white, five lots, 617 boxes, 11c.; large colored, seven lots, 550 boxes, 11c.; small white, 25 lots, 2,086 boxes, 11c. to 11⅛c.; white, twins, 27 lots, 1,557 boxes, 11c.; colored, twins, 18 lots, 1,117 boxes, 11c.

Iroquois, Sept. 19.—One thousand one hundred and eight colored and forty white cheese boarded here to-day and all sold on the board at 12c.

Cornwall, Sept. 19.—At the Cornwall Cheese Board to-day, 2,346 boxes were boarded, 1,168 white, 193 colored and 85 U.S. All sold on the board at 12c., except one lot of 90 boxes.

Bitter Butter.

The presence of oxide of iron in salt which has been employed for salting the butter causes the latter to acquire a bitter and astringent taste, says a German exchange. Where such deficiencies occur in butter the salt should be analyzed for iron and such containing it rejected for this purpose.

Canadian Butter in Japan.

Advices from Ottawa report that resulting from the Canadian exhibit at the Osaka Exhibition a big butter trade is being developed between the Canadian Northwest and China and Japan. Two new creameries have been started in Alberta. An increased trade is going on with the Yukon. The exports of butter are largely on the increase.

That Cheese Taint.

Advices from Kingston state that bacteriologists are puzzled over the unusual taint which has affected cheese this year, and are putting forth their best energies toward the discovery of the cause. Some say it is due to the unusual cool, damp weather; some say it is due to factory conditions. The latter is denied, for in the most cleanly factories the taint clings to the cheese made. Inspector Publow, of the Kingston School of Dairying, has offered to give $50 and pay all expenses of a cheese buyer in an inspection of the factories, if it was found that any factory in Frontenac was free from the taint. Dr. Connell, Queen's bacteriologist, has made a careful examination, and reported that the taint was the result of a yeast.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Parking Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We control and guarantee all goods packed by the

CHARLOTTETOWN PRESERVING CO.

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

Their ***Canned Blueberries***

are the finest packed in Canada. They are packed in 2's and gallons.

WRITE OR WIRE FOR PRICES.

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

The demand for

FRESH PORK SAUSAGE

has begun earlier than usual this year. We look for the season to open about October 1st, but the trade is now on. There is nothing more appetising and nothing that will please your customers more than Fresh Pork Sausage made in the good old-fashioned way and made fresh every day. We shall be pleased to have your order for sample lot.

SENT BY EXPRESS ONLY.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots.

The Park, Blackwell Co., LIMITED

PORK PACKERS,

TORONTO, ONT.

London Cheese Market.

At the London cheese market, on Saturday afternoon, sixteen factories boarded, the offerings being: Ridgetree, 200 boxes; Blanshard and Nissouri, 2 boxes; Dunboyne, 190 boxes; Utoxeter and Gallabank, 175 boxes; Blanshard, 125 boxes; Lakeview, 160 boxes; Firby, 147 boxes; Mapleton, 175 boxes; Devizes, 116 boxes; Proof Line, 140 boxes; Avonbank, 130 boxes; Ballymote, 85 boxes; Belmont and Westminster, 400 boxes; Napier, 80 boxes; Gladstone, 200 boxes; Malahide, 250 boxes. Total boxes, 2,823.

The bids were: 11¼c., 11⅜c., 11½c., 11⅝c., 11¾c., 11⅞c., 11 15-16c., 12c. and 12 1-16c. Blanshard and Nissouri sold 12 1-16; Mapleton at 11⅞c.; Avonbank, and Malahide at 12c.

Stencils

Now is a good time for Apple Shippers to get Stencils, Stencil Inks and Brushes.

Our Brands are all first-class, and prices are low.

Hamilton Stamp & Stencil Works,

HAMILTON ONT.

Headquarters for everything in our line.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

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Phone Park 513. 54 Noble St., TORONTO.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

THE PROVISION MARKETS.

TORONTO.

CURED meats still maintain the firm feeling which has been ruling for some time. Stocks are light and the demand sufficient to account for the firmness. Stocks of short cut are very low, and some dealers are practically out. There is no change in prices since last quoting. We quote:

Long clear bacon, per lb	$0 10	$0 10¼
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 11½
Medium hams, per lb	0 14	0 14½
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	19 00	20 00
Short cut, per bbl	21 00	22 00
Shoulder mess pork, per bbl	16 00	17 00
Lard, tierces, per lb	0 9⅛	0 09⅜
" tubs "	0 09¾	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 08½	0 09½
Dressed hogs, light weights, per 100 lb	8 00	8 25
" heavy "	7 50	7 75
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

MONTREAL.

There is still a steady market all round for hog products. The market continues steady in tone and prices show no change. Hams and bacon are in good demand, both for local and for export trade. The lumber regions are inquiring for round lots of Canadian short-cut mess pork, and prices are a little firmer. We quote:

Heavy Canadian short cut mess pork	$19 00	$20 50
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 14	0 15
Hams, per lb	0 13	0 14

In lard a very good trade is reported this week. Except for a decline in pure lard there are no changes to report. We quote:

"Boar's Head" brand	....	0 08⅝
Carloads, less	....	0 00⅛
60-lb. tubs, over tierce	....	0 00¼
20-lb. tin pails, "	....	0 00¼
20-lb. wood " "	....	0 00⅜
10-lb. tins, "	....	0 00⅜
5-lb. tins, "	....	0 00⅛
3-lb. tins, "	....	0 01
Pure lard, in pails, 20 lb	....	1 85
" in tubs, 50 lb., per lb	....	0 09½
" in tins, per lb	0 10½	0 10½

ST. JOHN, N.B.

In barrelled pork, rather higher prices are asked. There is a good steady sale. At this season heavy pork shows increased demand. Beef is unchanged. There is a fair sale. In lard dealers are somewhat at sea. The surprise is the continued low price. A firmer market is expected. American markets show quite an advance. Smoked meats are high. In fresh beef, both domestic and western, rather lower prices rule. Lamb is freely offered and quality good. Prices are low. Veal and mutton are rather dull. Pork has more inquiry and prices are rather easier. We quote:

Mess pork, per bbl	$18 00	$20 00
Clear pork "	18 50	21 00
Plate beef "	13 00	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07	0 09
Mutton "	0 05	0 07
Veal "	0 06	0 08
Lamb "	0 07	0 08
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 10½	0 11½
" " pails "	0 11½	0 12
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 09⅝
" " pails "	0 09⅝	0 10

"Boar's Head" lard is having a very large sale this Fall. Stock is held here to meet the increased demand.

DAIRY PRODUCE

TORONTO.

BUTTER.—The condition of this market is much the same as last week. There has been no change in quotations. The fine grades of dairy and creamery are moving fairly well but the lower grades maintain their sluggish movement. We quote:

	Per lb.	
Creamery prints	0 19	0 20
" solids, fresh	0 18	0 18½
Dairy rolls, large	....	....
" prints	0 15	0 17
" in tubs, best	0 14	0 15
Under qualities	0 11	0 13

CHEESE.—The cheese market still continues very strong, and twins are still firmer. They are quoted this week ¼c. higher than last. We quote:

	Per lb.	
Cheese, large, new	0 11¾	0 12
" twins, new	0 12	0 12¼

MONTREAL.

EGGS.—There has been a decided improvement in the tone of the egg market during the past week, no doubt owing to the desire of the dealers to secure some Fall stock for Winter use. The ruling price here for strictly new-laid stock is 19 to 19½c.; straight stock, 17½ to 18c.; market stock, 16½c.

BUTTER.—There has been a decided improvement in this product since our last issue. Until this week the orders coming in from Britain have all been for prompt shipment, no orders for storing having been given. The result was that when September goods commenced to offer there was not sufficient to go around, and the English importers were forced to take July and August butters to fill the Winter orders, which they always have for Canadian butter. The market has felt the demand, and this week fully half a cent to three-quarters of a cent per pound has been paid over last week's prices. Finest fresh September sell locally from 20 to 20½c.; finest August, 19½ to 20c.; held, 19 to 19½c.; dairy, 15 to 16c.

CHEESE.—The market still continues firm and strong. English importers have shown more confidence and are taking hold at the advance. Locally not many large cheese have been sold, as the trade is well supplied with small Quebec 20-lb. cheese. These are selling at from 12 to 12½c.

ST. JOHN, N.B.

BUTTER.—This is, as a rule, a most unsatisfactory line. Quality runs so irregular and so much poor stock is offered. To almost every shipment there is a tail lot which kills the profit. There is no reasonable excuse for the money that is lost. Prices show no change. Sales are fair.

EGGS.—Prices are as quoted last week. Supply has been rather light. There is a steady demand. Quality is now watched quite closely.

CHEESE.—There is but a light stock. Prices tend higher. The output here will be quite large and the profits of the cheese factories much better than those of the butter factories. For local demand twins are much needed. We quote:

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 16	0 18
Eggs, new laid, per doz	0 18	0 20
case stock, per doz	0 15	0 16
Cheese, per lb	0 11	0 12

It is said that a certain packet tea jobber boasts that he puts absolutely the same tea in all his grades. His 25c. tea is absolutely the same as his 60c. tea.

The different grades of

Blue Ribbon Ceylon Tea

are different in quality—the 25c. tea is good tea, wholesome and tasty, but it cannot compare with the 60c. tea. This enables you to advise your customers knowingly. For those who like superb quality the 40c. Red Label Brand is the proper caper.

Push Red Label Brand. Every Grocer our agent.

GILLETT'S
ABSOLUTELY PURE
CREAM TARTAR.

Nearly all goods in this line at the present time are adulterated and in fact unfit to use.

GILLETT'S is used by the best bakers and caterers everywhere.

REFUSE SUBSTITUTES.

GILLETT'S costs no more than the inferior adulterated goods.

REFUSE SUBSTITUTES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

When you have any

BUTTER OR EGGS

to offer, write or wire us. We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491. Toronto.

The Canadian Manufacturers' Association

THE annual meeting of the Canadian Manufacturers' Association was held in Toronto last week, and now a large party of the industrial leaders, who had engaged in the discussion of the many important matters brought before the convention, are being borne swiftly westward, gaining personal knowledge of the boundless markets which are exhibiting such a rapid growth in the Great West—prairie, mountain and coast. The proceedings of the convention cannot but have been of the very deepest interest to every Canadian, but especially so to those engaged in mercantile and industrial pursuits. The numerical growth of the association during the last three years has been marvellous, and the increasingly national scope and influence of the organization has been no less marked.

The problems which are confronting the industrial world in Canada were grappled with and discussed with that vigor and downrightness which is characteristic of men accustomed to dealing with large issues. The reports of the standing committees, upon which the discussions of the convention were largely based, were pregnant with suggestion and eloquent of the time and energy spent in their preparation.

As might be expected, the tariff and labor questions loomed large in the crowd of important matters which demanded the attention of the assembled manufacturers. On these questions there was no uncertain voice. The tariff resolution passed last year at Halifax was re-endorsed and the position of the association as to trades unions defined in the report of a special committee. The reports of the Parliamentary and Railway and Transportation Committees were also replete with interest, as indeed were the proceedings of the convention as a whole.

The members began to arrive Tuesday afternoon and every incoming train bore its quota of manufacturers, heads of firms, managers of industrial plants, all bound for the annual convention where they might meet their fellow leaders in the Canadian industrial world, discuss the conditions and outlook of business, enlist the interest and influence of their fellows in the removal of grievances, express their views upon matters of high policy, and make representations to the Government of the day on questions of grave import to the manufacturing interests; receive an account of the stewardship of the retiring executive and choose the men who should guide the destinies and direct the policy of the association throughout the coming year.

Fine men they were, for the most part, vigorous alike of mind and body. In the corridors and rotunda of the King Edward Hotel gathered in groups or dispersed in pairs, shaking hands in jovial good fellowship, or absorbed in earnest discussion, there was scarcely needed the handsome blue and white enamel pen inscribed with the magic letters, "C.M.A. Annual Convention, Toronto, 1903," to indicate that these were the men to whom were confided the manufacturing interests of Canada.

It was interesting to note the large number of young men represented. The large proportion, and indeed men representing some of the most important interests, were in the very pink and prime

Geo. E. Drummond, President.

of life, and where time had here and there touched one, 'twas but lightly. Much is heard of the wreck and ruin wrought by the killing pace of modern business methods, but there was little trace of it visible either in the faces or figures of the Canadian manufacturers. Whether the salutory influence of the Canadian climate, or the inherited vigor of the Canadian constitution, may be called on in explanation, the fact remains that from Halifax, Montreal, Toronto, or the West, the men bore the weight of their responsibilities lightly, at least from all physical appearances.

Wednesday was section day. The association was not convened as a whole, but much important work was done at the sessions held in camera, where, secure from publicity, family affairs could be discussed with the fullest frankness, and matters decided upon for recommendation or otherwise to the association at large.

RECEPTION AND OPENING SESSION.

The formal opening session and reception was held, by the courtesy of the Ontario Government, in the Legislative Chambers up in Queen's Park. The Chambers were resplendent with a tasteful arrangement of flag decorations and the ladies of the party who, with their lords and masters, were the guests of the Toronto branch, were included in the welcome extended by representatives of the local association, the city and the province. What, however, gave a more than ordinary interest to the function were the addresses of Premier Ross and the Hon. Thos. A. Brassey, M.P., of London, Eng., who, on a passing visit to Toronto, was prevailed upon to remain over and address the association on the trade and fiscal relations of the Empire. Mr. Brassey, long an advocate of Imperial federation, and one who has travelled much in the outlying portions of the Empire with a view to studying the trade conditions, as well as being a member of the Imperial Parliament, was particularly well fitted for the task to which he addressed himself, the discussion of Imperial trade relations from the British point of view, as was indeed also our own distinguished imperialist, the Hon. Geo. W. Ross, to discuss the same question from the Canadian standpoint.

Premier Ross was one of the first to appear on the floor of the House, and for a few moments enjoyed the luxury of undisturbed meditation, reclining in the capacious depth of the clerk's chair. It was not for long, however. Members began to arrive and the Premier was soon chatting and joking with the little circle that gathered round him. The evening was hot and it was late before all the guests arrived, and Chairman Murray called the assembly to order.

Mr. Brassey had, in the meantime, come in and was exchanging confidences with Mr. Ross and a few of the association officers and welcomed them in a felicitous manner on behalf of the Toronto branch of the association. Controller Oliver, acting for Mayor Urquhart, followed, extending the courtesies of the city.

PREMIER ROSS.

Premier Ross, besides representing the Province in welcoming the association to Ontario and the Legislative Chambers, directed himself to the discussion of the industries of Canada and the trade of the Empire. As usual, Mr. Ross was brilliant. His mother wit sparkled as

he congratulated his hearers on the ease with which they had attained to seats which he and his fellows were wont to win but hardily. He unreservedly recognized the importance of the association and shrewdly paraded the opportunities Ontario offers for every branch of industry. The unity of interest between agriculturist and artisan were argued and the folly of exporting our raw materials abroad to build up foreign industries instead of developing manufacturing interests at home was deprecated. The manufacturers were incited to aim at the highest standard in all their products, and to seek to surpass all competitors. Nor did the speaker stop with having covered the home market. "Let us turn our faces towards the foreign markets," he urged. There was no reason, in his opinion, why Canadian goods should not

W. K. George, Vice-President.

compete everywhere with goods made in Great Britain or France or any other country. Turning to Imperial relations, he concluded that Canada wanted nothing but what was for the good of the whole Empire. "We want a preferential tariff," concluded the Premier, "we want British surplus population to people our prairies; we want their capital to develop our resources. Anything they can do for us will prove a good investment for them. For we are the most loyal and the most dutiful of all the colonies. We are energetic and progressive and British. If we cannot have a preferential tariff, or an Imperial federation now, let us have it as soon as possible."

Mr. C. A. Birge, president of the association, replied to the many words of welcome and then followed Mr. Brassey.

THE HON. T. A. BRASSEY.

The address of the Hon. T. A. Brassey was a remarkable one in its way, and full of suggestion to us Canadians who have grown to be "all Imperialists now." The address of Mr. Ross was brilliant, inspiring, beautifully general and diplomatically silent on the difficult points. Mr. Brassey made no attempt at oratory, but with characteristic British directness asked leave to discuss the question of Imperial trade from the British standpoint and immediately entered upon an analysis of conditions which proved to be thoroughly enlightening, if not particularly encouraging. Like a consciencious surgeon, he never shrunk from probing the very depths of the sore places, and himself a Chamberlain Imperialist he gave a masterful summary of the difficulties in the road of that consummation and frankly placed his ideal as something to be realized only in the distant future.

After extended travel Mr. Brassey had concluded that a permanently united Empire depended upon two principles; first, that every part should have an absolute right of self government, and second, that each part which bears a share of the burdens of the Empire should have the right to share in the control of Imperial expenditure. The burden of defending the Empire was becoming too heavy for the mother land without the aid of the colonies, who should in fairness contribute to the support of what was of so much importance to them. But it was not expected that Canada should contribute until she had a voice in Imperial affairs. This could only come about when the Imperial Parliament was reformed by the institution of a Federal system. Each part of the Empire had also its own particular problems first to work out, Australia and South Africa, on constitutional lines, Canada on industrial.

Coming to the trade question raised by Mr. Chamberlain, he did not think there was much dispute as to the desirability of taking retaliatory measures to prevent Great Britain becoming a dumping ground for German and American manufactures. The question of preferential trade within the Empire was a more difficult one. Immediately there was involved the necessity of placing duties on grain and wheat, and so arranging other taxes as not to increase the cost of living. It would be a great boon for the colonies, but what were the colonies to give in return for this tax on food stuffs? There might be two answers: That they should contribute for the defence of the Empire, or that they should give a substantial preference in their markets to the Mother Country. The first has already been dismissed as for the present impracticable, and in discussing the second, Mr. Brassey put his finger on the crux of the whole matter.

"To-night," he continued, "your Premier, Mr. Ross, spoke of the desire that the sentiment in favor of 'Made in Canada' should prevail, meaning that your ambition should be to supply the entire Canadian market.

"Now, if this is the desire of the Canadian manufacturer, and the Canadian Government should wish to carry out that desire at the expense of the manufacturer in the Mother Country, then, in my opinion, there is no basis for a policy of preferential trade within the Empire. The only justification for a tax on food stuffs is that the colonies will take a larger proportion than they do now of British products. Unless the Mother Country is able to secure a large portion of the trade you now carry on with foreign countries, and at the same time a share of the increased demand which is bound to follow the adoption of an Imperial preference, there is really no solid answer to the question, what will the colonies do?"

Cyrus A. Birge, Retiring President.

Despite the gloomy outlook Mr. Brassey did not despair, but looked forward to a solution of the problem through free and honest interchange of opinion on the question between the Mother Country and the colonies.

At the conclusion of the speeches the guests were entertained to refreshments in a marquee pitched in front of the Parliament buildings.

A BUSINESS SESSION.

The first business session was convened Thursday morning in the banqueting hall of the King Edward hotel, with President C. A. Birge in the chair, and a fair representation of the manufacturing interests present.

PRESIDENT'S ADDRESS.

After a summary disposal of a few preliminary items of business, the president arose amid loud applause to deliver his annual address and summary of the association's affairs. The address has been

reproduced in full, together with the subsequent proceedings of the convention, in the daily press and we shall be content with touching upon a few of what appeared to be the most vital points brought out in the various reports and discussions.

The president referred felicitously to the former meetings of the association, to the national proportions attained and to the progress which had been made in the last year by the association and the nation. By reference to fiscal returns he demonstrated the important part of our national assets formed by the manufacturing industries and rapidly sketched the important field being filled by the association. Passing to the consideration of trade relations he graphically described the "sturm und drang" which was bringing even conservative Britain to the consideration of a new fiscal policy with the

Robert Munro, a former President.

possibility of an Imperial preferential tariff. In this matter Canada's first duty was towards herself. Some Canadian manufacturers were already suffering from the preference we were now giving and no increase could be entertained—withdrawal might have to be considered. Discussing our relations with the United States the point was made that "thanks to Providence and our own integrity we have learned to stand alone and not a vestige of sentiment for reciprocity remains among our people." As to the tariff, the president declared the attitude of the association to be that of demanding a revision. A higher tariff all round was not desired. A fiscal policy of national self defence was the desideratum. Touching on transportation, the project of a new transcontinental railway was endorsed, the railway commission commended and a fast trans-Atlantic service demanded. The attitude of the association on the labor problem was defined. The right of labor to organize was recognized, but freedom on both sides to buy and sell, value to be determined by capability, was laid down as fundamental. Affiliation of Canadian unions with American organizations was denounced as being pernicious. A closing reference was made to the success of the "Made in Canada" campaign and a ringing summons invited the association to advance in the great work they had undertaken.

The president had evidently voiced the sentiments of the members, judging from the hearty accord with which it was received, and the executive instructed to arrange for some tangible mark of the association's appreciation.

RAILWAYS AND TRANSPORTATION

Proceeding with the reports of committees, that on railways and transportation was taken up first. Mr. J. O. Thorn presented the report. The establishment of the railway commission under the new act was commended and attention was drawn to the work of the committee in having rejected by the Governor-General in Council, the objectionable schedule 12 of the joint freight classification. The appointment of a transportation expert for the association was recommended and the importance of direct service between eastern Canadian ports and Australia, and for a fast Atlantic service, were emphasized. The discussion following continued until noon hour.

COMMERCIAL INTELLIGENCE.

After luncheon Mr. J. P. Murray presented the report of the Commercial Intelligence Committee. The report outlined the work done by the committee in the past year and presented for endorsation the resolution on Imperial preferential trade which had been accepted by the Chambers of Commerce Convention at Montreal.

RESIGNATION OF THE COLONIAL SECRETARY.

At this point the resignation of Joseph Chamberlain from the British Cabinet was announced and the following resolution, on the motion of Robert Munro and Geo. E. Drummond, passed and ordered forward to the late Colonial Secretary, Mr. Francis Braidwood, of Montreal, dissenting.

"Right Hon. Joseph Chamberlain, Colonial Secretary, London, England.

"The Canadian Manufacturers' Association in convention assembled in Toronto desires to express its deep regret that your withdrawal from the British Cabinet has been found necessary. The association has followed your proposals with the greatest solicitude and hopes your efforts to adapt Great Britain's fiscal policy to existing conditions will continue to be vigorously enforced."

CYRUS A. BIRGE.
President.

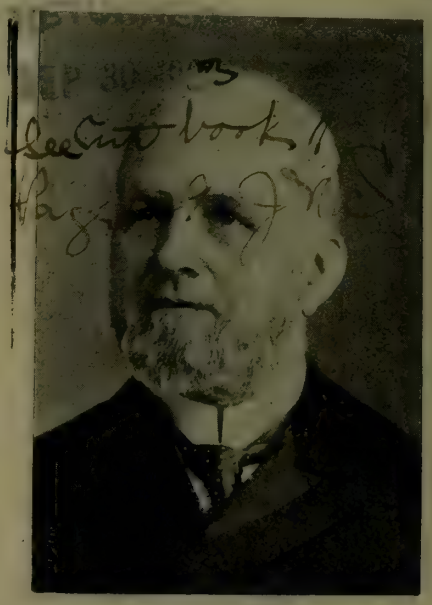
COPYRIGHT.

The Committee on Copyright, reporting through Mr. W. P. Gundy, received the endorsation of the association in requesting the Premier of the Dominion to communicate with the proper authorities and press for the recognition of Canada's right to make her own laws in reference to copyright.

PARLIAMENTS AND LEGISLATION.

Mr. P. W. Ellis, on behalf of the Parliamentary Committee, submitted an exhaustive report which outlined the work of the committee in opposing legislation detrimental to the interests of the manufacturers and called for a reorganization of the departments of labor both at Ottawa and Toronto, and the incorporation of trades unions.

The report of the Special Labor Committee gave an exhaustive review of the



Geo. Booth, Treasurer.

LABOR.

labor question as it appeared from the manufacturers' side and concluded with a declaration of principles which, while admitting the right of labor to organize, advocated the settling of disputes by arbitration, protested against the "unionization" of shops, declared for free contract as to wages, output and apprenticeship, and concluded by demanding the incorporation of Canadian unions free from American control.

The report aroused considerable warmth, and several of the delegates described in vigorous terms their experiences with the unions.

In the evening the visiting delegates attended the Princess Theatre, as the guests of the Toronto branch.

CONCLUDING SESSION.

At the concluding session Friday morning the secretary's report was received and showed a membership of 1,272, a gain of 255 for the year.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar

Madam Huot's Coffee
THE GEM

"Nectar" Black Tea, in lead packets and fancy tins only.

STILL THEY COME

The good teas, bought at the right time to get the highest liquoring qualities and lowest prices.
I can show you the best Values imported this year.

Ask for Samples. It Pays.

EX STEAMER "ATHENIAN," FROM YOKOHAMA, JAPAN.

35	Half-Chests Condor XXX Japan Tea, at	22½c.
15	× 30-lb. Boxes Condor XXX Japan Tea, at	23½c.
40	Half-Chests Condor XXXX Japan Tea, at	25c.
10	Half-Chests Condor V Japan Tea, at	30c.
15	Half-Chests Blue Jay No. 1, choicest early picking, Basket Fired, Japan Tea, at	30c.
115		

SAME STEAMER, FROM HIOGO, JAPAN.

121	Packages Condor XXX Japan Tea, at	22½c.
18	Half-Chests Condor No. 38, Choicest Siftings, at	8½c.
1	Half-Chest Condor No. 18, Choicest Shotty Nibbs, at	18½c.
140		

SAME STEAMER, FROM SHANGHAI, CHINA.

6	Cases Choicest 1st Crop Nankin Moyune Pin Head Gunpowder Tea, at	40c.
100	Catties Imperial Gunpowder Tea, good liquor, fair leaf, at	14c.
25	Catties Choice Imperial Gunpowder Tea, medium make, at	18½c.
25	Catties Large Pea Leaf Make Choice Imperial Gunpowder Tea, at	21½c.
25	Catties Extra Choicest Liquor, Best Made Heavy Pea Leaf Gunpowder Tea, at	30c.
25	Catties Choicest Liquor, Best Made Heavy Pea Leaf Gunpowder Tea, at	27½c.
91	Catties Ping Suey Young Hyson Tea, of very good quality, at	15½c.
297		

SAME STEAMER, FROM FOO CHOW, CHINA.

25	Catties Extra Curio, First Crop Packling Congou Tea, at	17½c.

EX STEAMER "EMPRESS OF INDIA," FROM YOKOHAMA, JAPAN.

50	Half-Chests Condor XX Japan Tea, at	20c.
25	× 30-lb. Boxes Condor XX Japan Tea, at	21c.
93	Half-Chests, each 80 × 1-lb. Paper Pkgs, Japan Siftings, large leaf, choice liquor, at	10c.
168		

Total, 745 Pkgs.

Specialty of high-class goods in Teas, Coffees, Spices and Vinegars.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

"EMD" Baking Powder, Vinegar, Spices, Coffee.

Extraordinary Values in

DRIED FRUITS.

—We have arriving by first direct steamer Escalona about middle of October:

CURRANTS.

1,200 Pkgs.—Fine Filiatras, brls. and ¼-cases.
Finest Loose Cleaned, ¼-cases.
Finest Cleaned "Olympus," cases 50 ¼-lb. pkgs.
Fancy Brands Vostizzas, ¼-cases.

RAISINS.

1,000 boxes SULTANAS, boxes about 20-lbs.
200 " Best Quality Cleaned, boxes 50 1-lb. pkgs.
1,000 " Cheaper grade, good quality.

Loose Muscatels (Malaga)
in 22-lb. and 50-lb. boxes, 2-Crown and 3-Crown.
These are better value than Valencias and much lower price.

NUTS.

Tarragona Almonds, Sicily Filberts,
Pure Mayette Grenoble Walnuts,
Fine Marbot Walnuts, Good "Crown" Walnuts,
Valencia Shelled Almonds
in 28-lb. boxes, 2-Crown and 3-Crown.

ALSO ARRIVING

PEELS (Candied).

Finest English—Lemon, 50-cases each 32 7-lb. boxes.
Orange, 50 " " " " "
Citron, 25 " " " " "

ASK FOR OUR PRICES BEFORE BUYING.

—If you are open for bargains and extraordinary values in
—any of the above lines don't fail to ask for our prices.

LAPORTE, MARTIN & CIE., Montreal, P.Q.

HOW ABOUT SYRUP?

YOU WILL SOON BE NEEDING IT, AND IF YOU WANT THE BEST TO OFFER YOUR CUSTOMERS, YOU WILL PLACE YOUR ORDER FOR

"GOLD MEDAL" Syrup

PUT UP IN { 2-LB. TINS—CASES 24 TINS; 5 " " " 12 "; 10 " " " 6 "; 20 " " " 3 " }

Unequalled in Flavor, Color or Body.

FOR SPECIAL QUOTATIONS— { WRITE US OR SEE OUR TRAVELLERS }

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO.

THE CONSTITUTION.

The next business transacted was the amending of the constitution, the most important amendment being that raising the fee to $25 for firms employing over 100 hands.

THE TARIFF.

The report of the Tariff Committee, reserved for the last, was presented by Mr. W. K. McNaught. There were five points to the report and in the discussion thereon the political maelstrom was narrowly escaped. The situation was saved by Mr. Robert Munro, who stoutly declared that many a good Liberal was a good protectionist, and naively added, Why shouldn't he be? The report re-endorsed the resolution passed last year at Halifax, expressed a general disapproval of the bounty system, approved of the German surtax, discountenanced any suggestion of reciprocity with the United States and advocated the establishment of a permanent tariff commission.

RESOLUTIONS.

The Committee on Resolutions was the last to report and recommended the exportation of foreign silver coins, that the Government should purchase all foreign goods through regular importers, that the preferential tariff should be amended, that expert appraisers should be appointed, and that a new insolvency law should be passed.

ELECTION OF OFFICERS.

The election of officers was then proceeded with, with the following results: President, Geo. E. Drummond, Montreal; 1st vice-president, W. K. George, Toronto; Ontario vice-president, W. F. Cockshutt, Brantford; Quebec vice-president, Hon. J. D. Rolland, Montreal; Nova Scotia vice-president, D. W. Robb, Amherst, N. S.; British Columbia, John Hendry, Vancouver; Manitoba, E. L. Drewry, Winnipeg; New Brunswick, W. S. Fisher, St. John, N.B.; treasurer, Geo. Booth, Toronto.

R. J. Younge, Secretary.

The retiring president, in a few happy words, abdicated in favor of the new chief, Mr. Geo. E. Drummond, who expressed his appreciation in a manly, straightforward, businesslike way.

Votes of thanks and responses became thick now and it was one o'clock when some one struck up, God save the King, and the convention was over.

In the afternoon the manufacturers and their ladies were entertained to a drive around the city as the guests of the city, and in the evening the annual banquet was given at the King Edward, with the new president, Geo. E. Drummond, presiding, and Lieut.-Governor Clarke, Sir William Mulock, Hon. G. W. Ross, Hon. Wm. Paterson, W. K. George, Hon. T. A. Brassey, and Mayor Urquhart, as the principal speakers.

Mr. Archie Hutchinson, of The St. Lawrence Starch Co., Limited, Port Credit and Toronto, was encountered among the jobbing trade of Montreal this week by a representative of THE GROCER.

IS THIS CORRECT?

An article must have merit in order to maintain a good reputation for any extended time.

REINDEER BRAND CONDENSED MILK

has been before the public 50 years and still stands at the top.

THE TRURO CONDENSED MILK AND CANNING CO., Limited, TRURO, N.S.

Windsor Salt.

You buy the best butter, why not the best Salt? Do you forget that it is the little things that count? A woman doesn't tell all she knows. Perhaps she has been trading at some other store just because she can't buy Windsor Salt of you. She doesn't say this to you, **but there are a good many chances that she tells her friends.**

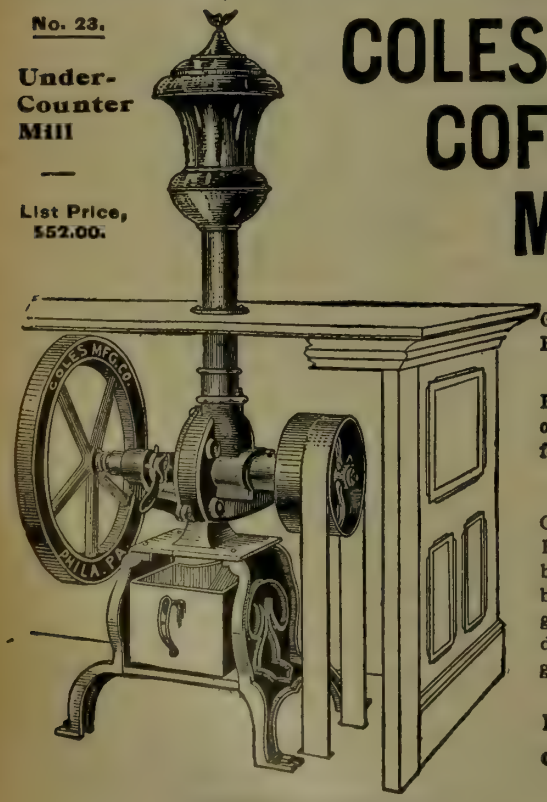
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Does the work of Liquid & Paste Combinations
Combinaison du Liquid et de la Parte
TWO IN ONE
SHOE 2 POLISH
DEUX DANS UN
NOIR À CHAUSSURE
The F. F. Dalley Co Limited
HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT

Be sure and lay in a stock of

"2 in 1" Shoe Polish

to last you through the Winter, as this polish cannot be shipped during the cold weather, and to send t by express is too expensive. **Sold by all dealers.**

i

THE F. F. DALLEY CO.
of HAMILTON, Limited.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
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HUNTERS' SUPPLIES.

THE hunting season is rapidly approaching. The season for some of the smaller game is already open, and before long the deer hunters will be leaving for the highlands of Ontario. All these hunting parties, which will soon be crowding the Muskoka trains, will need to be supplied with provisions. Smoked meats, tinned goods of all kinds, and other foodstuffs that can be stored in small compass, will be required. The wide-awake grocer will be after this trade. There are few localities from which a hunting party is not sent forth some place or other during the Fall. Many of these parties will be amateurish. The grocer should make himself familiar with the provision outfit required and be ready to give advice and supply the goods to inexperienced as well as to veteran hunters. Men are liberal buyers, especially when they are going off for a lark, and a little judicious attention on the part of the grocer may produce an extra trade of profitable dimensions.

TERMINAL ELEVATOR CHARGES.

THE situation between the western grain dealers and the railway companies with reference to charges in terminal elevators is now at a somewhat acute stage. In the ordinary course of the year's work, and in compliance with the Act, Warehouse Commissioner Castle asked the railway companies to name their charges for cleaning, elevating and storing grain in their terminal elevators. The Act requires that these charges shall be in the hands of the warehouse commissioner before the end of the first week in September, and shall govern for the year without the option of a change. The railway companies complied, raising the rate to ¾c. per bushel, and stating that this amount would include insurance.

The majority of the members of the Winnipeg Grain Exchange have been agitating for some time that the railway companies should insure the grain in their terminals, for the simple reason that no man knows into what one of five terminal elevators his grain may go, and therefore has been obliged to carry insurance on all.

This blanket insurance frequently absorbed all the insurance possible to obtain, and smaller dealers not infrequently found themselves in the position of being unable to get any insurance at all, while possibly some larger dealer was carrying insurance on the elevator in which their grain was stored and had no grain there. But when the announcement of the ¾c. rate was made, practically stating ¼c. for insurance, there was a general howl of disgust. A meeting of the Grain Exchange was called and the matter threshed out, representatives of the railway companies being present. The general opinion of the meeting was that the principle of the railway companies carrying the insurance was right, but the price was decidedly all wrong, and resolutions to that effect were passed and the matter placed in the hands of a committee to deal with. In the meantime the warehouse commissioner notified the railway companies that they had not complied with the Act in furnishing the schedule complained of. The Act required a specific statement of charges for elevating, cleaning and storing, and very specially relieved the elevators from responsibility as to insurance. No reply was made to these notices, and a few days later the commissioner again notified the railway companies that if they did not furnish the schedule as required the whole matter would have to go to the department at Ottawa. Immediately the railway companies declared that the ¾c. rate was their charge for elevating, cleaning and storing, and that if the owners of grain wished, it would also include insurance. This was carrying the war into Denmark with a vengeance, and at a subsequent meeting the Grain Exchange passed a strong resolution calling on the Minister of Trade and Commerce to take action in the matter under sub-section 2 of section 25 of the Grain Act.

Matters continue to simmer, and the feeling against the railway companies is very strong. Dealers are unanimous in declaring the increased rate exorbitant, and the outcome of the appeal to the Minister of Trade and Commerce is awaited with both anxiety and interest. The farmer is the man who will pay if the price is insisted on, for dealers will simply deduct that additional amount from the price paid for the wheat. The Canadian Northern Railway has been the most defiant and persistent in this matter of advancing the rates, and this action has naturally led to much comment throughout the West. This road was supposed to be put in operation to relieve the congestion and facilitate the handling of wheat, and it does seem surprising that it should so very soon show a tendency to grab. The monopoly on terminal elevator sites has been looked upon with disfavor for a long time, and this last action has by no means poured oil on the troubled waters.

JUDGES' SALARIES.

THE bill providing the salaries for judges of the new Exchequer Court of Ontario has passed through its final stages and been sent up to the Senate. Its discussion in the House of Commons elicited at least one interesting suggestion—that of a committee to consider the

entire question of the remuneration of Canadian judges.

There is at the present time a growing sentiment in favor of increasing judges' salaries, particularly those of judges of the Supreme Court. Canadian business men entirely endorse such a proposal. They are not slow to realize how much the equilibrium and security of the country depend on the firmness, farsightedness and wisdom of its judges. The salary of judges in the Supreme Court in Canada is in the neighborhood of $7,000, a paltry sum when account is taken of their responsible position, and also of the fact that big business concerns in Canada think nothing of paying their presidents or managers from $10,000 to $60,000 yearly. The present and future success of a business enterprise is in peril unless its manager is a man of keen executive ability and practical sagacity. When such an one is found he is to the director "a pearl without price."

The condition of Canada to-day is one of great prosperity. The good times have reached as far as the agricultural constituencies. When the farmer speaks unhesitatingly in favor of a revision of judicial salaries surely something may be done for the long neglected administrators of justice.

A supreme judgship ought to go in the same class at least with the managerships of business concerns mentioned above. It is a mistake when commercial standards are applied to this calling. Many are unable to conceive of even a county judge as more than a hob-nobbing lawyer, who has his position through political pull. As a result, for every vacancy on the bench there are applicants "tumbling over one another." Is it not high time the standard should be raised and would-be seekers after Government honors made conscious that the Government is not looking for pettifogging lawyers, but for men whose qualifications are strictly in keeping with the dignity and importance of the Bench?

Mr. E. T. Daniels, of E. T. Daniels & Wise, brokers and merchants, London, Eng., is at present at the Queen's, Toronto, on a business tour through Canada.

THE SALT SITUATION.

FOR the past some months the trade has had difficulty in securing sufficient supplies of salt. That the Canadian manufacturers have not been able to supply the demand is an admitted fact. The continued shortage has bred a condition of dissatisfaction which has recently found vent in vague charges through the daily press. The bill of complaint against the salt manufacturers is set forth in the following letter, which explains itself :

Editor CANADIAN GROCER :—

DEAR SIR,—I cannot understand why your paper has not taken cognizance of the situation in regard to salt. We travellers are simply driven wild through the complaints of our customers because the orders for salt, which they had placed in some instances months ago, had not been filled. We have told them repeatedly that the fault is not ours, but lies with the salt manufacturers, but that does not help them, and they do not seem disposed to let us down any easier. The salt manufacturers of this country have organized themselves, as you already know, into a combine. Whether this has anything to do with the non-delivery of salt, I cannot say, at any rate I think there is a strong enough case made out under the circumstances to warrant the intervention of the Government. As you are already aware, there is a clause in the Customs Act, which provides that the Government may, after taking certain procedure, lower the duty, or remove it altogether, on any article on which a combine exists.

My firm informs me that it could buy salt in Michigan, but that if they did so, The Canadian Salt Association would refuse to allow them the customary discount. The farmers throughout the country, as well as the business men, are being put to a great deal of annoyance and inconvenience, on account of the difficulty to secure a supply of salt from the Canadian manufacturers.

Yours truly,

TRAVELLER.

Toronto, Sept. 12th, 1903.

In order to get at the rights of the matter some of the gentlemen prominent in the Ontario salt industry were seen by THE GROCER, and the following statement was handed us as defining the position of the manufacturers :

1. There is no salt combine.

2. There are at least eight different independent firms engaged to-day in the manufacture and sale of salt in Canada.

3. Besides these Canadian manufacturers there is a large amount of British and foreign salt imported, free of duty, amounting to at least two-thirds of the whole consumption.

4. Salt has not been purchasable for 60c. per bbl. for the past eight years. During that time the price of labor, fuel, barrel material in the raw and manufactured state, etc., has increased very considerably. Salt is one of the cheapest articles placed on the market to day. There has been no increase in prices, as obtained to-day, since the beginning of the year.

5. There is a scarcity of salt to-day, and there has been for a few months past. But it is only a temporary shortage, and has been entirely owing to various causes, such as the scarcity of fuel, the scarcity of labor, and unavoidable stoppages to works owing to accidents and large additions and improvements made to some of the plants.

In subsequent conversation a prominent salt manufacturer, while admitting that he was selling under an exclusive contract on the rebate system, explained that customers were allowed to purchase salt where they pleased when orders could not be filled.

As a matter of fact there is no combine, but there is an agreement between the two principal salt manufacturers of Ontario whereby they have adopted the same selling terms, and in order to secure his rebate the wholesaler must take a declaration, with the first two clauses of which, designed to prevent the cutting of prices, no issue can be taken, but of which the third clause reads as follows :

That we have not purchased or sold directly or indirectly any salt but the manufacture or output of The Canadian Salt Co. and R. & J. Ransford.

This is the very principle which THE GROCER pointed out to be dangerous in the selling terms of the Canadian Canners' Consolidated, and the discord it has caused in the salt trade proves the wisdom of the position taken by THE GROCER.

Furthermore, we have been assured by some of the largest wholesale grocery firms in Ontario that they have declined to agree to the above terms, have formed a connection with American firms and are getting their salt from Detroit. The clause is thus working to secure for Americans a permanent instead of what should be but a temporary foothold.

In taking this stand THE GROCER is not opposing trade agreements, alliances or amalgamations, recognizing that they may be of great benefit in affecting economies and in preventing ruinous rate cutting, but it is unalterably opposed to such devices as are aimed against legitimate and healthy competition.

However, we do not ignore the other side of the question, and the views of a gentleman supporting the exclusive contract system, received too late for this issue, will be published next week.

A CANADIAN IDEAL.

PREMIER ROSS sounded the right note at the reception to the Manufacturers' Association in the Parliament buildings, Toronto, Wednesday night, when he declared that in no line of manufacture should Canada be content with anything less than the best. "I want to know," declared the old man eloquent, "that 'made in Canada' is just as good as 'made in Germany' or France or England or any other country," and the applause from the listening captains of industry proved how felicitously the eloquent Premier had expressed the aspirations which have found lodgment in the minds and hearts of our Canadian manufacturers.

This is the line of thought which THE CANADIAN GROCER has long been striving to inculcate. "Made in Canada," a motto which has been tremendously successful, depends for its permanent success upon excellence of the standard which our manufacturers set for their output.

There is more satisfaction in making a good article than in making a shoddy one, and in the long run more money too.

This is particularly true if we are to become, as we fondly and confidently expect, a great exporting nation. A dishonest manufacturer may do an immense amount of harm to a reputation for reliability which has taken years to build up. In the case of fruit, the rigid enforcement of the Fruit Marks Act is having a salutary effect, and similar measures might be taken in other lines if found necessary.

The motto "Made in Germany" has had its immense influence just because the world had been led to believe in the reliability of German products.

As a young country it is our bounden duty to make "Made in Canada" stand for the acme of excellence.

"Nothing less than the best" is a good motto. May our manufacturers ever keep it before them!

It is understood that there is a movement on foot in British Columbia fisheries with a view to placing on the Canadian market domestic canned anchovies, a line which should meet with ready home sale, as well as still further developing our export possibilities.

TRADE WITH THE BAHAMAS.

MR. B. W. ROBERTS, of Nassau, N. P., Bahamas, was a caller on THE GROCER this week. Mr. Roberts is opening a commercial agency in the Bahamas and has been in Canada looking up connections with business men. The population of the Bahamas is placed at 50,000, and they import goods, mostly foodstuffs, to the value of $2,000,000 annually. Their export consists of sponges, sisal fibre, pineapples, oranges and grape fruit. As yet Canada has no direct steamship connection with the Bahamas, and our share of their trade is only nominal. The freight charges from New York to the Islands are ridiculously high, being 63c. per bbl. on flour. As the Bahamas are almost directly in line with our Jamaica service the opportunity seems good for opening up a trade with these southern cousins of ours, especially as the feeling of the Bahamians towards Canada is very friendly. We could use their sisal fibre and fruits and supply them flour, butter and tinned fruits.

BACK FROM THE WEST.

GEORGE E. Bristol, president of The Canada Grocers, Limited, who has recently returned from a month's trip to the West, was seen in his Toronto office Wednesday afternoon by a representative of THE GROCER. Mr. Bristol was struck by the promising trade conditions everywhere prevailing in the West. Everyone was prosperous, he relates, and claimed to be making money. Mr. Bristol's chief object on his trip was to arrange for a new branch of the firm at Calgary. At Winnipeg he was joined by Alexander Turner, of James Turner & Co., and the two proceeded to Calgary, where the latter has undertaken the construction of a large warehouse with 120 feet frontage on Stephens street by 100 feet on Third street. It will be equipped with trackage in the rear for loading and unloading cars and will be leased by The Canada Grocers. The building will be completed by Dec. 6, by which time the stock will be installed and the branch opened for business under the name of James Turner & Co., with Lloyd T. Mewburn, of James Turner & Co., Hamilton, in charge.

At Edmonton Mr. Bristol found conditions as encouraging as at Calgary. Immigration is steadily pouring in in all parts, and a very prosperous future is anticipated for "Sunny Alberta."

Asked as to the snow storm, Mr. Bristol said it was much exaggerated. Producing a map, he demonstrated how small an area proportionately the 250 miles from Moosomin to Brandon touched by the storm really was. He was at Edmonton at the time, and on returning he had talked with men who had examined the fields after the storm. These affirmed that the wheat was but slightly injured, and would grade as No. 1 Northern instead of No. 1 hard, making a difference of but a few cents a bushel. Around Edmonton there had been a good deal of cold, wet weather, but what grain didn't ripen properly might be fed.

A commission merchant in Manitoba writes that he is open for offers of white clover honey.

CONSOLIDATED STORES CO.

There is a rumor being circulated to the effect that The Consolidated Stores Co., reference to whose organization will be found in our Forest City Gossip, are being backed up by The Canada Grocers Limited. Geo. E. Bristol, president of The Canada Grocers, gives an emphatic denial to the rumor. Canada Grocers, he says, are in no way whatever associated with The Consolidated Stores Co.

H. P. Eckardt & Co. report a good demand for "Diamond" crystal salt.

RICE PROSPECTS.

The rice condition for Texas this year is phenomenal, showing 97 per cent., or almost a perfect crop, says The Dixie Miller. The acreage in rice in Texas this year is estimated at 220,000 acres, against 180,000 in 1902, and the probable crop for 1903 will be from 2,000,000 to 2,500,000 barrels, or about ten barrels to the acre. Last year the average yield was about eight barrels to the acre.

The crop in southwest Louisiana is said by prominent authorities to be at least thirty days late, but the stands in all localities present a very pleasing appearance to the eye of the farmer, and the yield per acre promises to be a very satisfactory one. The rice is very heavy and there is a very noticeable scarcity of red.

The crop in Carolina will be about two weeks late this year. The freshets were responsible for a delay in planting, and between ten and fifteen per cent. less than usual was planted this year. The planters say that the crops will not only be late, but short as well.

A bottle was found in Vineyard Haven Harbor recently, containing a live lobster so large that it could not escape through the neck. The only solution is that he entered the trap when small, although how he survived is a mystery.

"You can't expect to keep up with the procession unless you march."

If you want to be "up-to-date" and a Leader in the grocery trade you should sell

"SALADA"

CEYLON TEA. Black, Mixed or Natural Green.

It is the one tea that sells year in and year out, and is increasing its lead by leaps and bounds. "SALADA" Green Tea, as we predicted, is fast displacing Japan Tea.

"SALADA," Toronto and Montreal.

Branches at NEW YORK, MONTREAL, DETROIT, BUFFALO, PITTSBURG, CHICAGO and BOSTON.

WHOLESALERS ARE NOW OFFERING FOR FORWARD DELIVERY

New Pack "Horse Shoe" Salmon.

For quarter century "Horse Shoe" Brand Salmon has led the Canadian market.

All leading grocers throughout the Dominion sell it.

"It is difficult to rise to the heights, but it is more difficult to stay there."

It is staying at the top of the ladder that proves quality.

Celluloid Starch

Never Sticks Requires no Cooking.

holds the top place amongst the many laundry starches in America. It has held that position for years through merit. If you want the thanks and the trade of your neighborhood supply them with Celluloid Starch.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Sept. 24, 1903.

GROCERIES.

THERE has been great activity on the home market since our last issue. All general lines have moved freely and trade on the street has been most encouraging. Canned goods have been moving freely and several lines have advanced. Asparagus is now quoted at $3.25, showing 25c. advance. Peas are scarce, with an upward tendency of fully 10c. Salmon is difficult to obtain and is quoted at all round figures—$1.65 and $1.75—and even at those prices, deliveries cannot be guaranteed. Sardines are scarce and quotations show an advance of several cents. Coffee contines to move freely with prices remaining firm. Spices have made headway since our last issue and prices are stiffening to advance. Syrups and molasses are in moderate demand locally with primal markets reporting strong situation. Rice and tapioca is fairly active, with general stocks low and supplies firmly held at fully up prices. Tea is now securing more attention. Advices from foreign markets are all based upon an accepted strong statistical position, and prices for any grade above medium are firming toward advance. Foreign dried fruits are interesting as revealing strong position all round, with present general averages firming toward advancing in favor of last year's high averages. Sugar has been in fair demand. The fall reported in our last issue was not maintained, prices quickly recovering toward previous quotations.

CANNED GOODS.

The home market in canned goods continues firm with great difficulty in keeping up supply in the more popular lines. Asparagus is scarce with price firming up to advance of 25c. Peas are quoted at advance of 10c., while salmon is listed at an easy 25c. advance. Official quotations for new goods are coming to hand slowly, and, in many instances, there is every possibility that supplies will have to be met from across the border. We quote:

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 25
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 87½	1 10
" extra sifted	1 40	1 50
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 25	1 55
" 3's	2 00	2 50
Plums, green gages, 2's	1 15	1 25
" Lombard	0 95	1 00
" Damson, blue	0 95	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	....	1 10
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	1 00	1 10
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	0 15
" " ½'s	....	0 23
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 85	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
Engilsh brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ½'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

The home trade in coffee reveals no special feature since our last issue. Demand continues somewhat more active than is customary, the run being chiefly on the milder grades. Latest reports from New York denote a weakening market for contracts, whilst prices for actual supplies were unchanged. In milder grades a firmer market is reported consequent, but more active demand; the European advices reporting healthy tone and good demand. We quote:

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

The decline in domestic refined noted in our last was short-lived, prices re-acting to former basis of 4.20c. for Montreal granulated and 4.10c. for Acadia f.o.b. Montreal. It is understood that considerable sugars changed nands at the reduced quotations, especially of St. Lawrence granulated, which was not unnatural in view of the existing differential of 10c. per 100 pounds in favor of that brand.

Sales of raw sugars have been made at firm prices, part cargo centrifugal sugars being placed to New York refiners at former figure of 3 7/16c. ex ship, basis 96, duty paid. Business in raws, however, has been light, and, with buyers and sellers both apparently indifferent, there has been no opportunity of establishing a change in the market either way, and, as we go to press, we are able to report a continued firm market though quiet. Holders maintain their former firmness and are asking 1-16c. advance and showing no disposition to meet refiners on current basis.

Meltings at United States four ports for week ending September 16 were 48,000 tons, being equal to the figure of a fortnight previously. Receipts were light, being only 22,593 tons, thus reducing stocks by over 25,000 tons and these were reported as 195,110 tons. Receipts at Cuban shipping ports were again light, being only 2,000 tons, while there were exports of 9,300 tons. Stocks there were reported by cable as 189,500 tons. Combined United States and Cuban stocks are only 50,000 tons more than same time last year and with the afloats to America of 130,000 tons less than same time last year prospects are for continued firmness in American markets. There are only two central factories continuing grinding in Cuba, so there is little sugar being made in the island.

European markets are reported slightly easier, quotation for old crop beets, September shipment, being now 8s. 4½d. f.o.b. Hamburg. This, however, is equivalent to parity of 4.04c., duty paid, New York for 96 test centrifugals, from which it will be seen that cane sugars have still a differential in their favor of 3-16c. per pound.

Combined stocks of Europe and America at latest uneven dates were 1,631,610 tons, against 1,749,493 tons same period last year, the decrease being 117,883 tons.

There are no special indications to report at the moment, the outlook appearing to be to continued steadiness. The demand for refined locally from second hands is fair and prospects are that it will hold good for some time yet.

Just as we go to press we have received advice from New York that a firmer tone prevails in the raw sugar market, with sales of raw at price equal to 3.91c. for 96 test, duty paid, establishing advance of 1-32c. per lb. over previous sales. The market favors sellers. We quote:

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb. "	4 68
" "Domino" brand, 50-lb. boxes	4 73
" " 100 "	4 63
St. Lawrence granulated	4 18
Redpath's granulated	4 18
Acadia granulated	4 08
Maple Leaf granulated (Berlin)	4 03
Crystal granulated (Wallaceburg)	4 08
Imperial " (Dresden)	4 03
Beaver " (Wiarton)	4 03
Phoenix	4 03
Cream	3 88
Bright coffee	3 88
Bright yellow	3 88
No. 3 yellow	3 78
No. 2 "	3 58
No. 1 "	3 48

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

The spice market has developed considerable activity in the last week. Pepper is firm. Nutmegs are up 3d. per lb. according to the London cable. The clove market is showing strong with an advancing tendency, and ginger is higher. Altogether the outlook is healthy. We quote:

ONIONS

CANADIAN YELLOW DANVERS.

We are open to buy a few cars.
If any to offer, correspond with us.

WHITE & CO.

Wholesale Fruits and Produce.

64 Front East, - - TORONTO.

It's worth Ten cents

to clear your house of flies and

Wilson's Fly Pads

will do it.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

FRUIT.

Our prices are **right.**
Our goods are **right.**

Write, wire or 'phone your order.
Special attention given to mail orders.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.

82 Colborne St., TORONTO

Phones—Main 54, Main 3428.

THE FRUIT WE SHIP

Is the fruit you want—**THE BEST.**
Everything in season—Domestic and Foreign

Ask and receive our weekly price list.

McWILLIAM & EVERIST

FRUIT and VEGETABLES.

Telephone Main 645, Office
" " 3394 Warehouse
...TORONTO

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

But moderate activity is reported locally, with prices remaining firm. New York market reports denote greater activity in molasses with a fair amount of new orders at hand consequent upon the cooler weather. Prices are maintained at fully up quotations owing to scarcity of supply. Syrups are reported as slow. We quote :

Syrups—	
Dark	
Medium	0 30 0 32
Bright	0 35 0 37
Corn syrup, bbl., per lb.	0 02½
" ½ bbls., "	0 02⅝
" kegs "	0 02¾
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 20 0 30
" open kettle	0 45 0 50
Barbados	0 38 0 40
Porto Rico	0 38 0 42
Maple syrup—	
Imperial qts	0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

RICE AND TAPIOCA.

Rice continues in active demand at firm prices. Reports from New York all denote good business doing, arrivals to hand meeting with ready buyers and stocks well depleted. Supplies were firmly held with sales at fully up prices. Tapioca is in little demand, with prices steady. We quote :

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Sago	0 03¾	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

TEAS.

Trade on the street has been distinctly in advance since our last issue at prices which are well maintained on previous quotations. Instances have been in evidence of refusals to accept slightly shaded offers, thus confirming the immediate strength of the London markets.

The reports to hand denote the Indian market as continuing firm with active demand for all high grade and tippy teas, the lower grades attracting but little interest. It is expected that this feature will encourage growers to aim at producing fine teas of the best possible quality. Reports show that there are now only some 24,000 acres to mature which a liberal estimate fixes at twelve million pounds more tea with which to deal, or only one month's United Kingdom consumption.

Ceylon reports denote an active market for all teas showing degree of quality, with prices shading upwards. All offerings were readily competed for and in most cases changed hands.

London reports of China teas denote slow sales, with offerings, in many instances, withdrawn, the limits not being reached.

Java teas were uninteresting, the easier tone of common teas prevailing in general market making offerings of little attraction. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .
Skinner's Queensland Turtle Soup
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British Columbia Herrings

IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

BUTTER EGGS

We are Buyers. Get our Prices.

The Wm. Ryan Co., ... Limited.

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BUTTER and EGGS

—WE ARE—

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Correspondence solicited from **ONTARIO MANITOBA** and **LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

SPECIAL VALUES

In **Lemons, Oranges, Berries and Vegetables.**

GET OUR QUOTATIONS.

CLEMES BROS.

37 to 41 Church St. TORONTO.

ASK FOR OUR WEEKLY PRICE LISTS.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

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Butter, Eggs, Cheese, Poultry, Fish, Game, —and also—

DRIED, GREEN, EVAPORATED APPLES.

WE HAVE THE BEST MARKET IN CANADA TO GET YOU GOOD PRICES. GIVE US A TRIAL SHIPMENT.

Quick Returns, **Capital Fruit & Produce Co.,**

Cor. O'Connor and Albert Sts., OTTAWA.

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BANANAS, ORANGES, LEMONS, MALAGA GRAPES, NUTS, ETC.

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We Make Brooms

The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

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Mfrs. of Brooms and Whisks

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Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,

MONTREAL.

Tel. Main 778.

China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

FOREIGN DRIED FRUITS.

The first direct steamer from Patras for Canada, the Escalona, sailed on the 8th with 1,000 tons gross cargo currants. The second, Bellona, with about the same cargo, was billed to sail on the 22nd. Early shipments via Liverpool are expected at any moment. There is a peculiar situation in the currant market in that good quality fruit is quotable here at an advance on Government minimum of just about the freight charges. As cable quotations still existing favor buyers, considerable business is likely to be done. Valencia raisins are still firm with quality fine, and the crop about the same as last year, when the market went 4 to 5s. beyond present quotations. There is every probability of higher prices. The prices for California muscatels have been made, but the figures being considerably over the prices ruling for Spanish fruit, are too high for business. A big business, however, is anticipated in California seeded, in pound packages. Prices, however, have not yet been made. Last season's California prunes have advanced ½c. and smaller sizes are very scarce. We quote :

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 05	up	Vostizzas	0 07	0 08
Patras	0 06½	0 06¾			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 07	0 08
" selected	0 08½	0 09
" selected layers	0 09	0 10
Sultana	0 09	0 13
Californian seeded, 12-oz	0 08½	0 09
" 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown	....	0 07½
" " 3-crown	0 08	0 08¼
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04	0 05	Fards	0 07½	0 08
Sairs	0 03½	0 04½			

PRUNES.

	Per lb.			Per lb.	
100-110s	0 04	0 04½	60-70s	0 07	0 07½
90-100s	0 04½	0 05½	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08½	0 10
70-80s	0 06½	0 07			

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets	....	0 04	Elemes	0 10	0 15
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 08	0 12

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12
Old stock, on track, Toronto, per bag	1 25	1 35
New American, on track, Toronto, per bbl	....	5 00
Old stock, on track, Toronto, per bag	1 25	1 35
New California, per bush	0 90	1 25

COUNTRY PRODUCE.

EGGS.—This market is firm, but the eagerly looked for rise in price has not taken place this week. We quote :

Strictly new laid, per doz	0 17	0 18
Candled eggs, per doz	0 16	0 17

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

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Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

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CHEAPER AMMONIA

During the summer months our Household Ammonia will be 50c. per gross less in price.

Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.

JOHN C. HARVEY,

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Represent some of the leading houses in

CANADA and the U S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker.

HONEY.—The market conditions remain the same, with no change in prices since last quoting. We quote:

Extracted clover, per lb	0 06½ 0 07½
Sections, per doz	1 00 1 50

WHITE BEANS.—Prices on this market still remain firm. We quote:

	Per bush.		Per bush.
Mixed	1 50	Prime	1 60 1 70
Handpicked	1 90 2 00		

DRIED APPLES.—Values continue unchanged. We quote:

Apples, dried, per lb	0 03 0 03½

POULTRY.—Prices unchanged, and receipts light. We quote:

Chickens, live per lb	0 08 0 09
Old hens " "	0 06 0 07
Ducks " "	0 09 0 10
Turkeys " "	0 10
Spring chickens, dressed, per lb	0 11 0 12
Old hens, " "	0 08 0 09

GREEN FRUITS.

The heaviest days for the season at the fruit market have passed and arrivals will be gradually lessened—although a large quantity of peaches and grapes are yet to come. The congestion on the market has passed away, and even pears do not now drag. The demand for plums has picked up this week. More liberal receipts of grapes are expected in a few days. Jamaica oranges are surprisingly sweet for the season and perfectly colored. First receipts of dark Cape Cod cranberries arrived on the market a few days ago. Pears are up in price since last week. We quote:

Mediterranean sweet oranges	3 75 4 25
Jamaica oranges, per bbl	6 50 7 00
Late Valencias	4 00 5 00
Bananas, large bunches	1 50 2 25
" small	1 25 1 50
Verdilli lemons, new, per box	3 25 4 00
Limes, per crate (8 doz.)	1 25
Tomatoes, per basket	0 15 0 20
Apples, per basket	0 15 0 20
" per bbl.	1 50 2 00
Seberian apples, per basket	0 15
Watermelons, each	0 15 0 20
Cantelopes (musk melons), per basket	0 15
Cantelopes, per crate	0 25 0 35
Blueberries, per basket	1 00 0 25
Peaches, white, per basket	0 20 0 35
" Albertas, per basket	0 65
" Crawfords, per basket	0 50 0 60
Plums, small basket	0 10 0 15
" large "	0 20 0 35
Pears, Bartletts, per basket	0 35 0 50
" Clapp's Favorite, per basket	0 35 0 45
Grapes, Moore's Early	0 25 0 30
" large basket	0 40 0 50
Pineapples, per crate	4 50
California grapes, Tokay	3 00
Cranberries, dark, Cape Cod, per bbl	8 50
" " per case	3 25

VEGETABLES.

Trade is good and supplies generally ample and of good quality. Complaints, however, are still heard of the rot in potatoes, but it is not quite so noticeable as last week. Receipts have not been so liberal the last few days. Price of cucumbers is up 10c. to 15c. per basket and pickling cucumbers have also taken a jump of 75c. to $1.75 per 1,000. Onions are 5c. to 10c. firmer. A larger variety of red peppers are on the market and are quoted as high as $1.50 per basket. We quote:

Cabbage, per doz	0 40 0 50
" red, per doz	0 40 0 60
Potatoes, per bush	0 30 0 50
Sweet potatoes, per bbl	3 50 4 00
Cucumbers, per basket	0 25 0 30
Cucumbers, pickling, per 1,000	2 00 3 00
Onions, per basket	0 30 0 35
Spanish onions, per crate	1 00
Bunch lettuce, per doz. bunches	0 20
Butter beans, per bush	0 75 1 00
Fresh onions, per doz. bunches	0 20 0 40
Radishes, per doz. bunches	0 15 0 20
Mushrooms, per lb.	0 60
Mint, per doz bunches	0 10
Parsley, " "	0 10
Spinach, per bush	0 50
Beets, per doz	0 15
Cauliflowers, per doz	0 50 1 00
Carrots, per doz	0 15
Parsnips, per doz	0 20
Vegetable marrows, per doz	0 10
Green corn, per doz	0 08 0 10
Celery, per doz	0 25 0 50
Green peppers, per basket	0 30 0 50
Red peppers per basket	0 30 1 50
Egg plant, per basket	0 35 0 50
Butter squash, per doz	0 50 1 25
Hubbard squash, per doz	0 75 1 25
Pumpkins, per doz	0 75 1 50
White turnips, per doz	0 15 0 25
Oyster plants "	0 20 0 30
Leeks, per doz	0 40
Sage, per doz	0 10 0 15
Savoury, per doz	0 10 0 15

FISH.

White fish continue to be scarce, and haddock and cod are added to the list of scarce kinds. The supply of other kinds is fairly good and is improving. The Fall run will soon be on. We quote:

Whitefish, fresh, per lb	0 09
Trout, fresh, per lb	0 08 0 09
Herrings, fresh, per lb	0 07
British-Columbian salmon, per lb	0 20 0 25
Halibut, per lb	0 12 0 15
Perch, per lb	0 05
Mackerel, each	0 25
Eastern salmon, per lb	0 25
Haddock, per lb	0 06
Cod, per lb	0 07

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Manitoba wheat holds firm at last week's quotations. Red and white Ontario wheat has, however, gone up 1c. per bushel. Barley and rye are also a little firmer this week, but oats are easier. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 93
" " Northern " "	0 91½
Red, per bushel, on track Toronto	0 79 0 80
White " " "	0 78 0 79
Barley " " "	0 44 0 45
Oats " " "	0 30½ 0 31
Peas " " "	0 61 0 63
Buckwheat " " "	0 41
Rye, per bushel, " " "	0 50 0 51

FLOUR.—The advanced prices on this market still hold firm. The market is fairly active. Many are buying in advance in anticipation of an advance in prices. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 75
" " " " in wood	3 90
" " " " for broken lots	4 00 4 15
Rolled wheat, per 100-lb. bbl	2 25
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 15
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

BREAKFAST FOODS.—The conditions on this market remain unchanged since last writing. There is a fair volume of business being done. We quote:

Ontario patents, per bbl	3 60 3 85
Hungarian patents "	4 50 4 65
Manitoba bakers' "	4 15 4 25
Straight roller, "	3 50 3 60

QUEBEC MARKETS.

Montreal, September 24, 1903.

GROCERIES.

TRADE during the past week is reported uniformly good and jobbers seem very well pleased with the prospects for an exceptionally good Fall trade. The decline of 10c. in sugar made by one of the refineries last week has been followed by an advance of the same amount. Trade is good as the preserving season is not yet over and sugars are still going out freely. Cable advices tell of a 5 per cent. advance in China greens. Inquiries for China blacks are more numerous this week and the trade is picking up nicely. Ceylon greens and blacks continue in excellent demand. In Japan it is not possible to get orders filled for teas at 15½ to 16½c. In canned goods the situation is still unchanged as The Canadian Canners' Association still withhold prices in tomatoes and beans. In other lines there has been a good trade. There has been considerable excitement during the week in the spice market. All lines are advancing, particularly cloves. The situation is commented on at length below. In rice and tapioca there is little doing at present. The market is quiet and prices are still unchanged. New valencias have arrived and business is somewhat better, in consequence. Reports from Denia tell of a market 1s. higher and predict still higher prices. The trade points, however, to the abundance of sultanas and the good quality of same. They do not think that the firm feeling in valencias can be maintained. Receipts of green fruits during the week have been very light. Californias are about done. Trade in syrups is increasing owing to the high price of Barbados molasses. The egg market is stronger at present, but there is some doubt whether present prices can be maintained. In butter there has also been a decided improvement owing to the English demand and local dealers are of opinion that the present high prices will be maintained. The cheese market still continues firm and strong. There is a good demand for hog products of all kinds. A decline in pure lard will be noticed in our quotations. Trade in fish during the week has been good. The vegetable market is quiet. Coffee market is quiet and steady. In the hide market there is nothing to note except an increased activity in lambskins. A further advance in beans will be noted. Further advances are not unlikely. The grain market is steady. Prices of flour are steady at advances given last week. Evaporated apples are firmer than last week. Potatoes are stronger than last week.

SUGAR

The decline of 10c. made by one of the refineries last week has been followed by an advance of same amount last Saturday and both refineries are quoting $4.20 for granulated. A good business has been done during the week. We quote:

Granulated, bags and bbls	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, boxes and bbls	4 75
" " ½-boxes and ½-bbls	4 85
Extra ground, bbls	4 60
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 40
" 50 lb. boxes	4 60
Domino lumps, boxes and bbls	4 65
" ½-boxes and ½-bbls	4 75
Phoenix	4 05
Cream	3 90
Bright coffee	3 90
" yellow	3 90
No. 3 yellow	3 80
No. 2 "	3 60
No. 1 " bags and bbls	3 45 3 50
Raw Trinidad	3 25
Trinidad crystals	3 30 3 35

SYRUPS AND MOLASSES.

The trade in syrups is increasing owing to the high prices ruling in Barbados molasses. As regards molasses a local paper this week brought up the subject of adulterated stocks finding their way into this market, to the detriment of the fine goods. It is claimed that this question of the adulteration of molasses should be qualified, that pure cane molasses from different sources of production, in the shape of molasses from the southern states, is used and blended, and the sin lies mainly in representing the product as Barbados. There appears not to be enough of these goods here to in any degree disturb the trade, several jobbers appearing positively indifferent, and again if it were a serious matter the

GREEN FRUITS.

Trade has been fairly good during the past week. Receipts in Canadian fruits are light, just about half the quantity that was marketed previous week. California fruit is about done. In Canadian peaches the late Crawfords are about the only grade on sale. Grapes seem to be in most demand and heavy shipments are reported this week. We quote :

Sorrento " 300's, compartment cases	3	50
" " 300's, ordinary boxes	3	00
Messina lemons 300's, fancy	3	75
" " 360's, fancy	3	00
" " 300's, choice	2	75
" " 360's, choice	2	25
Cocoanuts, per bag of 100	3	25
Canadian apples, in bbls	1 50	2 25
Bartlett pears	3 00	3 50
Peaches	1 50	1 75
Plums	2 00	2 25
Pineapples, 24 to case	5	00
" 30 to case	4	50
Bananas	1 75	2 00
Canadian peaches, per basket	0 40	0 60
" plums "		0 40
" pears "	0 40	0 50
Tomatoes	0 20	0 25
Watermelons		0 35
Grapes, Canadian	0 22½	0 25
California Tokay grapes, per box	2 00	2 50
Jamaica oranges, in bbls		6 00
" " boxes		3 50

FISH.

Trade is good. Pickerel and pike are beginning to arrive more freely, and the demand for same is good. There is an extra local demand this week on account of the Jewish celebration of the New Year, round pike and pickerel obtaining best call. Only a few lots of No. 1 salt herring have come to the market and they are selling at quotations as under. From present indications at fisheries, good salt herrings are likely to be scarce this season. Dried fish are unchanged. We quote :

Haddies		0 07
Smoked herring, per box		0 15
Fresh haddock, per lb		0 04½
Dore, per lb		0 08
Pike, "		0 07
Halibut, per lb		0 11
Gaspe salmon, frozen, per lb		0 15
Salmon trout, per lb		0 07½
" B.C., per lb		0 15
Steak cod		0 05
Brook trout, per lb		0 18
White fish, per lb		0 07½
No. 1 Herring, Nova Scotian, per bbl	5 00	5 50
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb		6 00
No. 1 large green codfish, new, per 200 lb		6 50
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " "		0 05
" " loose, in 25 lb. boxes		0 04½
Loose boneless cod, per lb. in 40-lb. boxes		0 05
Dried codfish, new, per 100-lb. bundles		4 75
B. C. salmon, per bbl		13 50
Standard bulk oysters, per gal		1 40
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		0 90
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size per doz		2 25

NUTS.

The trade is quiet and nothing much expected until new nuts arrive, which will be about middle of October. Locally, stocks are light. We quote :

Grenoble, per lb	0 11½	0 12
Filberts, per lb	0 08	0 09
Tarragona almonds, per lb	0 11	0 12
Brazils, medium, per lb	0 12½	0 13½
Pecans, " per lb		0 13½
" large, per lb		0 14½
Peanuts, per lb	0 07½	0 12
Valencia shelled almonds, per lb		0 24
Bordeaux shelled walnuts, per lb		0 28

VEGETABLES.

Quiet market with fair demand and good supplies coming in ; the quality is good. We quote :

Cabbage, per doz	0 30	0 40
" red, per doz		0 50
Cucumbers, per doz		0 10
Onions, per basket	0 50	0 60
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch		0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz	0 15	0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 50	1 25

COUNTRY PRODUCE.

BEANS.

There have been some further advances since our last report and the market is still very strong. It is thought that the recent frosts may cause some further advances. Offerings still continue light and the demand is good. We quote :

Choice prime, per bushel	2	10
" carlots	1	85
Choice, small lots	1 75	1 80
Ordinary, carlots	1 40	1 50

HOPS.

Sales of new hops are reported in the west last week at 28c. for Montreal account though the figure is claimed as being 2c. under market. Indications point to higher prices as the reports from Germany and England show sharp advance, the recent disastrous storm in England having damaged the hop crop seriously. We quote :

Old hops	0 09	0 10
Choice No. 1	0 19	0 20
Fair to good	0 16	0 18
Yearlings		
Choice Eastern Townships	0 20	0 23
Fair to medium Eastern Townships	0 15	0 17

HONEY.

There is little to add to our report of last week. Prices are still somewhat uncertain and buyers are not anxious to take the offerings. We quote :

Strained, white	0 07½	0 08
Clover and basswood	0 08	0 08½

MAPLE PRODUCTS.

The market continues quiet and there is nothing special to note. We quote :

New syrup, in wood, per lb	0 05½	0 06
New syrup, in large tins	0 70	0 75
Old " "	0 55	0 60
Old " in wood	0 05½	0 06
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08½	0 09½

EVAPORATED APPLES.

The market this week is somewhat firmer than our last report. We quote :

New, in carlots	0	06
New, in jobbing lots	0	06½

POTATOES.

Potatoes are still in fairly good supply but offerings are not quite so large as at the time of our last report. In consequence, prices are, this week, a shade higher. The price for new potatoes is now from 65 to 70c. per bag.

FLOUR AND GRAIN.

FLOUR.

There is still considerable scarcity and prices remain firm at the advanced prices quoted last week. This is the season between crops and until the new grain commences to move there can be no established price. In the meantime farmers are holding their wheat in expectation of advanced prices and the market is, in consequence, very firm. We quote :

Manitoba patent	4	80
" first bakers	4	50
" second bakers	3 90	4 10
Winter wheat patents	4 00	4 15
Winter patents		4 15
Straight rollers	3 75	3 85
90 per cent. patents	3 55	3 70
Extra	1 65	1 70
90 per cent. bags		1 80
Straight rollers, bags	1 80	1 85

FEED.

The demand continues very good and since our last report the price of shorts has been advanced. The general tone of the market is firm. We quote :

Ontario bran, in bulk	15 50	16 00
" shorts	19 00	20 00
Manitoba bran, in bags		17 00
" shorts	20 00	21 00
Mouillie	22 00	30 00

CORNMEAL.

Since our last report there have been no changes. We quote :

Gold dust, bags	1 80	1 90
" bbls	3 90	4 00
Ordinary, bags	1 40	1 45

ROLLED OATS.

The demand continues limited and the market is still very quiet. We quote :

Rolled oats, in bbls	3 80	3 85
" " in bags	1 85	1 90

GRAIN.

Since our last report there has been a general increase in the offerings from the country, but the shipments of oats received so far have been of unsatisfactory quality. A great many have arrived hot, owing to the late rains. Since last week there have been some changes which will be noted below. Rye, corn and oats have sagged somewhat. We quote :

No. 1 hard Manitoba		0 93½
No. 1 Northern		0 92
Rye	0 57	0 57½
Peas	0 72	0 73
Corn	0 57	0 58
Buckwheat		0 48½
Barley	0 50	0 51
Oats	0 35½	0 36
Malt	0 75	0 80

HAY.

The demand for hay continues good, but supplies being large, prices have again declined. For the present, prices seem steady. We quote :

No. 1 timothy	9 50	10 50
No. 2 timothy	8 00	9 00
Clover, mixed	7 00	7 50
Clover, carlots	6 50	7 00

ASHES.

Market is firm and unchanged. There is still a good demand for pearls, but few are offering. We quote :

First pots	5	85
Seconds	5	50
Pearls, per 100 lb	6 75	7 00

HIDES.

There has been a little more activity during the past week, particularly in lambskins, prices of which, under competition, have advanced to 60 and 65c. Beef hides are not so sought after and prices in same as well as calfskins are unchanged. We quote :

No. 1 beef hides		0 09
No. 2 "		0 08
No. 3 "		0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 60	0 65
No. 1 calfskins	0 11	0 12
No. 2 "	0 09	0 09¼

RAW FURS.

The local market continues quiet and there will be little activity and no changes until the October sales. The market is, however, very firm in tone. Some changes on the European markets should interest buyers here. Persians have advanced from 25 to 30 per cent. Grey lambs have advanced 10 per cent. Russian sables are from 20 to 25 per cent. higher than last year, while Russian ermines, owing to very great scarcity, have advanced 400 per cent. Fox skins are a little higher. We quote :

BEAVER—Labrador and choice Eastern	Large $6.00	Medi'm $5.00	Small $2.75	Kitts $1-1.50				
" Territory Rocky Mountains and Western					Full Beave $2.00 to $2.50 per pound.			Spring Beav $3.00 to $3.25 per pound.
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to	$8.00
" Brown "	12.00	7.00	5.00	.....	.....	.....	1.00 to	5.00
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3			
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25		
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25		
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large	25-28c.	.10 to .13	8 to 10	2 to 5				
Territory and Western	20c.	5 to .10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00		$1.00 to	$2.00
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50		.25 to	.50
	Large	Small	2	3	4			
RACOON—	75-1.25	.60-75	.33-50	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	75-1.25	.75	.40-.50	.05-15	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM—	$5.00 to $6.00 per pound.							

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Sept. 21, 1903.

THE GROCER of September 11 was greatly appreciated by the trade here, particularly because of the article on the Toronto Exhibition, containing the cuts of many of the leading exhibits. It was also a splendid advertisement for those whose exhibits were shown.

Business here is good, sales large, payments regular and markets favorable to the trade. In flour in particular a handsome profit is being made. One line, however, which shows lower values, is cream of tartar, though local prices are not yet affected, as the trade still holds high priced goods. In some lines of spices full values rule. Cloves are much higher.

OIL.—In burning oil there are continued increased sales. The low price and the advancing season are both favorable to business. In lubricating oils firm values rule, though trade is light. In linseed oils prices are lower at present than market warrants, and higher prices are looked for. In turpentine prices are quite high. Receipts of cod oil are very small. Prices show little change but are very firm. Quotations are :

American Water White	....	0 19½
Best Canadian	....	0 19
Prime	....	0 18½
Linseed oil, raw	....	0 57
" boiled	....	0 60
Turpentine	0 80	0 81
Cod Oil	0 32	0 35

SALT.—The stock of Liverpool coarse salt is not large. A cargo, which has been due for some time, will not affect values. A firm market may be looked for. Buyers should order ex vessel and get advantage of the special landing prices. Stocks of fine salt are light. Full figures are asked. Quotations are :

Liverpool coarse, per lb	0 59	0 60
English factory-filled, per lb	0 95	1 00
Canadian, per bag	....	1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl	....	3 10
" " 10-lb " "	....	2 85
" " 20-lb. wood boxes, each	....	0 25
" " 10 " "	....	0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 80	1 00

CANNED GOODS.—There is little of interest. Dealers continue to buy salmon. Three grades are brought here, pinks, cohoes and springs. Very few sockeyes are sold. Prices are higher, particularly springs. Prices on tomatoes and corn have been named by the association, and, as expected, the figures are quite high. Large quantities of outside tomatoes have been bought here at lower figures. Sales in canned vegetables, new goods, have been quite large. Oysters are still high. Sardines, domestics, are a light supply. A fair pack of kippers and haddies is announced. Quotations are :

Tomatoes, 2's	$1 25	1 40
" 3's	1 50	1 60
Corn	0 90	1 00
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3s	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" cohoes	1 25	1 35
" spring	1 35	1 40
" sockeye	....	1 50
Domestic sardines, oils, ¼	3 00	3 25
" mustards, ¼	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.—Dealers are very busy. Apples are freely received, and there are almost daily auction sales. Quality is good and prices low. Oranges are scarce but have little inquiry. Lemons command quite full figures. Ontario grapes do not find as active sale as a year ago. The only California fruits offered, except perhaps a few pears, are Tokay grapes. Some nice Ontario peaches are offered. The pasteboard tray is a splendid package. Nova Scotia pears and plums are freely received. Quotations are :

Mediterranean oranges	3 50	4 50
Jamaica, "	6 00	6 50
Messina lemons "	3 50	4 00
California pears	3 00	3 25
" plums	1 50	2 00
" peaches	1 25	2 00
Melons	0 30	0 50
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Apples, N.B. and N.S.	2 00	3 00
Cucumbers	0 30	0 60
Canadian peaches	0 75	1 00
" plums	0 40	0 60
" pears	....	0 50
Nova Scotia plums	0 2	0 45
Grapes, per bbl	....	5 00
Sweet potatoes	3 50	5 00

DRIED FRUITS.—Dealers have largely bought their raisins. Because of the very high price very few Californias will be seen. Malaga seeded have been largely bought. Malaga loose have sold freely. There has been but a limited sale of valencias or Malaga layers. The sale of cleaned currants in cartons for direct shipment from Greece has been quite large. Prices are a little higher than last year. The quality is better than New York goods. Dates and figs will be quite low, peels about as last year. New Canadian prunes are offered at prices as yet quite high. Quotations are :

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	....	0 06

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers "	0 08	0 08½

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " " ⅛s	1 30	1 40
Loose muscatels, 50s	0 08	0 08½
Malaga, choice, seeded	0 09	0 09½
" fancy, seeded	0 10½	0 11
Loose muscatels, per lb	0 08	0 09
" " seeded, in 1-lb. packages	0 09	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

	Per lb.			Per lb.	
30-40s	....	0 08½	70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06	0 06½
50-60s	0 07½	0 08	90-100s	0 05½	0 06
60-70s	0 07	0 07	Egyptian onions	0 02½	0 02½

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

ONIONS.

American onions, per bbl	3 50	4 00
Canadian onions, per bbl	....	3 50

SUGAR.—The market is very firm. Quite large stocks are held. Sales are large. Quotations are :

Paris lumps, in 50-lb. boxes	....	5 00
Redpath's granulated	....	4 35
St. Lawrence "	....	4 35
Acadia "	....	4 25
" in bags	....	4 10
Bright yellow	....	3 95
No. 2 "	....	3 65

MOLASSES.—A cargo of Barbadoes was landed last week, and a cargo of Porto Rico is due. While stocks are not large, the high price has effected the sale. There is but a limited stock of New Orleans here. Quotations are :

Barbadoes	0 36	0 38
Porto Rico	0 40	0 44
New Orleans	0 28	0 35

FISH.—Values are firm. In smoked herring the high prices hold. There will be a limited supply. Pickled herring have a steady sale at full figures. Quality is good. Dry cod and pollock are both firm. Haddies still have but light business. In fresh fish the market is confined to cod and haddock. We quote :

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS.

The Largest Stock. = The Greatest Variety.

OUR POLICY:

LOW PRICES.

QUICK TURN OVER.

BIG BUSINESS.

A few trial orders will convince you of...

OUR RELIABILITY.

Best Equipment. Competent Staff.

Perfect Organization.

HUDON, HEBERT & CIE.,

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

The Most Liberally Managed Firm in Canada.

Haddies, per lb	0 04½	0 05
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	2 00	2 10
Pickled herring, per ½-bbl	2 10	2 25
Dry cod	4 00	4 10
Pickled shad, ½-bbl	5 00	6 00
Halibut	0 10	0 12
Fresh salmon	0 15	0 18
" shad	0 12	0 15

FLOUR, FEED AND MEAL.—Flour, both Manitoba and Ontario grades, continues to advance. Dealers, on stocks held, are getting about one dollar profit. Feed has a good demand and is in fair supply. Oats and oatmeal are firm. Cornmeal is unchanged. Beans are higher. They are not freely offered. Some foreign beans are being sold. We quote :

Manitoba flour	$5 40	5 50
Best Ontario	4 75	5 00
Medium "	4 25	4 50
Oatmeal	4 10	4 25
Cornmeal	2 80	2 85
Middlings, in small lots	24 00	26 00
Oats	0 38	0 44
Hand-picked beans	2 00	2 10
Prime "	....	1 90
Yellow eye "	2 80	3 00
Split peas	....	5 00
Barley	4 25	4 40
Hay	10 00	12 00

NOTES.

The A. I. Teed Co., St. Stephen, has received a shipment of Maconochie's pickles.

Paterson's Camp Coffee is still one of the sellers. Bowman & Cole have just received a direct shipment from Glasgow.

For some weeks Schepp's cocoanut has been somewhat scarce. Increased sales demanded enlarged factory and moving delayed shipments. All orders are now being promptly filled.

"Pure Gold" goods have a very large sale here and large orders for Fall goods are being taken by Robt. Jardine, the New Brunswick representative.

Mr. W. A. Koch, representing The Imported Syrup Co., was in the city this week.

NOVA SCOTIA MARKETS.

Halifax, Sept. 21, 1903.

TRAVELLERS are to-day starting out again upon their routes, having been in the city during the continuance of the Provincial Exhibition. The conditions of trade continue satisfactory and the prospects for Fall and Winter throughout the Maritime Provinces are very encouraging. The effect of the good crops and the high prices is seen in the disposition of wholesale houses to push trade to the fullest extent, and the greater freedom allowed in the matter of credits has enlarged orders in not a few instances. In the English market the price of spruce deals is well maintained, and this, together with the prevalence of forest fires during the Spring in many parts of the provinces, which killed the growth and necessitated the trees being cut this Winter in order to prevent their decay and perfect loss, has led our lumbermen to commence the season's operations at the earliest possible date, and the prospects are for a record lumber output. This creates a good deal of activity in the provision and allied trades.

The Bank fishing fleet is returning poorly fished but with the catch selling ex vessel at $4.55 to $4.65. The fishermen will net fairly good returns.

* * *

With a record apple crop, both as regards quantity and quality, the orchardists of the valley are in excellent spirits, and trade throughout that section which was somewhat depressed for the past year is fast regaining its wonted buoyancy. Buyers are numerous and about all the orchards have now been visited by them. They are offering $2 per barrel for all varieties in the orchard, and a large number have sold at this figure. There is great urgency required in the matter of shipments, and in the next fortnight steamers of the Furness-Witty line apple laden will sail from this port every few days. The movement of the enormous apple crop is causing great activity at all stations on the Dominion Atlantic Railway.

* * *

Markets are somewhat excited in the line of breadstuffs. The agent for Ogilvie's flour in these provinces received notice last week of another advance of 15c. Ontario millers seem indifferent regarding orders, and, as stocks here are not large, a very firm condition prevails. Jobbers have endeavored to hold the price down as long as possible, but the ideas of the millers have apparently prevailed, and higher prices now rule all around. Cornmeal has also advanced 10., and with damage to the western corn crop by frost, the price will likely be well maintained throughout the season. Beans keep very firm, and none can be had here at present below last season's quotations.

* * *

Sugar is unchanged locally, but the market is weaker and the next few days may see a decline. As the Acadia refinery is well supplied with orders it is possible that the present price may be maintained. The molasses market is very firm and under strong control. Jobbers are anticipating an advance in the Porto Rico article. New Valencia raisins have opened a little higher than last year, and so also has salmon.

* * *

Provisions are easier and a decline in pork products may be expected when the October pack begins here and in P. E. Island. Mr. Wiley, the manager of The Dominion Packing Co., Charlottetown, was in the city last week. He has made arrangements with the Intercolonial and Nova Scotia railways by which hogs from the western part of this province can be delivered at Charlottetown at a low rate of freight, and he intends shortly visiting the Annapolis valley to try and induce the farmers there to go more extensively into the business of hog raising. Messrs. Davis & Fraser, the Halifax packers, are returning the compliment by erecting a branch establishment at Charlottetown. The Dun pork packing establishment, destroyed in the Musquash fire, is being restored on a much larger scale at St. John, and will be ready to begin packing operations in October.

* * *

In fresh meats lamb is dropping in price and coming in very plentifully now that the farmers have more time to kill. Feed is now good, and this always means an improved supply. Lamb is worth 6½c. wholesale here.

* * *

There is a lot of butter now offering, but the market is firm, makers expecting higher prices. Cheese is selling at 11½c. with a very brisk demand for it. Eggs are in very good demand at 17c. by the case.

TEA REPORTS.

GOW, WILSON & STANTON, in their London report of September 11, at hand, say : A rearrangement of the Russian tariff has given a preference of 1 1-16d. per lb. to China over British-grown tea.

INDIAN.—A fairly good demand for all except the poorer liquoring descriptions, which were inclined to favor buyers, although not to the extent of as much as ¼d. per lb.

CEYLON.—There was fair competition, and it was due to a further slight improvement in quality that quotations in many cases were on a fractionally improved basis.

Javas were in fair demand.

William James & Henry Thompson, writing at London September 10, say : The return relating to the tea industry in India of exceptional interest affords additional strength to the views now widely current as to the future, for it shows only about 24,000 acres to mature, or at a liberal estimate 12,000,000 pounds more to deal with, which is equivalent to but one month's consumption of the United Kingdom. Any increase therefore above this in the annual yield must be due to exceptionally favorable seasons or a freer system of plucking.

INDIAN.—The activity shown last week has hardly been so marked, and quotations for low-priced teas have shown an easier tone, a decline of ⅛ to ¼d. taking place on some of the commonest qualities. Medium grades show no change. Quality is beginning to show some falling off. A few fine invoices, as before, realized full rates.

CEYLON.—The quantity offered this week met with good competition, and was in great part sold. Common tea showed an easier tendency, but medium grades were steady, and some of the better qualities went at higher quotations. Reports from Ceylon record a cessation of flush, and light shipments are probable in the immediate future.

WESTERN BUSINESS COLLEGE.

The Western Business College, corner Spadina avenue and College street, is highly regarded by the business community of Toronto. The work of the graduates of this college is very highly spoken of, and they appear to have no difficulty in obtaining good positions.

A car of "Ubero" coffee arrived this week for H. P. Eckardt & Co.

MANITOBA MARKETS.

Winnipeg, September 19, 1903.

THE deluge of last Saturday does not appear to have wrought as much harm as was anticipated, although the full results will not be known until the grain is threshed. The storm had the effect of advancing wheat prices 3c. a bushel, but as the weather cleared and became warm and dry the prices dropped and at the closing of the market on Saturday were on a decidedly descending scale. The wheat market is emphatically a weather one and will be subject to rapid fluctuation until such time as fine weather is assured. Prices are at present very much above export values and this is having the tendency to reduce trading. Price of wheat this week has averaged 17½c. higher than the corresponding week of last year.

The grocery and produce trades have not been at all affected by the storm and report trade so heavy that they have difficulty in overtaking it. Prices on all lines are firm with upward tendency.

CANNED GOODS.—At last canners have furnished quotations for corn and tomatoes, and announced that they will not undertake to accept any new orders until the orders at present on hand are filled. It is rumored that the Oshawa factory which sold stock through the west has notified those placing orders with it that not more than 60 per cent. of orders can be filled. The price on tomatoes would make the selling price here $2.45 to $2.50 per case and this is, of course, very high. Corn is also very high and seems likely to be even shorter in supply than tomatoes. The prices of corn will be $2 to $2.05; last year corn sold at $1.85 to $1.90. Peas are quoted at $2 for standards, and $2.10 for sifted. Beans, wax, $1.95. Strawberries, $3 to $3.10; red raspberries $3 to $3.10; black raspberries $3. Cherries, which are scarce, are quoted at $4.90; blueberries, $2.30; damson plums, $2.25; greengages, $2.60; lombards, $2.35; blackberries, $2.35. Quotations for peaches and pears are not yet settled. All of the plums, cherries and blackberries are in light syrup.

RAISINS.—New valencias of the first shipment will be in next week and will be quoted at $2.50; later shipments to reach here will be $1.85 for fine off stalk, $1.95 for selects and $2 for layers. Regular quotations are not yet given on muscatels, but they will be very high, and, valencias, on the other hand, are cheap and of a fine quality. When prices are about even there is a preference for valencia fruit on this market and with muscatels higher their sale is likely to be considerably reduced.

COFFEES.—No advance has been made here but the New York markets are up and jobbers here have not been able to place their orders at tenders sent in, so that later receipts will probably be higher.

FLOUR.—Prices continue at the high figure quoted last week and western millers are confining themselves to domestic trade. Their stocks of old wheat are small. The new wheat is still somewhat problematic from the milling standpoint and mills are turning easy and taking care of home trade. The Ogilvie mill has been shut down for a couple of weeks for the addition of another storey, but will re-open Monday morning.

The Finest Preparation of Beans Ever Offered to the Trade.

Clark's Pork and Beans in Chili Sauce.

See the Packages—Bright—handsome—attractive.

See the Goods—Wholesome—cleanly prepared—quick selling.

See the Prices—Absolutely the lowest, quality and quantity considered.

Delicious, Healthful
The **Ideal** Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

FINEST ORANGES GROWN

Car **Extra Fancy Late Valencias** arriving this week from the celebrated groves of the **Arlington Heights**, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

ROLLED OATS.—Prices have advanced and 80-lb. sacks are now quoted at $1.85. The old crop is well cleaned up and no new oats have yet come into milling hands. There seems to be an apprehension that milling oats will be light. The whole crop is much under that of last year.

BUTTER.—The butter situation, both as to factories and dairy-made, presents no new features for the week. The make at factories this week would be considerably lessened by the storm of Saturday as it came unexpectedly and many cows were out, and the cold rain and wind sent them off milk for some days.

CHEESE. — Manitoba-made is very scarce while the demand is heavy and prices are fancy, as high as 11½c. Winnipeg having been paid. There is a reported shortage in Ontario also and altogether the outlook is for very high prices for this commodity. The factories will, most of them, close at the end of the present month.

EGGS.—The supplies continue to be limited and the demand is heavy. Dealers offer 16½ to 17c. Winnipeg for good stock.

DRESSED AND CURED MEATS.—This market presents very little change for the week. Beef has declined from ½ to ½c. and is now quoted at 6 to 6½c. for tops. Cured meats are in good demand but without change from the list sent last.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., September 18.

DESPITE the constant rush of freight for northern shipment, there will be some shippers whose goods will not get in to Dawson this year. So great has been the quantity of freight delivered by the various northbound steamers to the White Pass Railway at Skagway that the latter company has been unable to transport it to White Horse and thence down the Yukon River fast enough.

The officials of the company here have been notified by wire from the north that there is now there all the freight that can be handled before the close of navigation. The forwarding of perishable freight is requested. From White Horse shipments are forwarded by boat to Dawson in rotation, in order of arrival at White Horse. Exception is made in favor of perishable stuff, which is forwarded ahead of all other classes of freight. It is further pointed out in a circular issued to the trade by The White Pass Co. that as goods have only been billed to White Horse since September 1 shippers must make arrangements to take delivery at that point unless navigation conditions on the Yukon permit of forwarding them. From now on goods will not be received unless so packed as to stand ordinary winter warehousing at White Horse, unless the shippers have arranged for special storage on their own account.

As a great quantity of the merchandise sent round by way of St. Michaels has failed to get up the river, the sudden hurry-up orders issued by the White Pass people have made some shippers look lively. The shipments from here are still as heavy as ever, the Princess May sailing on Tuesday night taking a full cargo, all of which was goods delivered on the wharf before the withdrawal of the through rates. In fact the sheds have never been cleaned up, and there now awaits shipment a large quantity of goods, chiefly food-stuffs, for the Winter supply.

Large quantities of eggs, butter and other produce have been going out from here on each boat. The Princess May had nearly a thousand cases of eggs from one firm this trip. Should the season on the Yukon River be brought to an abrupt close there will be some figuring on supplies in Dawson this Winter, and more than the usual amount of speculating may be looked for. It will be hard, for instance, to expect anything else than that potatoes will be a very short supply in the Klondike capital. The stocks, as mentioned in a former letter, are principally drawn from Ashcroft for shipment north, and it is so early that the potatoes have not been ready to be taken up for shipment.

* * *

The movement in canned salmon other than by full cargo shipments is, as a rule at this time of year, very active. Shipments to Australia are growing every year and the S.S. Moana, which sails today, will have several thousand cases consigned to Sydney merchants. The shipments by rail overland are very heavy now also. Receipts by every freight steamer from the north are heavy, the northern coast canneries all sending their pack down in consignments for final shipment from here. Some of the small steamers go direct to the Fraser River where the salmon carriers are loaded for the Old Country. Others discharge at the C.P.R. wharf and the salmon is either sent overland or taken round to the Fraser later to be lightered into the sailing ships.

* * *

Two sugar ships arrived in port since last week. One, the Duke of Fife, had 1,600 tons of raw sugar from Salaverry, Peru, for the British Columbia Sugar Refinery, and the other, the Kobe, was from Samarang, Java, and her cargo was 5,370 tons of raw sugar, also for the local refinery. As a rule it takes a tramp steamer coming the voyage from Java from 45 to 65 days to make the trip. The Kobe was out just 35½ days. The Duke of Fife has completed discharging cargo and gone to Nanaimo to coal. She will return to this port to-day to take a large number of Oriental passengers who will return to China and Japan by her. The Kobe will be some days yet before she discharges her cargo—one of the largest cargoes of raw sugar ever received at this port.

* * *

Some butter shipments sent to the north from here have been packed in rather a novel manner, though it is not quite new. It has been found that a portion of the Klondike trade demands butter sealed or pickled in such a manner that it will withstand considerable climatic changes. The method adopted with the shipments mentioned is to put the butter up in bricks of one pound, each being, of course, wrapped in paper. The bricks are packed in barrels of 50 or 100 lb., a light sack of cotton being placed like a lining in the barrel and the bricks of butter built in to conform to the shape of the barrel. When it is filled the butter is within the cotton lining and the latter is drawn together and tied. Then the barrel is filled with a light brine and sealed up. It is claimed that butter so packed will remain in perfect condition without change for an indefinite period. The brine is not made so strong that it impregnates the butter, but it forms a protecting medium round the butter. Some butter has been put up for years in pound and two pound tins in a similar manner, but the newer method is to be preferred from several considerations, chief of which might be mentioned the fact that the tins and soldering them hermetically add greatly to the cost, while the packing in barrels is not much more expensive than in the case the tins have to be put in. It is no experiment, several cars having been prepared in this manner.

In the produce market cheese is still reported firm in sympathy with eastern markets. Some Manitoba cheese is still arriving, a shipment of 300 boxes being among recent receipts. The requirements of the market are not heavy at present. Prices are quoted to the trade at 13c. for Manitoba and 13¼ to 13½c. for Ontario.

Butter is firmer as the season advances, and there is no large stock on hand. Supplies from Manitoba and the Northwest are fairly liberal however. Dairy stocks are as full as last season and more plentiful than earlier in the year. It is moving fairly well. Prices are quoted at 21½ to 23c. for creamery and 16 to 20c. for dairy, the latter for choice.

Eggs, that is good eggs, have been scarce on the local market for many weeks, owing to small supply of local fresh and from the heavy northern shipments. The shipping of eggs north has caused a great deal of selecting to be done here as none but first-class goods can stand the expensive freight charges to Dawson. Selection has, therefore, been very close and many culled eggs have been on the market, to such an extent that there seemed to be no good stock kept here for local consumption at all. As there will be no further heavy shipments north this season, there will be a chance to give the market here a little better article. The high price of local fresh still keeps up, 40c. retail being the present price per dozen. At that figure many a small rancher on the outskirts of the city is reaping a profitable harvest of eggs from his poultry runs. The complaint of high prices for wheat and other chicken feeds should not hold when the egg product gets such a price in the season of green food.

* * *

Fresh fruit markets are quiet this week. The apple crop of British Columbia is coming in rapidly now. Many lots of cooking apples are offering at low prices, and even pretty choice stock is not high. No apples are coming in from Washington or California at present. Local pears are beginning to take the place of importations. Bartletts, Washington grown, are nearly out, but there are some splendid Bartletts grown in various districts locally, and other varieties are plentiful too. Of course the latter or Winter varieties are not coming in for some time yet.

While plums, local or otherwise, are nearly over, the Italian prune is just coming in, and indications are that the Fraser Valley, especially Chilliwack, will have a large crop to dispose of. Local grown tomatoes continue in liberal supply and at prices quoted last week. The importations are almost confined to grapes and peaches this week. Crawford peaches, Washington grown, are nearly over, and Salways and Muirs will be the only stock after this week. Grapes are very plentiful, large consignments coming in from California, but not in extra good condition, being too ripe. Bananas are still high priced, and a fair quantity moving.

* * *

Tea and rice formed a large portion of the bulky part of the cargo of the Empress of India which arrived in port on Tuesday from the Orient. She had 15,663 packages of tea and 6,100 sacks of rice. This is one of the largest arrivals of tea so far this season.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

A. F. MacLAREN Imperial Cheese Co. are now booking orders for fancy imported cheese, Roquefort, Gorgonzola, Swiss, Pineapple, Edam, etc., to arrive about the 15th of October.

In store with Laporte, Martin & Cie new corn and tomatoes, which are offered to the trade at the first opening price of the Canners' Association.

Balfour & Co., Hamilton, are in receipt of a large consignment of "Clover Leaf" salmon and are now prepared to offer special inducements to the trade.

Laporte, Martin & Cie have still a small quantity of red cohoes and humpback salmon to offer at bargain prices. Also arriving in a few days a lot of red Spring salmon, quality guaranteed; can be retailed at 2 cans for 25c.

"Owl Chop" Japan tea, No. 1, 2, 3 and 4, claimed to be the finest Japans imported, are in store with L. Chaput, Fils & Cie, and as they are going out rapidly handlers of Japans should secure their requirements now.

Buyers of Brazil nuts should communicate with H. P. Eckardt & Co.

Eyssen's Holland cheese in tins may be procured from Lucas, Steele & Bristol.

The attention of buyers is called to the advertisement of Laporte, Martin & Cie, Montreal. Special values are offered by this firm in new currants, peels, Sultana raisins, Malaga loose muscatels and nuts, large consignments of all of these goods being in store and on the way. New valencias also in stock, f.o.s.; selected and 4-crown layers.

Ask Lucas, Steele & Bristol for Patterson's home-made preserves in glass.

L. Chaput, Fils & Cie, Montreal, will be pleased to mail sample of "Ubero" coffee to the trade. Drop a post card.

Lucas, Steele & Bristol have Aylmer honey drop corn in stock. Quality as usual.

New peels, citron, orange and lemon in store with W. H. Gillard & Co. Quality very fine.

Cleaned sultanas, very fine fruit, are offered at low prices by Laporte, Martin & Cie. This fruit is cleaned and packed in Smyrna, and on account of the cheaper labor prevailing there it can be offered at tempting prices.

W. H. Gillard & Co. report arrival of large shipment of Dixon's Carburet of Iron stove polish.

A. F. MacLaren Imperial Cheese Co. have on the road a car of Snider's catsup, Wade's catsup and Sunny Side catsup, three exceptionally good lines.

Balfour & Co. report a very large sale of their "Tartan" Ceylon tea, a specially fine line to retail at 25c.

W. H. Gillard & Co. are offering exceptional values in green Ceylon teas of which they have a specially assorted stock.

Hudon, Hebert & Cie, Montreal, report arrival into store of 500 cases Hickmott's "Golden Crown" asparagus, 2½-lb. sq. tins. This is said to be the largest shipment of asparagus imported into Canada. Prices are satisfactory and quality the finest.

Buyers of high-class table figs should communicate with L. Chaput, Fils & Cie. An assorted shipment of finest quality is expected shortly.

The attention of the trade is called to the advertisement of E. D. Marceau, Montreal, in another part of this issue. The large lot of teas offered are figured at exceptionally tempting prices, and buyers should avail themselves of the opportunity offered.

H. P. Eckardt & Co. received this week a shipment of fancy and choice evaporated apricots.

Dunham's cocoanut packed in dolls' houses may be procured from Lucas, Steele & Bristol.

Laporte, Martin & Cie, Montreal, received last week the first direct shipment of Barbados molasses, 1,000 packages, assorted puncheons, casks and tierces, per barque Devonia, Capt. J. Joliffe. This firm have several more consignments on the way. Though somewhat later in arriving this year than usual, there is a larger quantity on order than for many years past. Laporte, Martin & Cie offer this cargo at very interesting prices.

WHEAT GROWING IN INDIA.

Sir Howard Vincent, says Indian Planting and Gardening, recently asked the Secretary of State for India, if he could state the approximate acreage of the land suitable for wheat-growing in the Empire of India; how much of it was under wheat cultivation at the present time; and how much wheat was exported from India in 1846 and in 1902. Lord George Hamilton replied that the area under wheat in British India averaged about 20,000,000 acres, and in Native States about 2,500,000 acres. It was not possible to say to what extent this area could be increased by substituting wheat for other crops. This would only be practicable in wheat-growing districts, and in them only on lands of the best class, where the soil, rainfall, and facilities for irrigation were suitable. Such lands were already occupied by valuable crops. In 1846 there was no export of wheat from India. In 1901-1902 10,296,000 cwt. of wheat and 720,000 cwt. of flour were exported.

INTERVIEW WITH THE "TEA KING OF AMERICA."

A REPRESENTATIVE of THE GROCER had the pleasure of meeting Mr. P. C. Larkin, of The Salada Tea Co., on Saturday last at his office on St. Paul street, Montreal. Mr. Larkin was on his way to Toronto from an extended inspection trip through the Eastern, Middle and Southern States. Interviewed as to the progress the introduction of Ceylon and Indian teas in the United States was making, Mr. Larkin said: "Last year there was consumed in America 27,000,000 lb. of Ceylon and Indian teas out of the annual consumption of 100,000,000 lb. of all grades and kinds. This figure is remarkable when it is considered that it is only within the last few years that these teas have been introduced to the American public. The Salada Tea Co. has set itself the task of drawing the attention of the American housekeepers to the superior qualities of the teas of Ceylon and India, and though the missionary work has been hard, I can already see a remarkable change in favor of the teas of Ceylon and India. The volume of business turned over by The Salada Tea Co. is enormous and my tour among the different agencies south of the line has shown me that the business is but in its infancy. All of our agencies show marked increases in business, some of them exceptionally so, and the future prospects are most encouraging. 'Salada' tea will be a household word in the United States as it is in Canada, and as the Ceylon and Indian Governments are going to spend a large sum in erecting a magnificent bungalow at the St. Louis Exposition, the quality of the teas of those countries will be demonstrated to the citizens of the great Central and Western States. 'Salada' tea representatives will be found there during the entire exhibition."

Mr. Larkin left for the West on Saturday night.

Window and Interior Displays

Timely Hints and Suggestions.

Seasonable Windows.

IT is probable that the first man who dressed the first window did so under the pressure rather of the demand for a certain line at that particular time, than of the profit and reputation acquired from the abstract fact of having an attractive window. The necessities of the season, rather than artistic or general profit-paying considerations, proved the impelling influences. It may be he had a line of pomegranates which loudly called for consumption, an over-stock of loin-cloths may have preyed on his mind, or a war with a neighboring tribe may have provided a land-office business for stone hatchets. Whatever it was that laid the foundation for the present art of window-dressing, it was a crying demand of the season.

In these days of progress and innovations men are too apt to grasp an abstract idea, irrespective of the necessary surroundings or circumstances that influence it, and working on the bare idea, mutilate and transform it, according to their several characters, until the result is traceable to the idea by the transformer only. Thus it is that the ancient accidents that inaugurated window-dressing and made it a part of everyday business, have been engulfed in the mists of time, and the mere fact that a well-dressed window pays is all that looms up in the mind of very many merchants. So many fancy that all the ear marks of a successful window are contained in the neatly decorated one, and the time spent in scheming out a good design is confined to the effect, rather than to the seasonableness, of the lines exhibited. They do not conceive that very much of the attraction is provided by the demand, or the use, there may be for such articles at that time.

The store window that specializes on rubbers in June, or skates in August, or fly-paper or picnic sundries in January, is going to supply a laugh for the public. The joke is not, however, a bad form of advertisement at times, but it merely advertises the firm, not the goods. The grocery store that displays canned goods in August is not so much out of season, but there is not enough interest in canned goods during the fruit season for it to stop any person to look. The same may be said of a hardware store that trims its windows with guns in December. A gun is an all-year seller, but it has certain months that demand special efforts in its advertisement, and January is not a sportsman's month. It may not be that a certain window will not sell goods, but a vital objection may exist that another window may be more profitable.

The chief consideration then in dressing a window is, what window would be the most profitable; not what window would be profitable. The window that may be profitable now, but not of most value, may be the very window that should be used a couple of weeks later, and if it is used now, its effectiveness a fortnight hence is killed. A couple of weeks' miscalculation in a window display may mean a loss of many dollars to the store, for not only will it be of minor value at the time, but the pressing need of that window a little later will have to be met, as change is absolutely necessary.

When studying next week's trim, the very first point to receive attention should be the demand of the season. Next week may see a new fruit on the market, or a great demand for canned goods and condensed foods. If that is so decorate the window accordingly. Once the line that best suits the season is decided upon, the whole attention can then be concentrated on the arrangement or the effect desired.

An excellent plan for a merchant to follow is to write down week after week, or window trim after window trim, the lines which he has exhibited, or which he has specialized on, with the dates, and, unless better ideas occur or particular events demand a change, this list will save him many a weary hour of close thought after hours. Such a list kept in a safe drawer in the office will facilitate the issuing of orders for window dressing, advertising, and interior decorations. From time to time corrections will be found necessary, as, not at the first attempt, does he find he has selected the most opportune display for the time; but each correction will only make more perfect an already convenient list, and ere long, only events, or, possibly, changes in temperature, will influence him to alter his laid-down plans.

There is a great probability that a grocer may forget that the first or fifteenth of September or the first of November has a close connection with his business; he may not recognize the fact that another date may mean a beginning of a series of sales running in the same line. But if he once makes a note of it as a window trim for next year, he not only increases his trade in that line, but prevents any possibility of lack of preparation for the run on his stock at that season.

Hunting parties are going out every day at this season of the year, and there is sure to be a big demand for all kinds of canned and condensed goods. Excellent arrangements of these goods can easily be made. Catch this valuable trade by catering to it in the display, and by rendering all the assistance possible in suggestions and variety of stock, a class of trade is acquired that embraces also campers and picnic parties.

A Window Display Competition.

THE CANADIAN GROCER, for the encouragement of tasty window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays and accompanying descriptions of the same. The prizes will consist of:

First Prize - - -	**$10**
Second Prize -	**$7**
Third Prize - - -	**$5**

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on Oct. 1, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the picture itself, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

There is no progressive merchant but has at least one window a month that is worthy of entering this competition, and the prizes are so arranged that, even if a window does not win the $10, $7 or $5 prize, it may be awarded a $2 prize, provided only that it is of sufficient merit to publish in the columns of this paper. This award will cover the cost of the photograph and there is no reason why any merchant should not obtain it. The number of photographs or drawings submitted by each store is not limited, nor is the number of $2 prizes; a merchant may win a dozen if his pictures merit them.

Should any intending competitor not know how to take a window picture, this paper will be glad to furnish him with instructions. In general terms, it may be stated that the early morning, when the light is clear, when few people are abroad and when there is the least reflection, is the best time to photograph the display. A good photograph can also be taken at night by the aid of an electric or flash light.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

A Leaky Roof ?

Make a sure cure by covering it with

EASTLAKE
STEEL
SHINGLES

The popular choice all over Canada — reliable, lasting, fire and lightning proof.

More easily and quickly laid than others—always satisfactory, and not expensive.

GALVANIZED OR PAINTED.
A SUCCESS EVERYWHERE.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

DRIED APPLES
WE ARE BUYERS
LARGEST DEALERS IN CANADA
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

To Bu'chers and Hide Buyers !

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for
FREE INSERTION
in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Oemple House, Tallis St., Temple Avenue, London, E.C.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.
N.B.—A free specimen copy will be sent on receipt of a post card.

PERSONAL MENTION.

Mr. W. E. Henderson, late with Thos. Wood & Co., Boston and Montreal, has joined the ranks of the Montreal brokers, and will devote his attention to specialties in the grocery line. Mr. Henderson has for many years represented his late firm on the road, and is well known to the trade in the east. He contemplates making a trip to western markets with a view of adding to his list of agencies.

Mr. W. M. Harrison, travelling representative of Salada Tea Co. for the Province of Quebec, was in Montreal this week. To a representative of THE GROCER Mr. Harrison stated that business had been splendid during his last trip in the eastern part of the province and the Gaspe Coast. He has placed "Salada" on the Island of Anticosti, in the gulf.

Mr. John Turnbull, manager The Nasmith Co., Limited, Toronto, was a caller at the Montreal offices of THE GROCER last week. Mr. Turnbull was on his way home after a trip through the eastern states, where he had been looking over plants, machinery, etc., in connection with the new extensive bakery and confectionery works his company are establishing in Toronto. Mrs. Turnbull accompanied her husband on a pleasure trip.

Mr. Stephen L. Bartlett, Boston, Mass., general American agent for Bensdorp's Royal Dutch cocoa, was a visitor to the Montreal market during the past week. In company with Mr. W. H. Dunn, local agent, he visited the jobbing trade, and it goes without saying that many satisfactory orders were taken for this well-known brand.

A SCOTCH VISITOR.

A visitor to THE GROCER offices last week was Mr. David Greig, Glasgow, Scotland. Mr. Greig, who represents D. McDougall & Co., Glasgow, manufacturers of tobacco pipes, fire brick, tiles, etc., is well known to the jobbing trade of Canada, and to a large section of the wholesale grocery and tobacco trade of the United States. He has been a semi-annual visitor to this market for the past 16 years, and his well-filled order book attests his popularity and the excellent quality of his firm's goods. Mr. Greig's information on the subject of clay pipes imparted to the writer was of such an interesting character that it is the intention of THE GROCER to set the facts before its readers at a near date, and it cannot fail to be of interest to its readers. Mr. Greig paid a visit to the great Dominion Exhibition, and expressed himself as pleased in the extreme with the wonderful array of home products and manufactures displayed, and it is his opinion that Scotch and English manufacturers should avail themselves more of the opportunity afforded through Toronto's annual exhibition to place their wares on the Canadian market. After visiting the jobbing trade in Hamilton and London Mr. Greig will call upon his customers in Detroit and Chicago.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.
Contractions count as one word, but five figures (as $1,000) are allowed as one word.
Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

BAKER—Good on bread and cakes; temperate; state wages with board; steady job to right man. Box 166, CANADIAN GROCER, Toronto. f

MILLER—For general work; must be capable of taking shift if required; state wages expected. Box 164, CANADIAN GROCER, Toronto. f

OATMILL miller—Second in modern plant; state experience, wages and references. Box 165, CANADIAN GROCER, Toronto. f

BUSINESS WANTED.

WANTED—Grocery and crockery business in live town or village in Ontario. Box 60 CANADIAN GROCER, Toronto. (39)

I Can Sell Your Grocery Business
no matter where it is or what it is worth. Send description, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Philadelphia.

THE
London Directory

CONTAINING over 2,000 pages of condensed commercial matter, enables enterprising traders throughout the Empire to keep in close touch with the trade of the Motherland. Besides being a complete commercial guide to London and its Suburbs, the London Directory contains lists of :—

EXPORT MERCHANTS
with the Goods they ship, and the Colonial and Foreign markets they supply ;

STEAMSHIP LINES
arranged under the Ports to which they sail, and indicating the approximate sailings ;

PROVINCIAL APPENDIX
of Trade Notices of leading Manufacturers, Merchants, etc., in the principal provincial towns and industrial centres of the United Kingdom.

A copy of the 1904 edition will be forwarded freight paid on receipt of Post Office Order for £1.

The London Directory Co., Ltd.
25, Abchurch Lane, London, E.C., England.

FLOUR AND CEREAL FOODS

A Progressive Milling Town.

THE progressive northern milling town of Renfrew, Ont., which describes itself as the Minneapolis of Ontario, is as full of enterprise as it is of flouring mills and is deserving of the great future looked forward to by its citizens. A

RENFREW
THE MINNEAPOLIS OF ONTARIO

OUR QUARTETTE OF FLOUR MILLS.

We Grind only No. 1 Hard Wheat

PUT UP IN ANY SHAPE.
TRY A SAMPLE.

clever instance of this enterprise came under notice recently in the handsome and effective little folder advertising his native town which Mayor Smallfield got out for distribution at the Chambers of Commerce Conference at Montreal, a reproduction of which is given below. The folder was in the form of a four-page booklet on heavily coated paper, printed in red and brown, altogether a most dainty little souvenir.

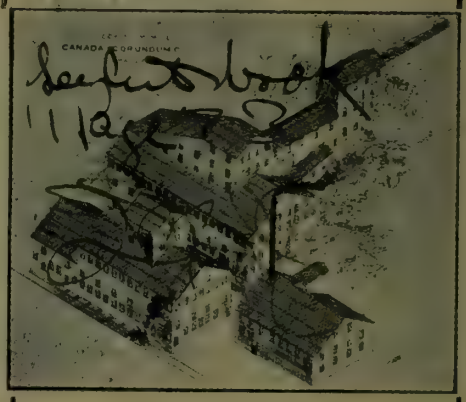
Bread in the Dough State.

By John Kirkland.*

BEGINNING with the composition of dough, next to flour the most important ingredient is water. In quantity this, for ordinary cottage dough made with strong flour, is usually about half the weight of flour; or, in other words, dough consists, roughly, by weight, of two-thirds flour, and one-third water. But for dough making purposes the quality of the water is a matter of some importance. All water for baking purposes must, of course, be free from impurities of all kinds, but in natural waters there are always dissolved certain salts of lime and other minerals, which produce the character in water we call hardness. Hard water, again, may be only temporarily hard if the lime in it is in the form of a carbonate, and it may be rendered softer by boiling, when the lime is precipitated. Water, permanently hard, cannot be so changed, and its hardness is due principally to sulphate of lime. The important point for us to remember, however, is that hard and soft waters have different properties as agents in the fermentation of dough. Soft water is a much better solvent than hard, and as yeast requires all its food to be in solution, and as the maturing or peptonizing of the gluten or dough depends a good deal on the dissolving qualities of the water there, the softer the water the quicker the dough reaches that stage we call ready, assuming other conditions equal. Now, at one time when bakers made their own barm, it was a matter of the very first importance that water used for this purpose should be soft, otherwise there was a considerable reduction in the amount of extract obtained from the malt or other ingredients used, and with harder water the barm would either be weaker, or more malt would have to be used. Again, in the old stone mill days, when flour contained a good deal more soluble matter than modern flour does, it was customary to use harder water for dough than for barm making when it could be obtained.

Of flour the greatest proportion consists of starch—roughly, about sixty-five per cent. The properties of starch, from whatever source it is derived, are much alike, the cells of the various kinds only differing in size and density, the smaller starches, like those of rice and maize, being denser—that is, heavier in proportion to bulk—than those of, say, wheat and potatoes. The density of starch cells has also a good deal to do with the temperature at which they burst, the larger cells, like those of potato starch, bursting, as a rule, at a lower temperature than those of wheat or of rice, etc. Experiments are frequently quoted, ostensibly to show that it might be possible to distinguish the starches one from the other by carefully noting the temperature at which they burst. But the generalizations thus obtained are too inconclusive to be useful, and the most careful experiments only go to show that for a starch from any one source the range of temperature, from the time when the starches begin to burst till

*Extract from a lecture delivered at London, Eng.



CANADA CORUNDUM CO.'S CONCENTRATING PLANT.

Capacity 300 tons per day. Produces over four-fifths the world's supply of grain corundum. Emery is an impure form of corundum.

CRAIGMONT - RENFREW COUNTY

WE EXPORT

HAY, FLOUR,
BUTTER, CHEESE, LIME,
GRAIN of all kinds,
WOOLLEN GOODS,
MANUFACTURED WOODEN-WARES,
SKEWERS AND HANDLES OF EVERY DESCRIPTION.

BACON SAYS:—Three things are necessary to make a great country: "A fertile soil," (which we have.) "Busy workshops," (which we have.) And "Easy communication of men and commodities from place to place," (which are coming fast.)

SURELY CANADA FILLS THIS BILL.

TILLSON'S OATS

Better than **Tillson's !** You never heard it said ; "As good as **Tillson's**" many times. **Tillson's Oats** have become a standard. There's a fight going on all the time for first place—the place held by **Tillson's.**

The grocers are our best friends, for we have helped them sell more oats with less trouble. The **Tillson** purpose dates back to the beginning of the **Tillson Mills.**

The Tillson Company, Limited

TILLSONBURG, ONTARIO

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King St. East, - Toronto.

they are all burst, has to be very long. In a number of very careful experiments, for instance, which we conducted at the National School, it was ascertained that while some of the starch cells of flour were burst when raised to 140 degrees F., some remained intact until the temperature had been raised to 180 degrees F. Again, on examining several samples of thoroughly baked bread under the microscope, some of the starch cells were found to be still unburst, although the temperature of that bread had probably been as high as 200 degrees F. In Parisian barm, also made entirely with boiling water, a microscopic examination discovers a number of the starch cells not burst. It is evident, therefore, that the method of distinguishing the source of starch by the temperature of the bursting point of its cells is not definite enough to be scientific. Starch cells of flour occupy a medium position with regard to size and density amongst the other cereals, but in flour

John MacKay

Limited

Successors to John MacKay, deceased

ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), ***SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP*** of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. **SATISFACTION GUARANTEED.**

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated
" **Barley, Oatmeal,**
" **Wheat, Pot** and **Pearl Barley**
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,

ST. MARYS, ONTARIO.

itself the differences in size of the starch cells are very great; and although they are all more or less round, it is not easy to distinguish with the microscope any starches from another source—such, for instance, as maize, which may have been mixed with the flour as an adulterant, unless they are in considerable quantity.

In all flours there exists a small quantity—about one per cent.—of pure sugar. This natural sugar is in the form known chemically as "cane sugar," not because it has anything to do with sugar-cane, but because it is of the same composition, and possesses the same properties as sugar from that source. Now one of the peculiarities of cane sugar is that it cannot be fermented by yeast, but has first to be changed into a form of glucose, which yeast can ferment. The agent producing this change is the soluble ferment which yeast excretes, called invertase.

We come now to consider the most important constituent of flour, and the constituent that gives dough its character, viz., gluten. The general characteristics of gluten are too familiar to need description. But there are many qualities of glutens, and for bakers' purposes, quality is of more importance than quantity. The ideal quality is that of a gluten that is tough without being coarse and stringy, of yellowish rather than grey color, and that will resist the too rapid solvent action of water or of alterative ferments contained in flour itself; also in yeast and other agents. This resisting action of gluten we call stability. The character of a gluten depends on two things: (1) Its physical condition—state of dryness, etc., in the grain; (2) on its chemical composition.

SECTION OF MAIN STREET, RENFREW, ONTARIO, CANADA.

LET US TRADE MORE FREELY WITH ONE ANOTHER

And thus assist in binding together the various parts of

THE EMPIRE

In One Powerful and Enduring Whole.

We extend

A Helping Hand!

Will You Respond?

IF SO, WRITE

W. E. SMALLFIELD, Mayor.
JOHN MACKAY, Pres. Board of Trade.
C. K. GRIGG, Secretary Board of Trade.
HON. F. R. LATCHFORD, M.P.P.
A. A. WRIGHT, M.P.

TOWN OF RENFREW, CANADA.

Warehouse Charges.

Western grain men have been notified by the railway companies that in future ¾c. per bushel will be charged for storage and cleaning of wheat at terminal elevators, exclusive of insurance. This adds a new phase to the situation. It has transpired that after the recent meeting to discuss the elevator charges at terminals the warehouse commissioner notified the railway companies to withdraw their schedule of charges sent in, namely, ¾c. per bushel for handling, cleaning, storage and insurance, on the ground that it did not comply with the act, which calls for handling, cleaning and storage charges only, the act expressly stipulating that the warehousemen should not be held responsible for insurance. Instead of doing as directed by the commissioner, one railway announced the rates through the public press as originally given to the commissioner's office. This has led to an ultimatum to the companies of either withdrawing the schedule or having the whole matter referred to the department at Ottawa, when, if deemed advisable, the Governor-General, by order in Council, has power to annul the whole business. Now the railways retaliate by making the same charges for handling, cleaning and storage only.

Britain's Food Supply.

A British parliamentary return shows annually for each year since 1870 the imported quantities of (1) wheat, wheat meal, and flour; (2) meat, including animals for food; (3) sugar retained for home consumption; and also the countries from which these supplies were derived. In 1870 the total imports of wheat in grain were 30,901,000 cwts., of which were received 10,269,000 from Russia, 12,372,000 from the United States, 2,838,000 from British North America, and 8,600 from British India. Last year there was imported 81,002,000 cwts., of which only 6,540,000 came from Russia, while the United States supplied 43,312,000, British North America 9,527,000, and British India 8,842,000. Australia, in 1870, sent 12,800 cwts. and New Zealand 72,420; last year the respective figures were 4,175,000 and 157,000. In 1900, 18,524,000 cwts. were drawn from Argentina, but last year only 4,315,000. Of wheat, meal and flour only 4,804,000 cwts. was imported, while last year there was received 19,386,000 cwts., of which 15,587,000 came from the United States and 1,943,000 from Canada.

Freight Rates on Grain.

Advices from Winnipeg announce that the Canadian Pacific Railway Company's new freight tariff on wheat and flour will show reductions of importance to growers and shippers, and also to the millers. It is understood that the rates on wheat will be reduced from 2c. to 3c. per 100 pounds.

LARGEST AND BEST EQUIPPED CREAMERY IN THE DOMINION.

Opened by the Governor-General and Lady Aberdeen, July 25th, 1895.

Makes the Finest Butter in the World.

Supplied the Royal Train during the journey of the Duke and Duchess of Cornwall and York to the Pacific Coast.

Supplies Restaurants of the House of Commons and Senate of Canada.

Cereal Notes.

E. F. Olmsted, of The Natural Food Co., Niagara Falls, N.Y., called on "The Canadian Grocer" when visiting Toronto last week.

The severe storms prevailing in Manitoba and the Territories during the early part of the month have, fortunately, been succeeded by very favorable weather. Very little injury has been done to the crops, and the loss will not be serious.

CORKS CORKS

We are in a position to fill all orders at the shortest notice.
Mail orders receive prompt attention.

S. H. EWING & SONS
96 KING ST., MONTREAL.

Toronto Branch, 29 CHURCH ST.
TELEPHONE MAIN 204

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

WATCH
Your Trade Grow
WHEN YOU SELL YOUR CUSTOMERS
"GOLDEN EAGLE" COFFEE

CANADIAN OFFICE AND MILLS—
109 Front St. E., Toronto.

AMERICAN COFFEE & SPICE CO.

The 2 Famous Products of the Celestial Empire,
TEA and CHINESE STARCH

The soil of China has for centuries produced tea for the entire world and will continue to do so for many more centuries to come.

Chinese industry produced **Chinese Starch** a household article in that Empire, for as many centuries as Chinese soil has produced tea.

This marvellous product **Chinese Starch** was introduced into Canada in 1899, and has bounded into great success and popularity, through its many splendid qualities and the successful manner of advertising. It starches and glazes linen so wonderfully that the housekeeper who has once used it WILL USE NO OTHER. As ironing day approaches, the laundress assures herself of a supply of **Chinese Starch**, and smiles at the presence of this good friend of the tub and ironing-board.

To those who doubt its superior qualities we say, TRY IT—the expense is trifling—only **10c.** per package. Your jobber keeps it; if not, write us direct, or our agents as under.

OCEAN MILLS, Sole Manufacturers, MONTREAL, P.Q.

OUR AGENTS:

John E. Cox,	Ottawa, Ont.
R. S. McIndoe,	Toronto, Ont.
W. A. Simson,	Halifax, N.S.
McKinnon & McNevin,	Charlottetown, P.E.I.
Boivin & Grenier,	Quebec and Levis, P.Q.

FOR SALE BY FOLLOWING JOBBERS:

H. N. Bate & Sons,	Ottawa, Ont.	Lucas, Steele & Bristol.	Hamilton, Ont.
S. J. Major,	Ottawa, Ont.	Foley, Locke & Larson,	Winnipeg, Man.
Provost & Allard,	Ottawa, Ont.	Jobin-Marrin Co., Limited,	Winnipeg, Man.
The F. J. Castle Co., Limited,	Ottawa, Ont.	Hudson's Bay Co.,	Winnipeg, Man.
Joseph Grant	Ottawa, Ont.	Codville & Co.,	Winnipeg, Man.
H. P. Eckardt & Co.,	Toronto, Ont.	Wilson Bros.,	Vancouver, B.C.

FOREST CITY GOSSIP.

Office of THE CANADIAN GROCER.
365 Richmond street,
London, Ont., Sept. 21, 1903.

THE normal condition of business in the grocery, provision and fruit trades now prevails. The Western Fair is over and the crowded streets have given place to the ordinary traffic. Travellers have returned to their regular trips, and again come reports of good orders being sent in for prompt delivery. Heavy shipments of sugars to all points along the railroads out of London can be mentioned; and this sugar demand will continue while peaches, plums, pears and other preserving fruits are in season.

* * *

Inquiry at retail grocery stores discloses the fact that but few purchases are made in the city by the crowds from outside points during fair week. The vast majority come in simply to view the exhibits and return home. The increased business done by retail grocers is greatest with city customers who at fair time are entertaining visitors and making their stay agreeable.

* * *

Many country visitors were in the city during the Western Fair, and many of these dropped in to see the heads of the firms with whom they have been doing business, but few purchases of groceries were made or looked for on account of the frequency with which travellers cover the western part of Ontario.

* * *

It is stated that the Western Fair directors will come out about $1,000 to the good as the result of the exhibition just closed. This is considered satisfactory in view of the bad weather on Tuesday. The largest number of admissions on one day was 48,000.

* * *

An important action has been brought by a Government inspector under the Fruit Marks Act, which is exciting much interest in this section, not only among farmers and fruit dealers, but with the provision trade, as well as the general public. A shipment of 80 barrels of apples, marked No. 1 or XXX, were not packed with the quality of fruit this brand called for, hence the action. The penalty laid down is 25c. to $1 fine for each package. The hearing has been enlarged for a week

* * *

Mr. A. W. McDougall, who was a member of the firm of Robert Scates & Co., of this city, and who was arrested here and taken to Montreal on a charge of obtaining goods by false pretences, is to be examined as to his sanity prior to the enquiry regarding his insolvency, the above-mentioned charge and other matters.

* * *

At the closing meeting of the Canadian Municipalities' Union at Ottawa last week London, Ont., was chosen for the next place of meeting in 1904.

* * *

Mr. William Eacrett, who until a year ago carried on the business on Dundas street in this city for 15 years known as Eacrett's Bazaar, is now managing director of The Consolidated Stores Co., Limited, with head office 156 Bay street, Toronto. This company, which is composed principally of London men, have bought out some of the best located shops in different parts of the City of Toronto, and will confine their business to first-class groceries and provisions. The first of these stores, to be opened about October 1, will be on Sherbourne street, known as the McDonald property; the next to be opened will be on the corner of Queen and Parliament streets. Toronto will be the seat of the new company's operations.

* * *

Eggs continue to advance in price in this market, the wholesale figure being 16c. per dozen. These are retailed over the city at 17 and 18c. per dozen. Butter does not show any change; the same prices have prevailed for several weeks; best roll, 19 and 20c.; crocks, 17 and 18c.; creamery, 21 to 23c. Potatoes are showing increased signs of disease.

W. H. L.

ORANGES.

CALIFORNIA oranges are likely to suffer from severe competition within a few years, says The New York Commercial. For some time they have had the field almost entirely to themselves a large proportion of the time, and in spite of adverse commercial conditions, have won their way into the most profitable markets in the country. The great freeze in Florida put that productive region out of the way for a time, and California had almost no competition in eastern markets.

Such unexampled opportunity was seized by the growers, and the result has been noted in the enormous increase in orchards planted and in quantities shipped. This season the product is estimated at 28,000 cars, and next season experts say the state will ship fully 35,000 cars, if there is no damage from frost or other untoward influences.

The great size of the crop cannot be comprehended. This year markets have been overloaded at times and prices have declined, but as a rule quotations have ruled moderately high, and reasonably good figures have been paid in the auction room for all good fruit. But late oranges have been benefited by the short peach crop. Not only have peaches been scarce and high, but they have been of poor quality when they did come, a condition which has assisted the orange growers to market their crop profitably.

If there was to be no increase in production anywhere but in California and Florida the situation would not be so grave, even though Florida promises 2,000,000 boxes next season and constantly increasing quantity thereafter. But at best Florida is uncertain. Another freeze may occur at any time in the Winter and spoil the trees for years again. Different climatic influences may work to reduce California's output, all tending in a general way to reduce output. To assist is the natural increase in consumption, due to using the fruit in more ways and more freely in the old ways, and the increase in population. Probably these two states would both find ample outlet for their most liberal yield under ordinary circumstances.

The first danger point is Porto Rico. Situated far below the frost line there is no danger of a freeze. That contingency will never worry growers there. The soil is fertile and naturally moist, requiring no irrigation. Labor is cheap, and will be for years to come. The cost of transportation to New York is 20c. per box.

Against these advantages it will be very difficult for California to contend. There is more or less danger of frost. The largest orchards must be irrigated, adding enormously to the aggregate expense. Labor is scarce and high. Transportation charges are nearly or quite $1 per box. The contrast shows plainly what may be expected later.

The Porto Rico oranges will begin to come along next year. They are propagated principally from cuttings from Florida trees and the fruit is reported to be exceedingly well flavored and juicy, like a Florida orange at its best. The groves are being scientifically cultivated under the direction of some of the best known cultivators who made the Florida orange what it is. American capital is invested in the groves and American enterprise is pushing the project as rapidly as circumstances will permit. The prospect, from the Porto Rico standpoint, is considered very brilliant, but California and Florida growers are reported to be viewing the improvements on the island with

Flett's

Pickle Uniformity.

Flett's Pickles don't vary in quality. There is but one grade—the best. Its standard never varies. Your customer soon notices this.

ROSE & LAFLAMME

Agents, MONTREAL.

MHS

The highest grade of appetizing flavor is found in

Paterson's Worcester Sauce.

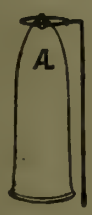
That's why it sells so well.

ROSE & LAFLAMME, Agents, MONTREAL.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.



We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
High-Pressure Mantles.	Acetylene Mantles.

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

I. S. WOTHERSPOON

is sorry that your postal card asking for sample and price of

Grimble's

BRAND.

Vinegar

has gone astray.
—Drop another card and
—your sample will come.

Brewery: LONDON, England.

Canadian Agent—I. S. WOTHERSPOON,
204 Board of Trade, MONTREAL.

some trepidation. The only objection to the Porto Rican orange is that it contains seeds, but if it sells cheaper than a seedless orange of the same size there will be no difficulty in selling it.

Florida will not suffer so severely as California, partly because it will never produce more than a relatively small quantity, and what do come from there are largely in the nature of a special brand. They go almost exclusively to the trade which wants the best. As a consequence it is probable that they will still sell readily, even after the transplanted orange comes from Porto Rico. The question of transportation is important, however, since it costs about 90c to get a box here. The difference in time and more satisfactory service will not count so heavily against Florida as against California. It will take about half as long as the shortest possible time from California to bring oranges from Porto Rico. There will be no delays on railroad sidings and none of the discouraging and frequently unnecessary mistakes which make shipping from California so uncertain.

It will be seen from this that the new American possession is destined to work a partial revolution in the orange industry at no distant day. If it cheapens the fruit and thereby increases consumption there will eventually be a readjustment which will permit every one to make a profit, the nervous California growers included.

GROCERIES BY SLOT MACHINE.

London is having a bad attack of slot machine fever. Its slot machines have multiplied from the original few which dispensed chocolate, stamps and cigarettes to a legion which sell everything, act as post offices and advertising agencies, and generally try to supply all human wants. One company alone now has in service in London half a million machines of 50 or more different types. In the railway stations there are machines which supply candy, biscuits, preserved fruits, tobacco, stamps, matches, briar pipes, cigarettes, cigars and soft drinks. Besides these things, there are in several stations automatic buffets, where all sorts of light refreshments and all sorts of drinks, hard and soft, are vended by slot machines. There is one huge machine called the automatic supply store, which aims to supply most human wants. It delivers pastry, small groceries, candy, tooth brushes, powder, drugs, tobacco, stationery, collars and cuffs, neckties, socks, soap, towels and a few other things.—Grocery World.

WAYS OF BREWING COFFEE.

By M. A. Taft.

IT is surprising the number of ways in which coffee can be made. The name of the coffee pot is legion. In one large shop they have more than 40 different kinds of coffee pots and machines, not including the different sizes, which bring the number up into the hundreds. They range from the one-cup pot, or biggin, to the gallon size. This includes copper, brass, nickel and aluminum pots and machines, fireproof potteries of different kind, china, enameled ware and tin, without considering the more expensive pots and machines of silver, the fancy china pots for serving breakfast coffee or the fine china, silver and gold pots of delicate shape for after-dinner coffee.

There are innumerable coffee biggins in two parts, the upper with the strainers for making drip coffee. One of the newer varieties has an extra part. This is a regular tea kettle of metal, into which the china or pottery biggin is set, so that the coffee may be kept hot while it is making.

Most of the innumerable varieties of coffee machines come from Germany. They are made more or less on the same principle. The water is heated over a lamp beneath, and, rising in the pot, percolates through the coffee and is carried into a connecting vessel or outer part of the machine, where it may be poured off clear and strong.

It is much on this principle that the Viennese coffee pots are made, though they are different in shape. They come in large sizes, and look like nothing so much as the old-time swinging ice pitchers. They have no handles, but a big spout at one side and a porcelain button at the end of this, by means of which the coffee pot is tipped forward. They come in different metals, and a very large one will cost $9.50, which is comparatively inexpensive.

Russian coffee pots are much liked by many people. The wife of a well-known artist makes her coffee at the breakfast table every morning in one of these. This is the barrel-like pot of metal which swings in a frame over an alcohol lamp. It is in two halves, fitting together, and with a small spout and straight handle at the side.

Coffee and hot water are put in, and the pot, with the nose pointing down, set over this lamp. When the water comes to a boil the pot is turned right side up and the water, now on top, drips through the ground coffee in the centre of the machine, and when it has passed through, the coffee, clear and ready to pour, is in the bottom.

A French cafetiere has a metal arrangement on one side and a glass receiver on the other. The water rises up through the coffee on the metal side, and percolates through into the crystal on the other.

An odd coffee pot is of white porcelain, teapot shaped. There is a square standard of white pottery, the lamp in white metal on this, and the white coffee pot set above it. There is a glass cylinder to set on the top of the pot, and the water is carried up through this and falls back into the pot, when the coffee is ready to pour.

In a French restaurant in New York they bring a cup filled nearly to the brim with hot milk to the expectant coffee lover and a tiny metal pitcher, like a creamer, filled with the strongest and blackest of coffee. Half of this, as a rule, will give the milk sufficient strength for the ordinary coffee drinker. Powdered sugar is used for sweetening.

Coffee making with cold water is a convenience in which many women believe. The ground coffee is put into an ordinary coffee pot with the proper amount of water and an egg, if one is used, over night. In the morning the coffee pot is put on the stove, the contents brought to a boil and the coffee is made. The coffee can be made with cold water in the morning.

One of the latest fiats of the coffee lover is that no cream shall be served with coffee. With it the coffee is rich, but the flavor of the cream conceals that of the coffee. Good milk should be used in its place.

A coffee lover has tried every known method of making the beverage. She has made drip coffee and tried innumerable coffee machines, and let her coffee stand over night in cold water. Now she says that no foreign or domestic method equals the old-fashioned coffee.

She uses half an egg for the morning coffee of a small family, moistening with a little cold water after the egg and shell have been added. Then she pours on her freshly boiled water, lets the coffee boil never longer than ten minutes, and serves at once. One secret of making good coffee, she says, is to add a tiny pinch of salt, because the water becomes unpleasantly flat in boiling.

BRITISH SUGAR FACTORIES.

Of the 16 sugar factories which under the Sugar Convention were placed in bond on September 1, six are in Greenock, six in Liverpool, three in London, and one in Bristol. The last-mentioned refinery, says Grocery World, has been shut down for some time, but an attempt, which it is thought will succeed, is now being made to obtain sufficient capital with which to recommence business. There is a doubt as to whether the third factory in London comes within the scope of the Brussels Convention.

ESTABROOKS' TEAS

Known everywhere in Canada.

Sixteen Travellers selling them.

Sales in August were more than the total of the two first years I was in business.

Estabrooks' Bulk Teas, Black or Green, always accepted as a standard of quality—**cup quality. Made to drink, not to look at.**

Red Rose Tea is one of the standard articles that stands at the top. A brand that many try to imitate, but none can excel.

I shall be pleased to have your enquiry concerning anything pertaining to the Tea business.

T. H. ESTABROOKS

TEA IMPORTER AND BLENDER

Branches : Toronto and Winnipeg. **St. John, N.B.**

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Smoking First Seen by Europeans.

ON or about November 6, 1492, two Spaniards, Rodrigo de Jerez, and a converted Jew named Luis de Torres, belonging to the expedition of Christopher Columbus, returned to the ship of the great navigator, after a mission to a local chieftain in the interior of Cuba. One of the strange sights which had come under their notice was that of natives going about with firebrands, composed of dried herbs, rolled up in a leaf, in their hands. They put one end in their mouth and lighted the other, continually inhaling and puffing out the smoke.

It was not until 1525 that the first exact description of the tobacco plant was given, this qeing by Gonzalo Hermandez d'Oviedo, Viceroy of San Domingo. He is credited with introducing it into Europe, and cultivating it as an ornamental plant in Spain. It was regarded as having medicinal properties of the highest importance, which caused it to be cultivated in various other parts of the continent. Leaves of the plant were brought from Florida to Lisbon, and when Jean Nicot, the French ambassador there, returned home in 1561, he presented some of these plants to Catherine de Medici. Numerous names are given to the plants up to this period, but finally it was termed Nicotiana, a name which has been retained by botanists. The alkaloid of the plant is known as nicotine. It is, of course, the name of the French ambassador which these words perpetuate. The origin of the name of tobacco is a debated question. By some it is supposed to have been derived from the Island of Tobago, but Oviedo, the first writer on the plant, is careful to observe that the name is not given to the herb, nor to the stupor it produces, as some persons have erroneously supposed, but from the Indian pipe, which was Y-shaped, and known as tobago. Tobacco was first brought into England by Sir John Hawkins, in 1565, and Sir Walter Raleigh helped to make it popular by smoking it and encouraging its growth. In 1586 large quantities of tobacco were introduced into England by Ralph Lane, the governor of Raleigh's colony of Virginia. It is said that Sir Walter Raleigh acquired the habit of smoking from his deputies in the settlement of Virginia.

It has been suggested that he smoked as a preventive against the damp and fogs of Ireland, where he was Governor of Kilcolman. It was here that he had the poet Edmund Spenser as a companion in 1586-1587. Raleigh cultivated tobacco near Cork and Youghal. Four yew trees forming an arbor are still standing in the garden of the Manor House of Youghal, where it is asserted that he smoked his first pipe, and enjoyed many more afterwards. The story of Raleigh when smoking being drenched with ale by his servant, because he thought his master was on fire, is a story given in different forms by Elizabethan and later dramatists.

Used Tobacco 121 Years.

MARY McDONALD, the oldest woman in the world, imputes her longevity to tobacco. She is 133 years of age, and since she was 12 she has smoked. Her advice to those who would be centennarians is: "Enjoy at least three pipes of tobacco daily." Mrs. McDonald is an inmate of the home for aged and infirm colored persons in Philadelphia. About her great age there is no doubt, for this matter has been investigated by a committee of the Daughters of the American Revolution. To students of longevity she is no less valuable a mine, for she has thought much of hygiene, and has drawn up a series of "rules of right living."

These are Mrs. McDonald's rules:

"Smoke after each meal, and before going to bed.

"Marry young.

"Rise with the sun, Winter and Summer, but always retire early enough to have had, by sunrise, eight full hours of sleep.

"Drink as little as possible.

"Never take cold baths.

"Keep the mind occupied with working during the day.

"Do not work at night."

Mrs. McDonald was in her youth above the medium height and of robust figure. To-day she is smaller than an eight-year-

All leading Wholesale Grocers handle

SWEET CAPORAL CIGARETTES.

The AMERICAN TOBACCO CO. OF CANADA, Limited.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by THE EMPIRE TOBACCO CO., LIMITED MONTREAL, QUE.

Sweet Content!

The contented man smokes my "Pharaoh" 10 cent cigars and stays content—the discontented man smokes them and **grows contented.** They never fail to please.

I know that this is so from the cheerful tone of the letters I get from my oldest customers—bright, happy, contented. Let me send you on a trial order for "contentment's sake," **for good profits, too!**

Payne's "Pharaoh."

J. Bruce Payne, Limited,
Granby, Que.

It is a lot easier to sell

SUCCESSFUL BRANDS.

THE WIDE SUCCESS OF

Kim
Harold H.
AND
La Fama

Cigars

is based on their fine quality, and great popularity with the smoker who knows.

BRENER BROS.

Cigar Mfrs., - - **LONDON, CAN.**

T. & B. 10c. Plug.

Put that in your pipe and smoke it.

The man who smokes T. & B. Tobacco knows a little more about Tobaccos than the man who contents himself with poorer makes that cost the same.

The grocer who sells T. & B. Tobacco knows his business.

The Geo. E. Tuckett & Son Co., Limited, Hamilton.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

Queen's Navy

Cut plug smoking,
The grocer's favorite,
Sells easily,
Pleases mightily.

ERIE TOBACCO CO.,

Limited

WINDSOR, ONTARIO

HORROCKS'

RONTO

Smoking Mixture

NOT MADE BY A TRUST.

T. J. Horrocks,

TORONTO

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,

MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

We, the men who make it,

believe in our tobacco. Do you suppose for one moment that we could or would make a poorer tobacco than a competitor? What's the use of our being in the business unless we are first? It is this point of view that has sent our tobaccos into every nook and corner of the Dominion.

CHEWING	SMOKING
—British Navy	—Tonka
—King's Navy	—Solid Comfort
—Beaver	—Pinchin's
—Apricot	—Hand-Made

The McAlpin Consumers Tobacco Co., Limited, Toronto

old child. Her height is four feet and she weighs 51 pounds.

No living skeleton in a side show ever had arms more frightfully emaciated than hers. No mummy's face was ever more withered, more lined, more sunken. Yet the little, gnarled hands at the ends of these emaciated arms are strong and capable, and the black eyes set in the wrinkled face shine with intelligence.

She discussed her "Rules of Right Living." Of these she is proud.

"I have used tobacco since I was 12 years old," she said, "and it has been a staff and a comfort to me. I have never smoked excessively. From four to six mild, clean pipes has been my daily allowance always. I have never smoked before breakfast, nor on an empty stomach. I have found that tobacco eases pain, helps the digestion of food, cures insomnia, and lightens sorrow. Therefore I recommend it to the world. Tobacco has made my life long and pleasant, and before I would give it up I would give up food."—Cigar and Tobacco Journal.

How Tobacco is Judged.

COLOR, burn and texture are the three things which the grower of tobacco has chiefly to consider. At present the trade calls for a light cinnamon-brown shade, which must be uniform, not mottled. The leaf when rolled on a cigar and smoked must leave a white or light ash, which does not flake off and fall into one's bosom or over his waistcoat, and it must not "coal," that is, have a black charred ring just behind the ash on the burning cigar. This is sure to give a bad flavor and taste. The leaf also must burn freely, and, when lighted, hold firm for a reasonable time. It must have a soft, silvery texture, glossy surface and the elasticity of a piece of kid, so that it may be drawn smoothly and closely about the cigar. Flavor is not wanted in Connecticut tobacco, for if there be much of it, it is sure to be bad. Perfect burn, color and texture can be got in the northern climate, but a delicate and agreeable flavor has not yet been obtained. Flavor is conditional upon soil and fertilizers. It is desirable, therefore, that the leaf be natural, without taste as far as may be. We get the flavor wholly in the Cuban filler. To obtain these qualities of leaf is the problem of the grower—a much more complicated one than meets the ordinary farmer.

Chamberlain Cigar Poster.

"The Canadian Grocer" was shown this week a handsome new poster now being issued by J. M. Fortier, Limited, Montreal, advertising their Chamberlain cigar. A life-size figure of the popular ex-Colonial Secretary is shown. He is "moulding the Empire." A large globe is opposite him showing the western hemisphere with the British possessions in red. Above is a cut of the Chamberlain cigar, and the words, "You'll enjoy every bit of it." Below, the information is given that "the Chamberlain cigar is the preferential 10c. cigar." This poster is handsomely designed and lithographed in colors, and, as it is the intention of J. M. Fortier, Limited, to placard Canada with this poster, it will soon be familiar to all our readers. It is printed by The Howell Litho. Co., Hamilton, Ont.

"For Maggie has written a letter to give me my choice between
The wee little whimpering Love and the great god, Nick 'o Teen.

"And I have been servant of Love for barely a twelvemonth clear.
But I have been priest of Partagus a matter of seven year;

"And the gloom of my bachelor days is flecked with the cheery light
Of stumps that I burned to Friendship and Pleasure and Work and Fight.

"And I turn my eyes to the future that Maggie and I must prove,
But the only light on the marshes is the Will-o'-the-Wisp of Love.

"Will it see me safe through my journey, or leave me bogged in the mire?
Since a puff of tobacco can cloud it, shall I follow the fitful fire?

"Open the old cigar-box—let me consider anew—
Old friends, and who is Maggie that I should abandon you?

"A million surplus Maggies are willing to bear the yoke;
And a woman is only a woman, but a good cigar is a smoke.

"Light me another Cuba; I hold to my first-sworn vows,
If Maggie will have no rival, I'll have no Maggie for spouse!"

—Rudyard Kipling.

The Defeat of the Americans.

During the week smokers have been rather astonished at the sudden rise in price of the American brands of cigarettes, says a writer in The London, England, Report. The cut prices have had a longer life than anyone ever anticipated, and I believe the experiment has proved a costly one to the American manufacturers. At any rate they are evidently at the end of their tether and the prices of all the brands of imported American cigarettes have been greatly increased, both wholesale and retail. The extra cost will, however, bear more hardly on the consumer, for the retail express themselves as fairly satisfied with the new order of things, which, they say, leaves them a fair margin of profit.

PIPES.

FALL IMPORTATIONS JUST ARRIVING.

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

ALL CANADIAN WHOLESALE GROCERS SELL

McDougall's Scotch Clay PIPES.

Tobacco Notes.

The office of The Empire Tobacco Co., Hamilton, was burglarized on Saturday last.

The W. H. Steele Co., Toronto, say that their sales of the Security cigar are steadily on the increase.

J. Picard, of The Rock City Tobacco Co., Quebec, was a delegate at the recent convention of the Canadian Manufacturers' Association.

T. J. Horrocks, wholesale tobacconist, Toronto, says that there is a satisfactory demand for all goods of the "Ronto" brand and manufacture.

A furious hail and wind storm sweeping over the Township of Mersea, Essex County, badly damaged the tobacco and corn crops of many sections of that township.

J. M. Fortier, Montreal, J. S. Neill, Granby, H. B. Witton, Hamilton, and W. H. Steele, Toronto, represent the cigar and tobacco fraternity at the Pacific excursion of the Canadian Manufacturers' Association.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Edited by
W. Arthur Lydiatt,
TORONTO.

It costs more to lose business by not advertising than to advertise.

The Making of Good Copy.

SOME writers of display copy, who happen to know a little about type faces, go to a ridiculous extreme in indicating the style of setting. We regret to see that the ad-writing schools teach their students to fill up the margin of their copy sheets with elaborate instructions as to indentions, and to sizes and styles of type. It is to be feared that it will take some of the "graduates" several years to get over this foolishness and learn the wisdom of giving the printer credit for a certain ad-sense and type-intelligence of his own.

The important thing for the ad-student to learn is to prepare his display copy in such a way that the compositor can see at a glance the effect to be produced, without stopping to decipher a lot of fool instructions penciled in a dozen different directions around the margin.

There are, to be sure, occasions where it is desired that type of a certain series and size shall be used. If so, and your copy is going to an office where you know they have that series, it is all right to indicate it. A certain amount of instruction is a help to the printer; but over-do the thing, and it becomes a hindrance.

The ad-writer is peculiarly fortunate who is handy enough with his pencil to lay out an ad in its true proportions. If the sub-heads are to go in a letter half the size of the chief headline, his ad-script shows it at a glance, without any marginal instructions. If a certain line is to go in a condensed letter, the copy itself proclaims it. That is the sort of writing the printer welcomes.

And the writer who can gain proficiency in laying out his copy about the way it ought to look when set up, helps not only the printer, but himself also. He is enabled to see what he is doing, and can study the display effect of his work before it goes to the case. As to indentions, it surely requires very little skill to write the copy so that it shows for itself where it is to be indented.

The ad-school that will do its students the most good is the one that will teach them to make good, plain, self-instructive ad-script, and not to get too gay in making marginal notes for the sole purpose of showing that they have been to school and learned the difference between gothic extended and old style antique.

Slouchy Advertising.

The time has gone by when the business man can afford to be slouchy in his dress, or when he will not lose trade by untidiness in his store and in the arrangement of his goods. These are instinctively recognized by the customers as defects and as marks of inefficiency. It is the same with his advertisements. If they are slouchy, carelessly prepared, crude in expression, ill-arranged typographically; if words are awkwardly and incorrectly used, the impression is produced upon the public that he does not fully understand his business. The ad, like the man, should be alert, urbane, well dressed, neat, dignified and good mannered.

It should be a gentlemanly ad, both as to its appearance and its manner of expression. It should be plain, but not uncouth; dignified, but not stilted; familiar, but not frivolous. It should avoid all stale and hackneyed phrases. It should not slop over merely to fill space. It should be neither sloppy nor slobbery. When it has said its say, it should stop. It should be neat, concise, compact telling of the story.

It should be fresh every day. People will not look with favor upon a merchant who fails to change his linen in accordance with the demands of cleanliness and neatness, and it will also fall away in its regard for the merchant who fails to change his ads.

A man is known by his clothes,
A store by its advertisement.

Don't dress your store in a shoddy advertisement.

Be sure that you have plenty of sound, strong wool. Don't advertise "all-wool" in an "all-cotton" way.

These requirements of modern advertising are most frequently and most successfully complied with by those merchants who, at fixed intervals, take up the subject of their advertising, and lay aside other tasks until it is attended to in a thorough manner, or by those who employ specialists to do this work for them.

What is Your Policy?

To have a clearly defined policy along the lines of the following extract from a Marshall Field ad must certainly insure success, if closely followed. These are real ideals for any retail store.

A FEW OF THE IDEALS OF THIS STORE.

"To satisfy every customer with every purchase.

"To see that every transaction is completed in an entirely satisfactory manner.

"To sell only goods of a dependable quality.

"To make every individual sale—every quotation—a forerunner of further business.

"To prove conclusively and beyond any question that our prices are absolutely the lowest.

"To build this business for the future as well as for the present.

"To perfect an organization which will have the highest place in commercial history.

"To make shopping a pleasure.

"To eliminate errors to the fullest possible extent.

"To improve each week, each day, in methods and system.

"To make every employe feel that he or she is a factor in the progress of the business.

"Many other points might be mentioned for which we are daily striving—but they are all included in this: To do just right every transaction—to anticipate the highest expectations of the public in every way which is possible to a great store."

THE FIRST SHIPMENT OF RAISINS.

A messenger hurried into the office of "The Canadian Grocer," Toronto, a few days ago, with a box of Valencia raisins on his shoulder. He said they were from T. Kinnear & Co. and were from the first shipment of new season's Valencia raisins to reach Toronto this season. The fruit was of the selected variety and was of most excellent quality. This, however, the trade has no doubt discovered by this time.

Established 1845

S. H. & A. S. EWING'S High-Grade COFFEES

COFFEES with a reputation founded on, maintained by, and constantly increasing by reason of their **MERIT**. Any grocer who studies his business knows the value of having a reputation for "**GOOD COFFEE.**" That is the kind we have to offer We have helped hundreds of grocers to make that reputation ; we can do the same for you. If our travellers do not reach you, write us stating your requirements, and we will be pleased to send samples and quotations. Handle **S. H. & A. S. EWING'S** High-grade **COFFEES**, and watch the results.

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

In Store This Week.

500 Boxes New Crop Trenor's Blue Eagle Valencias.
1,000 Boxes New Crop Armsby's Prunes, sizes 60/100.
1,000 Cases New Pack Owekayno Salmon.
1,000 Cases New Pack Clipper Salmon.
600 Cases New Pack Boulter's Tomatoes.

The F. J. Castle Company, Limited, - Ottawa.

TIP-TOP SOAP CHIPS

(IN CARTOON PACKETS).

Have come to stay and are now accepted as a "Household Necessity."

The Industrial Soap and Oil Co., Limited, TORONTO TELEPHONE, 1618 MAIN.
BRANTFORD " 483

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH
MALT VINEGAR Delicate in Flavor and Aroma. Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents :
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE COUNTRY FAIR.

ONE hears it said that the larger fairs are killing the smaller ones. If people say this it follows that they think it. It will be very unfortunate, however if the glamor of the large fair blinds our eyes to the value of the county or township fair.

The big Dominion, provincial and district exhibitions are possible just because the county and township fairs have flourished. The importance of this fact has not been perceived generally. The small fair is local in character, and is of interest chiefly to its own community. It makes for local excellence in stock, grain, roots, fruit, etc.

The stimulus of success develops ambition and fosters larger aims. Thus there are produced exhibitors who outgrow their community and are fitted to enter more severe competitions, where honors won are sweeter and more satisfying. The township fair is, so to speak, a lusty preparatory class fitting for the provincial or national university. Our Dominion Exhibition is the fruition of many years of local fairs.

The local fair is too good an institution to be allowed to die out. Comparisons can be very unfair and very hurtful. To compare a county fair with a provincial and to draw discrediting conclusions is most unjust. They are not in any sense competitive ; the one is the extension of the other. The strength of the larger is the strength of the smaller. Injure one and you hurt the other. Encourage the small fair and you insure the excellence and permanency of the big fair.

The stimulus of the small fair to its community has been already suggested. This feature of local exhibitions is not to be ignored. It seems to be inborn with us to strive for superiority over our fellows. In our games, in our living, in our business, competition is a primal law. At fair time this open and declared competition is permitted. There is, however, a preparation more or less prolonged for this annual occasion, and the good work of fitting up stock, of providing creditable exhibits of roots, fruits, grain, of better dairying, etc., has been a first-class education in everything pertaining to excellence. No man or woman honestly strives to attain to better things without there being an enrichment of the most enduring sort —the growth in ability, in appreciation, in genuine education.

There is still another aspect of the local fair worth noting : It provides manufacturers and others with a fine opportunity for demonstrating new implements, machinery, dairy apparatus, building features, home equipment, etc. The local public have both the temper and the leisure to investigate these offerings. Quite apart from sales made, the instructive character of such displays is of very great value. The country fair partakes of the nature of a school session in which, though there be many instructors, much good knowledge is imparted and acquired.

Time was when fair days were banner business days for local merchants. Accounts were scored, Winter purchases made, and the day's receipts went well up into the hundreds. But times have changed. Country folk visit town more frequently ; money is handled freely throughout the entire year ; credits are neither so long nor so general as they once were ; the distribution of business is more even. Moreover, the faculty of being able to take a day or so off for enjoyment has seen a wonderful development, and the strenuous life allows itself some indulgences. Fair day has come to mean a day at the fair rather than a "settling-up day."

The big fair lasting a week or a fortnight can attract only those exhibitors with time and means at their command. The country fair lasting a day or so prohibits none from entering the lists. The big fair yields richer rewards and distinction. But in its significance and in the sincerity of the interest evoked, the provincial fair exceeds not a whit the humbler local fair.

NEW SOLUBLE TEA.

A NEW soluble tea is out, and the Soluble Tea Syndicate, Limited, has been organized in India to produce and sell it ; it has been patented in India, and at present is applied only to Ceylon tea. The idea and patent in the main belong to J. Roger, who, of course, expects to reap a fortune by the widening use of the tea, which he hopes to effect by its introduction to armies, which, it is thought, will like it so well, for its convenience at least, as to find it indispensable. Mr. Roger will begin, it is understood, with the military authorities in India. Two continental armies have already agreed to give the tea a trial.

It is said that one can carry enough of the powder in the waistcoat pocket or belt to make one or two hundred cups, or the equivalent of several pounds of tea. The equivalent of a large chest of 100 pounds of ordinary tea can be carried easily with one hand, like a biscuit box. The powder will dissolve in cold water or water of any temperature, and make cold tea without a kettle or teapot, or even heat at all, which should recommend it for army use, especially on expeditions, or in out-of-the-way places.

Mr. Roger started the tea tabloid, and the firm he sold that invention to made a very good thing of it during the South African war. The tea tabloid invention was only a step toward the ultimate object he had in view, a soluble tea powder that would make tea with water of any temperature. For years all attempts failed, till Mr. Roger got Kelway Bamber, a well-known authority on the chemistry of tea, to interest himself in his ideas. It was thought a chemical or chemical process would be necessary, but the chemical process failed utterly, as the tea, though excellent in every other way, would not keep. Three years ago, however, another process was hit on purely mechanical, and so the present soluble tea resulted.

"SWEET POTATO" SUGAR.

THE island of Formosa will soon become, under the wise economic administration of Baron Kodama and Dr. Goto, says The Straits Times, one of the great sugar-producing regions of the world. Sugar is made there from the sweet potato. There is an almost unlimited market throughout the Eastern world for sugar, and the Japanese administration in Formosa is wisely availing itself of the splendid opportunity for developing and supplying this market. It is estimated that at least one-half of the island is adapted to the growing of the sweet potato for sugar manufacture. The climate is moist and favorable, and the soil is as fertile as that of the Hawaiian Islands or of Java. The range of temperature is from 75 to 100 degrees Fahrenheit. The sugar section extends from the middle to the southern end of the island, and in this section rain occurs every day from May until the latter part of September, which is the growing season, and then there is no rainfall whatever until the following May, affording a perfect season for harvesting. The first sugar company was established about two years ago. In 1901 the product of sweet potato sugar was 20,000 bales, and last year it was estimated that it would reach 60,000 bales. The profits of the industry are encouraging, as one acre of land will produce 10,000 pounds of potatoes—worth about 80 yen, or $40 (gold)—and manufacturing expenses are only 75c. for 1,000 pounds of sugar. Wages are low, a laborer receiving only about 12 to 16c. a day. In such circumstances there is no reason for astonishment at the rapid development of the industry.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

COWAN'S

Perfection Cocoa (Maple Leaf Label).
Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White.

**Cowan's Swiss Milk Chocolate,
Famous Blend Coffee, etc., etc.**

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO.

WRAPPING PAPERS.

Do you prefer to have your parcels reach your customers in good condition? Our brown and manilla wrapping papers are strong, durable and reliable. Weight full and 480 sheets to the ream.

MADE IN CANADA
BY THE
Canada Paper Co., Limited
TORONTO MONTREAL.

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

BERLIN BRUSH CO.

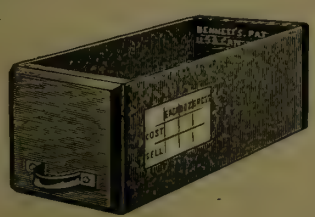
WATERLOO.
Manufacturers of
Fine Whisks, Brooms, and Brushes

We want your trade, and if your name is not on our travellers' list, let us know and we will send our quotations or have a man call at earliest opportunity.

...THE...
Bennett Manufacturing Co.
(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware, Grocery, Seed and Drug Trades.



556 Dundas Street, Toronto.
SEND FOR PRICE LISTS.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

DO YOU SELL IT?

BROCK'S BIRD SEED.

GIVES HEALTH AND CONDITION TO THE BIRD.

PROFIT TO GROCER.

NICHOLSON & BROCK, TORONTO.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Flies spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

Keen's Selling Lines are Keen Selling Lines.

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

Robinson's Patent Barley?

It is a perfect food for infants and invalids, put up in 1-lb. and ½-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited

LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

September 24, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

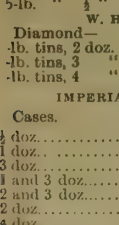
W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½ lb.	4 10
1 "	5 "	7 30
1 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50
Sizes.	Per Doz.
Cleveland's Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO..

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size.	
Full price list on application.	

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 35
" " " B, 4 "	3 95
Boeckh's Bamboo Handles C, 3 strings	3 70
" " " D, 3 "	3 50
" " " F, 3 "	3 20
" " " G, 3 "	2 95
" " " I, 3 "	2 60

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland 9 50	10 00
½ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lb
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

—if you value your customers' trade, and
—quality counts for anything with you,
—**always** and **ONLY** buy

CROWN Brand SYRUP

We have the **only** experienced **syrup maker in Canada,** and every tin and package is put up under his direct supervision and the quality is guaranteed by us.

Look for the "Crown" on the tin.

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, QUE.

Cocoanut.

L. SCHEPP & CO.

	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
⅛ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
⅛ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—

Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books .....3 cents each
5 00 books .....4 "
10 00 " .....5½ "
15 00 " .....6½ "
20 00 " .....7½ "
25 00 " .....8 "
50 00 " .....12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00

RECKITT'S BLUE and BLACK LEAD

Always give your Customers Satisfaction

Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

½-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins		0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35

"Old Crow," 12-lb. boxes—

½-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked " "	"	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

"Bee" brand, 8 oz., cases, 120 pkgs.		Per
" " 10 oz., cases, 96 pkns.		case
" " 16 oz., cases, 60 pkgs.		$2 75

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. , cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06⅔
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch -	
1-lb. packages, boxes 40 lb.	0 06½

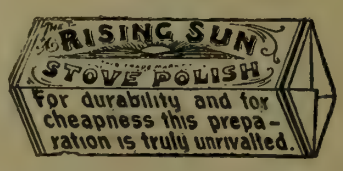
ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05¼
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

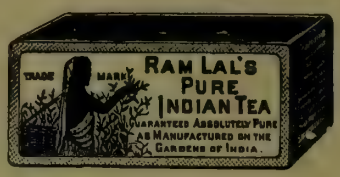
Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½s	0 21	0 26
Green Label, 1's and ½s	0 22	0 30
Blue Label, 1's, ½s and ¼s	0 30	0 40
Red Label, 1's and ½s	0 36	0 50
Gold Label, ½s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., " " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55



Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.		0 35
" " 30 1-lb.		
" " 120 ½-lb		0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½s	0 19	0 25
Orange Label, 1's and ½s	0 21	0 30
Brown Label, 1's and ½s	0 28	0 40
Brown Label, ½s	0 30	0 40
Green Label, 1's and ½s	0 35	0 50
Red Label, ½s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes		$0 42
" II 40-lb. boxes		0 40
" III 80-lb. "		0 37
"Condor" IV 80-lb. "		04 3
" V 80-lb. "		0 30
" XXXX 80-lb. boxes		0 25
" XXXX 30-lb. "		0 26
" XXX 80-lb. "		0 22½
" XXX 30-lb. "		0 23½
" XX 80-lb. "		0 20
" XX 30-lb. "		0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 30

Black Teas—"Nectar" in lead packets—

Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " —Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 50

"Condor" Ceylon black tea in lead packets—

Green Label, ¼s, ½s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb., in 5-lb. tins		0 35
No. 2, cases 50 lb.	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb., in 5-lb. tins		0 29
No. 3, cases 50 lb.	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb., in 5-lb. tins		0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb.	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10⅔oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10⅔ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

	Per gal.
E. D. MARCEAU, Montreal.	
EMD, pure distilled, highest quality.	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Sld. Bk. Globe	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 75
" " 1	8 60
" " 2	7 50
" " 3	6 45
Pails, No. 1, 2 hoops	1 77
" " 3 "	1 93

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

Established 1825.

Bertrand & Co.'s

3 Factories in France
are
Lyons
Grigny and
Le Havre,

—where they manufacture the finest
—quality of

MACARONI
VERMICELLI
SPAGHETTI

—and
Fancy Alimentary Pastes.

The firm obtained the **HIGHEST AWARDS** at **ALL EXHIBITIONS.**

NOTE Special quotations to the wholesale trade, for direct importation, or from our stock in Montreal.

HENRI JONAS & CO.

AGENTS

MONTREAL, P. Q.

BE WISE

PLACE YOUR ORDER WITH A RELIABLE FIRM FOR THE FOLLOWING GOODS :

We Are Leaders

100 CASES Best Table FIGS, in boxes. Size of fruit, 1-7/8 inch., 2, 2¼, and 2¾ inches. 12-oz. boxes and 1-lb. boxes, Glove Shape. Part shipment of these now on the way.

2,000 TAPNETS COMADRE FIGS, "Not Malagas." Finest quality, about 33 lbs.

1,000 BOXES MALAGA Choice "Seeded RAISINS," 1-lb. cartoons. "Something New." "Attractive Package."

1,000 BOXES Choice SULTANA RAISINS, all grades, square and flat boxes.

1,600 BOXES MALAGA Choicest LOOSE MUSCATELS, 2-crown RAISINS, 22 and 50-lb. boxes.

100 BALES Best Quality "SICILY FILBERTS."

50 BALES PURE "MAYETTES" GRENOBLE WALNUTS, to be here shortly.

These are part of our purchases to arrive in October and November. All of the best quality. Our prices, as you know, are always the lowest. Let us hear from you.

We Want Your Trade

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of TEAS, WINES and LIQUORS.

Distributors of the Famous "UBERO" Coffee.

MONTREAL, Sept. 23rd, 1903.

Codou's French Macaroni, Vermicelli and Pastes.

The glutinous, nutty-flavored Wheat grown on the borders of the Black Sea has given a world-wide reputation to Codou's Macaroni and Vermicelli. No other wheat can possibly produce such white, tender, delicate Macaroni. ***Codou's is the standard.*** Its high quality has never been jeopardized by an inferior product. ***It never will be.***

Stephens' Malt Vinegar.

Genuine English Malt Vinegar, whose quality never varies from year to year. Brewed by Messrs. Stephens in one of the model breweries of the world, where all the piping is of vulcanite. You won't find a brew here and there that is better or worse than the one that preceded it, because each particular brew must reach the one high standard that has made it famous. You can depend upon the quality ***always,*** when you buy Stephens' Malt Vinegar.

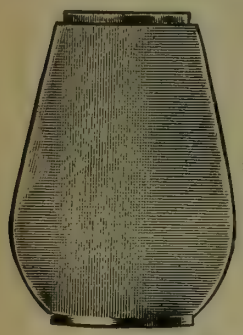
Sold by leading wholesalers everywhere.

A. P. TIPPET & CO., Agts.

8 Place Royale, MONTREAL.

20½ Front Street E., TORONTO.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG Limited

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

The Scale With Brains.

A great many merchants with brains are using Toledo Springless Automatic Computing Scales. The reason all merchants with brains are not using them is because they have not seen them. As soon as the merchant with brains sees The Toledo Scale, the Scale with brains, he recognizes an affinity and orders one. No down weight, no over weight, no human aid necessary.

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

James Ewart

MANUFACTURER OF

High-Grade Delivery

WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 1188.

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

MANUFACTURERS OF

Crown Brand Flavoring Extracts and Confectioners' Specialties.

SOLE AGENTS FOR CANADA FOR . . .

"Kkovah" Household Specialties.

"KKOVAH" specialties have established a record wherever introduced. They give every satisfaction to the user and good profit to the grocer.

"KKOVAH" Jellies (all flavors).
"KKOVAH" Custard Powders.
"KKOVAH" Blanc Mange Powders.
Etc. Etc.
"SY MUZ" Linen Glosser,
unequalled for the laundry.

THE GREIG MANUFACTURING CO., LIMITED, MONTREAL.

O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :

Established 1824

Batty & Co.
LIMITED
Sauce and Pickle Specialists,
LONDON, S.E.

"Sterling" Brand Pickles

are pickles that sell.

"Quality," that's our motto. The best pickles and "Sterling" Brand Pickles are synonymous terms. They are easy to sell the first time and the second time they sell themselves. Keep well stocked with this brand and your customers will always know just where they can get a good bottle of pickles.

The **T. A. LYTLE COMPANY,** Limited
124-128 Richmond St. West, TORONTO.

Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, - - TORONTO.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

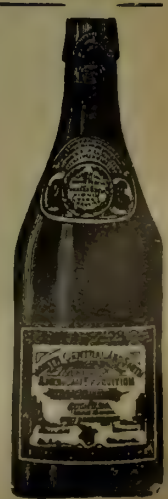
Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



Teas that are

always **Pure,**
Healthful,
Invigorating,

and profitable
to handle

They may be imitated but
can never be displaced in
public favor.

To hold your
trade buy

JAPAN TEAS

Something New.

About **November First** we will have something for your consideration which will be an entirely new move, and we are sure it

Will Interest You.

The Wallaceburg Sugar Co., LIMITED

WALLACEBURG, ONT.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

Some one said of Lord Byron

that he "awoke one morning to find himself famous." The speaker overlooked, however, the years of patient striving that preceded fame.

The thousands of dealers throughout Canada who sell Tea Rose Drips are mightily pleased with its good selling quality, and they wonder perhaps why its equal is never obtainable.

This selling quality is like Byron's morning of fame—the result of continuous effort on the part of the makers to produce an article of uniform high quality.

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Machine Cut Mixed Peel

In ½-lb. and 1-lb. Drums.

This is cut small and READY FOR USE, and is greatly appreciated by the housewife, owing to its rich quality, and labor saved.

ROSE & LAFLAMME,
Agents,
MONTREAL.

"Ceylon Tea and Success go Hand-in-Hand"

The enormous success scored by Ceylon Tea is sufficient evidence of its superior value. It entered the market after other teas had established a reputation and quickly secured for itself the top place in popular favor.

CEYLON GREEN TEA, CANADA'S FAVORITE

British Columbia Salmon

TWO BRANDS WHICH WILL HELP YOUR BUSINESS

Maple Leaf
Lowe Inlet

The British Columbia Packers' Association,

VANCOUVER, B. C.

All Storekeepers

work too hard and should have another clerk, but they say they can't afford it. We can put you in the way of hiring the extra clerk

Without Cost to You.

WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

We have a very attractive one-pound tin of

Social Tea Biscuit

on the market now. It is a nice package for special occasions. Try a dozen.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. *King and Bathurst Streets, TORONTO.*

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

IT IS NO USE

disputing that the quality must be all right, or else

"REINDEER" BRAND

Condensed Milk would not have held its place at the top for half a century.

THE TRURO CONDENSED MILK AND CANNING CO., Limited, TRURO, N.S.

LIPTON'S TEAS

Have the largest sale in the world.
Direct from our own gardens.

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

WRITE TO THE AGENTS—

Laporte, Martin & Cie., - - - Montreal.

If You're a Grocer Who Advertises

—who is going to advertise or who should advertise—in fact, it you want to sell the most goods and make the most money possible, you ought to have a copy of "100 Good Ads for a Grocery Store," a book of ideas for ads — thought-stimulators and business-getters—every one of them.

Each one presents some convincing argument about your business — about the goods in your store—just as well as though specially written for you.

Sufficient copy for a year's advertising, allowing two ads a week—a lot of bright remarks suitable for ad headlines, show cards, etc., and an introductory talk on best methods for grocers.

All for one dollar—truly a big dollar's worth,

SEND A DOLLAR FOR A COPY—NOW.

MacLean Publishing Co.,
TORONTO.

THE AUER GAS LAMP

"Turns night-time into day-time"

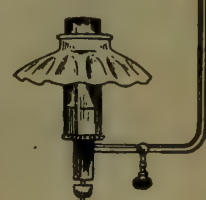
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR
OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

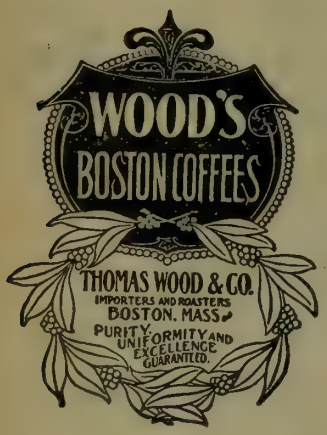
GREEN CEYLON TEAS

That strongly appeal to good judges of value who have an eye to profit. We have them to retail at 25 cents and up—just the kind of value that will enable the retailer to make a handsome profit and delight consumers. Ask our travellers for quotations, or write for samples.

Our range of all grades of Tea is large and contains many splendid bargains.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

BRANCH CANADA GROCERS, LIMITED.



WOOD'S COFFEES

The Foundation of a Good Breakfast.
The Corner Stone of the Successful Merchant's Business.

THOMAS WOOD & CO.,

No. 428 St. Paul St., = = MONTREAL.

WE ARE THE MANUFACTURERS AND CONTROLLERS OF THE

Famous TARTAN Brand

Canned Fruits	Canned Vegetables	TEAS	Extracts	New Tartan Peels in store
—Salmon	—Tomatoes	—Rob Roy Tartan	Spices	New Tartan Valencias in store
—Syrup	—Peas	—McLeod "	Coffee	
—Molasses	—Corn	—Gordon "	Baking Soda	
	—Pumpkin	—Royal Stuart "		

Write, telephone, or telegraph at our expense. QUICK DESPATCH.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

Fruits and Nuts to Arrive.

Write us for quotations on New Valencias and Currants; also Nuts of all kinds.

CANADA BROKERAGE CO., LIMITED

48 WELLINGTON ST. EAST, TORONTO.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

POLITICIANS pay pretty close attention to the meetings of various organizations, be their present size small or great, for one can never tell but that from a "cloud no bigger than a man's hand" may grow a storm that means wreck and ruin. Hence it is that while the gathering of so powerful an organization as The Manufacturers' Association attracts a great deal of notice and discussion here, the smaller meeting of The Farmers' Association is by no means overlooked. Members have not forgotten the rapid growth of the Patrons of Industry, and how that party melted old party lines as if by magic, bringing about the unexpected in so many counties that had for years been considered the safe preserve of the one party or the other.

* * *

The labor men had made overtures to the farmers for co-operative work, and the platform of the Trades and Labor Council came under discussion in consequence. Its planks are certainly radical and advanced enough to suit the most demanding in that line, and while on some of them all progressive men may stand, we fancy that there are others which are nothing less than chimerical in character. Nor can we imagine that any very close union can be formed anyway between the farmers and the labor men. On the great subject of tariff there will always be a good deal of difference between them. The labor man will continue to favor high protection, which will mean big profits for the manufacturer, a share of which he has learned very well how to wring out of his employer, while the farmer, the consumer of these same goods, will always set his face to a moderate tariff, one which, in his opinion, will keep the manufactories going as consumers of his raw material, but which will not unduly enhance the cost of ,the manufactured product to him.

* * *

Two of the planks of the labor platform are of more than passing interest. (1) the right of recall of representatives by the voters, (2) the abolition of war. Let us treat of them shortly in their order.

It is argued by the supporters of this platform that members frequently go back on the pledges made when seeking election. But who is to be the party or parties to say just what exact pledges have been made, and who again is to decide what constitutes a breach of them? Under our constitution a representative of the people in the Dominion House can hold his seat at the outside for only five years. In actual practice we know that a Parliament seldom lives out its allotted span, and we fancy we are about right when we say that four years is a fair average for the length of a member's lease. At the end of that time he must again face his electors, and if he has indeed been untrue to the pledges he has made, his fate is in their hands. It is then not a few who pass upon his conduct, but the whole body of his electors. We feel that, as it is, the independence of members is somewhat hampered, in the case of weaker brethren, by the fear of what their electors may do to them if they cast a vote in a certain way. On the spot, with full information before him, a member, if educated and intelligent as a representative should be, is in a far better position to judge of a subject than are his people reading newspaper articles of sometimes very little value. It is his duty, we conceive, to use his best judgment in a case of this kind, and he is no true friend of the men who sent him to Ottawa if he gives a vote against what he really thinks to be right, merely to secure a few supporters in his next contest from some prejudiced and ill-informed class.

As to the abolition of war, that sounds very well, but how is it to be accomplished? No man likes a war for war's sake. It means financial loss to him who stays at home, and bodily suffering to him who goes to the front. But how, again we ask, do our friends propose to abolish war? Are we to give up all preparation for national defence in hope that our good example will be followed by a host of states, civilized and semi-civilized? Is moral suasion to bring all the other nations of the earth into line? Or is there any great difference after all between police protection in private life and national protection in public life? We know that it is wrong to steal, murder, and burn, and yet there are still many in the community who commit these crimes, and hosts of others who would do so but for the protecting arm of the law. We know that war is horrible and wicked, but we are equally sure that it is raging now in many quarters, and that for centuries past the world has never been altogether at peace. Yes, it sounds well, this abolition of war, but we fear that until the millennium comes and the disturber of all peace is chained for a thousand years, the abolition of war will be something for debating societies to discuss, rather than for practical men to undertake.

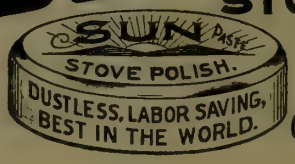
* * *

The meeting of the Executive of the Lord's Day Alliance here has aroused much more interest among parliamentarians than would have been the case under ordinary conditions. The decision handed out a few weeks since by the Judicial Committee of the Privy Council, to the effect that the Ontario Lord's Day Act is ultra vires, caused uneasiness at the time in those members whose political sagacity anticipated the very action taken by the alliance, an application to the Dominion Government for legislation similar to that enacted by Ontario and declared beyond her jurisdiction.

* * *

There is nothing which arouses such bitterness as a moral or religious question thrown into the political arena. But a few years ago, treating of time in the life of nations and not of individuals, dogma was backed up by the strong hand, and Catholic slew Protestant, or Protestant slew Catholic, according as the one or the other was in the ascendant, while both very impartially doomed to the tar barrel or the horse pond poor old half crazed women, yclept witches. To-day milder counsels prevail, but even in this 20th century less liberality is shown in allowing for the opinions of others on questions religious or semi-religious than one could well wish. The alliance man or the prohibitionist is dubbed "crank" and often "hypocrite" by him who holds opposite views, while he in turn is called drunkard, reprobate, and infidel, by his zealous opponent. This being the case, the politician naturally dreads the appearance in the political field of a question such as Sunday observance. He knows that he will be characterized in every section of his county, and that by men so firmly convinced of the correctness of their own views that they impute insincerity, if not worse, to

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

the unfortunate candidate who does not share them.

In Canada we have different races and religions. What to the Scotch Presbyterian and the English Methodist seems grevious sin to do upon the Lord's day, is looked upon by his fellow Canadian of German Lutheran or French Catholic origin as harmless amusement and even necessary recreation, while between the two stands the Anglican Communion, less strict than the former, but more exacting than the latter. Now the Dominion Parliament cannot legislate for a territorial part or a single religious denomination. What law it passes must be for the Dominion as a whole. In this has been the difficulty with regard to temperance legislation, nor are the divergent views to which we have alluded confined to race and religion alone. Territorial differences also exist. The west is notoriously less strict in matters of Sabbath observance than is a part at least of the east, and legislation which would be accepted with marked approval by Ontario would be met with a storm of protest in British Columbia and the Territories. This being the case, the members of the alliance will do well to frame their request in a spirit of moderation, if they wish for legislative fruit. Even in Ontario public opinion is not so strict as it was a quarter of a century ago, when to "whustle on the Sabbath" was a grievous crime. Toronto, Toronto the good, church-going Toronto, which more than once rejected Sunday cars, at last accepted them, and if we may judge from the traffic returns she has passed from the coldly suspicious stage in which she first regarded them, till now she may be said to hug them to her bosom. The church-goers themselves make great use of the cars to conduct them to their favorite places of worship, and to the doors of one sacred edifice we wot of, an edifice in which many years ago glue was poured upon the keys of the then new organ that the "kist o' whustles" might be prevented from giving forth its impious sounds, scores of sedate and pious folk are carried Sunday after Sunday by the once hated agency. Quebec as a province will not support stringent Sabbatarian legislation—we know the fate of the temperance ship when it struck upon the rock of her almost solid opposition—the west will not stand for it, while a score of counties in Ontario and half as many in the Maritime Provinces would be against it. Let us hope that our friends will recognize these facts and acknowledging that half a loaf is better than no bread accept at the hands of Parliament such a law as will be well received all over Canada, a law which, while it may not secure the Calvinistic Sabbath, will at least save us from the turmoil and moral dangers of a "European" one.

* * *

During the dying hours of the N.T.R. debate, the Opposition submitted many amendments, among which was one by Mr. Bennett, reading in part as follows: "That no contractor or sub-contractor on the said railway shall employ any Chinese labor or workman in the construction of the said railway, etc. This is of interest to two great classes in Canada, the laborers and the farmers. As to the former, if Chinese labor is excluded there will be all the greater demand for whites. But such a provision, as pointed out by Mr. Thompson, of Haldimand, would bear rather hardly on the farmer. The latter is at present very much put to it to obtain the necessary laborers for his farm work. Now we have already in Canada a considerable number of Chinese in British Columbia, a number not likely to be greatly increased, because only this session Parliament has placed upon them a poll tax on coming into the country of $500 each. The question is not then "will there be a large influx of Chinese in case a clause similar to Mr. Bennett's does not become law," but "are we or are we not to employ the Chinese we already have in the country to do railway construction work?" We know that already there is a shortage in the labor market, the manufacturers in congress assembled have recently announced that they alone could employ ten thousand additional hands—we have already alluded to the lack of farm laborers. Now we know that Chinamen will not alter this state of things, while we are equally sure that they can and will work on railways if given an opportunity. That being the case why prevent those already in the country from working at what they are fitted for? If we do so prevent them what will be the result? The work will have to be done entirely by white labor. Where will that white labor come from? To some extent immigration may supply it, but our country is developing so fast that those who come in are immediately absorbed, either going on the land and creating a new demand for labor in factories and forests to supply the wants of the new markets they create, thus accentuating the present stringency, or engaging in mining operations, on Government works or what not. It just comes to this: In any case we will have to draw to a large extent upon the resources of our already strained labor market, and the heavier the draft the greater will be the difficulty for our manufacturers and farmers to carry on their operations profitably and at full blast. Let us not then exclude the Asiatics already in Canada from doing that work for which they are fitted, and let us give these great classes, the farmers and the manufacturers, a chance.

The Salada Tea Co. report that their increase of business during the first eight months of this year over the corresponding eight months of last year was equal to their total output during the same eight months of 1898.

A Few Seasonables Just To Hand:

Shinola Boot Polish, Black Beauty Boot Polish, Ash Sifters, Puddine, McEvoy's Honey, New Currants, New Raisins, New Peels, Bollman's Vinegar, Burnett's Coffee Clear, English Rock Candy.

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

This is the season for Baking in the home.

Your customers will be delighted if you sell them

JERSEY CREAM YEAST CAKES

They make the lightest, sweetest and most wholesome bread of any yeast in the world. **Order through your Wholesale.**

HAMILTON YEAST CO., - - HAMILTON

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

NEW FIGS

have arrived and in store

10 and 28-lb. boxes pulled figs.

☞ **Quality extra good this year.**

JAMES TURNER & CO.

Wholesale Grocers, - - - - HAMILTON.

IN STOCK
NEW CROP
SELECT VALENCIA RAISINS
CANDIED PEEL
LEMON, ORANGE and CITRON PEEL.

Thos. Kinnear & Co., 49 FRONT ST. EAST, Toronto.

"NOTHING BETTER"

OUR JARS AND LABELS ARE BEING CLOSELY IMITATED.

THESE ARE GOOD LINES, GROCER.

"NEVER BECOMES HARD OR DRY"

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,
Manufacturers and Agents, TORONTO.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. Inquiry has been received from a Yorkshire firm for the names of Canadian houses open to buy serges direct from their factory.
2. A Gloucester firm making a specialty of indoor and table games desires to find business openings in Canada.
3. The names of Canadian manufacturers of hosiery and woollen goods desiring representation in Ireland are asked for by a gentleman resident in Dublin.
4. Inquiry is made for the names of owners of crude asbestos mines in Canada.
5. A Paris firm wishes to be placed in communication with producers of Canadian wood pulp desiring to be represented in that city. They are also willing to do business in other classes of Canadian goods, and to act as buyers of French goods for Canadian houses.

[The names of the firms making the above inquiries can be obtained on application to the Editor of THE CANADIAN GROCER.]

CANADIAN CORRESPONDENCE COLLEGE.

The Canadian Correspondence College, Limited, is an institution chartered under Canadian laws and established with the object of placing superior educational advantages within the reach of all who desire self-improvement. This college is appealing perhaps especially to the business community, with its thorough and practical commercial courses. A technical education is becoming daily more necessary in all branches of life, and it is certainly newhere more necessary than in the business world.

The authorities are making a special effort in advising and helping the younger men and women who are anxious to make the greatest possible success of their life. Particulars are furnished on application.

Business Changes

ONTARIO.

THE stock of J. A. Wright & Co., general merchants, Kingsville, was advertised to be sold by bublic auction on September 30.

Page & Co., grocers, Ottawa, are selling out.

J. B. Filiautrault, grocer, Ottawa, is deceased.

Wade & Co., grocers, Brockville, have dissolved.

De Carteret & Co., grocers, St. Thomas, have sold out.

Gratton & Frere, grocers, Ottawa, have started business.

J. A. Higginson, grocer, Ottawa, has succeeded Page & Co.

H. B. Hunt, miller, Beeton, is advertising his business for sale.

A. D. Farr, general merchant, Mimosa, is advertising his business for sale.

F. L. Bear, Dresden, has sold his general store business to Jael Phillips.

A. McLean has succeeded to the general store business of Currie & Co., Rosemont.

Wheatley & Pinchin, bakers, Toronto, have been succeeded by The Pinchin Baking Co.

J. P. Cameron & Co., general merchants, Finch, have assigned to John C. Milligan.

Lvone & Co., grocers, Fort William, have sold their business to Fraser & Oakley.

James Agnew, grocer, boots and shoes, Teeswater, has sold his business to James Elliott.

John R. Philp, general store and sawmill, Milberta, has disposed of his general store business.

The assets of the general store business of Wilson & Colborne, Vankleek Hill, have been sold.

Peter Maitland, Clinton, has sold his grocery and crockery business to R. Graham, of the same place.

G. W. Ravcroft has succeeded to the grocery business of (estate of) Richard Ravcroft, Hamilton.

QUEBEC.

A. F. Craig & Co., grocers, Montreal, have dissolved.

H. Breton, grocer, Quebec, has effected a compromise.

Joseph A. Gagnon, wholesale grocer, Quebec, has registered.

Beaulieu & Lalonde have been appointed curators to L. Beaulieu & Co.

Bastien & Freres, grocers, provisions, etc., St. Louis, have registered.

The assets of the general store business of Nap. Belanger, Plessisville, are to be sold.

G. Guimond, general merchant, St. Angele, has assigned; V. E. Paradis, pro. guardian.

A. Lajoie, general store and lumber merchant, L'Anse Au Foin, has assigned to V. E. Paradis.

A meeting of the creditors of Chas. Fortier & Co., grocers, Montreal, was held on the 28th ult.

A sale of the assets of the grocery business of Henri Dessaint, Montreal, took place on the 28th ult.

A meeting of the creditors of J. O. Massicotte, general merchant, Chicoutimi, was held on September 30.

Kent & Turcotte have been appointed curators to Pagnuelo Freres, wholesale grocers and liquor dealers, St. Hyacinthe.

MANITOBA AND N.W.T.

A. O. Paquin, general merchant, Elie, has sold his business to Edward Payment.

Crow's Nest Jobbing Co., Blairmore, have sold their general store business to Murdoch McKay.

It is reported that George Casebeer, grocer and hardware merchant, Carstairs, has sold out.

BRITISH COLUMBIA.

A. R. Johnston & Co., general merchants, have sold out the Ladysmith branch of their business to J. A. Blair & Co.

NEW BRUNSWICK.

The stock, etc., of Hinds & Wasson, grocers and butchers, St. John, was advertised for sale by auction on September 26.

A goldfish farm in Indiana produces annually 150,000 fish, which realize a profit of $20,000. This is said to be the largest in the world.

UPTON'S
JAMS, JELLIES
and MARMALADE

WHEN ASKED FOR SHOULD NOT BE FOUND WANTING.

EVERY GROCER MUST KNOW OF WHAT VITAL IMPORTANCE IT IS TO BE ABLE TO SUPPLY EVERY DEMAND.

HOW IS YOUR STOCK OF THESE GOODS?

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

All fruits look like a purchase at present quotations. Valencias are climbing up in the primary markets and will probably go higher. We are booking orders now for both present and future delivery of

SEEDED
MUSCATEL
RAISINS

"Choice" and Fancy Grades

16 and 12 ounce packages.

Best Packers.

THE
Davidson & Hay,
LIMITED,
Wholesale Grocers,
TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Irish Cheese on Glasgow Market.

FOR the first time within the memory of man Irish cheese has been sold this season on the Glasgow market. The cheese came from between Limerick and Cork. It was the make of a former Wigtonshire maker and had all the qualifications of a rich Wigtonshire cheese. Probably what has induced the starting of cheese-making in Ireland, more than anything else, says The Scottish Trader, has been the falling off in the demand for butter. Last year a large quantity of Irish butter was made, so large in fact, that it became a drug in the market.

A future is looked for in the production of cheese in Ireland.

The Color of Eggs.

A correspondent in The Newcastle Journal discusses the color and quality of hen's eggs. It appears that, at a recent local show, there was dissatisfaction because the prizes were not given for brown eggs rather than for white ones, irrespective of size. There is a widespread notion that eggs of a dark brown shade are better flavored and more nutritious than white eggs. It is pointed out, however, that the color of an egg's shell can have nothing whatever to do with the quality of the egg. The egg is already formed, fully constituted as regards yolk, albumen, and enclosing membrane, before it reaches that part of the oviduct wherein it gets the addition of a shell.

Canadian Butter in London.

London advices report a good demand last week for Canadian butter, particularly for fresh arrivals. Prices, however, have not materially advanced, but an early rise is expected. Choicest salt sold for 95s. to 96s. per cwt.; saltless for 98s. to 100s. per cwt. Canadian cheese was in good demand, notwithstanding the regular weekly advance in prices, which are now 5s. in excess of prices a year ago.

Will There be a Shortage?

It appears that there is about only one-third of the butter in cold store in England that there was last year, says Cold Storage. Our imports are about 1,500 tons below last year, instead of 5,000 tons in excess of the previous year as they were twelve months since. As our normal increase of imports for the last ten years averages 8,000 tons annually, there is a shortage of 14,500 tons to be made good by the end of December before we are in the same relative position as last year.

Dairy School Superintendent.

J. W. Mitchell, B.A., of Kingston, has been appointed superintendent of the Eastern Dairy School there. The salary will be $1,500 per annum, dating from September 15. The position was rendered vacant by the resignation of J. W. Hart.

Trade Prospects in Transvaal.

Among the imports into the Transvaal, South Africa, for the first five months of 1903 were: Animals, $1,850,000; butter, $695,000; groceries, $545,000; meats (fresh and cured), $3,210; preserved milk, $695,000.

In the matter of meats at least Canada should be able to look after a good share of this trade.

A Saintly Trader.

St. George, the patron saint of England, was a bacon dealer of Cappadocia, says Grocery. How and why he became the patron saint of England is a mystery. He did good trade in bacon, and made money out of army contracts. There is nothing new under the sun, and perhaps some of the present day contractors, who have made fortunes out of the South African War, may be trotted out as saints some 2,000 years after this.—Grocery, (Eng.)

Cheese Markets.

Belleville, Sept. 26.—At Cheese Board to-day, 2,230 boxes registered, 1,950 white and balance colored; 1,200 sold at 11 3/4c.; 11 5/8 to 11 3/4c. bid for balance.

Cowansville, Que., Sept. 26.—At the weekly meeting of The Eastern Township Dairymen's Association here to-day 34 factories offered 1,340 boxes cheese, 22 creameries offered 1,339 boxes of butter. Cheese sold at 11 5/8c. to 11 7/8c.; butter at 21½ to 22c.

Alexandria, Sept. 26. — This evening 1,355 cheese were boarded, 929 white and 426 colored. All sold at 11 7/8c.

Cornwall, Sept. 26.—At the Cornwall Cheese Board to-day 1,891 boxes were boarded and all sold but two lots at 11 3/4c. to 11 7/8c. The sales were: Hodgson Bros., 591; J. Alexander, 483; Ayer Co. Ltd., 229; Miller & Riley, 414; T. S. Williamson, 24; A. W. Grant, 40; unsold 80.

London Provision Prices.

Thomas Nesbitt & Co., in their prices current of Irish and foreign provisions, dated London, September 14, report: A fair business doing in most classes of provisions.

Butter—A quiet tone has prevailed during the week.
Bacon.—In steady demand.
Hams.—Quiet.
Lard.—In good request at higher prices.
Eggs.—Fair business passing.
Cheese.—Firm and in good demand.

Profitable Trade in Chickens.

A late bulletin issued by the Department of Agriculture at Ottawa on the subject of Illustration Poultry Stations reads in part: Within the last few years the consumption of chickens has increased in Canada; the price for plump chickens has advanced. Both the increase in consumption and the advance in price are due to the business of crate fattening chickens. The chickens that realize the highest market price to-day are chickens that are fatted and prepared for market in accordance with the directions issued by the Dominion Department of Agriculture. Chickens from the Ontario and Quebec Illustration Stations were sold a few days ago to Mr. Henry Gatehouse for 12 cents per pound live weight; and to the Canadian Produce Company, Toronto, Ont., for 11 cents live weight. These are profitable prices that can be obtained by any farmer shipping the same quality of chickens to Montreal or Toronto.

Proivsion Notes.

A Woodstock dealer is reported to have received an order for 20,000 chickens for shipment to England.

Last year the value of hogs sold or slaughtered throughout Ontario was $20,154,190. In 1901 the total value was $17,548,490, showing an increase of two and a half millions last year. This total has been raised steadily for ten years, being $8,775,362, in 1892.

The George Matthews Packing Co., Peterboro, have purchased the Leonard property near the C.P.R. track there, and will erect suitable buildings for a cold-storage warehouse, install an artificial refrigerator plant, giving 200,000 cubic feet of cold storage space.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

LONG CLEARS and BBL. PORK

are now in great demand for Lumber Camp Supplies. Stocks are not large and we would advise early buying ; we shall be glad to quote you prices also for

WHITE BEANS, CHEESE,
BUTTER, ONIONS,
HONEY, MINCE MEAT,
SMOKED HAMS and
BACON, LARD and
LARD COMPOUND.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots

The Park, Blackwell Co., LIMITED

PORK PACKERS,

TORONTO, ONT.

THE PROVISION MARKETS.

Toronto.

Cured meats are still firm as they have been for some time. There is a good export demand for pork, largely for the English market, and not a large stock on hand for the Canadian market. Short cut is slightly firmer this week, being quoted 50c. per bbl. higher. We quote :

Long clear bacon, per lb	$ 0 10	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 11½
Medium hams, per lb	0 14	0 14½
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	19 00	20 00
Short cut, per bbl	21 50	22 00
Shoulder mess pork, per bbl	16 00	17 00
Lard, tierces, per lb	0 9½	0 09¾
" tubs "	0 09¾	0 10
" pails "	0 10	0 10½
" compounds, per lb	0 08½	0 09½
Dressed hogs, light weights, per 100 lb	8 00	8 25
" " heavy " "	7 50	7 75
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

Montreal.

There is nothing special to add to our report of last week. The volume of business in hog products during the week has been very fair and prices are well maintained. For Canadian short-cut mess pork there has been considerable inquiry, and sales are reported at $19.50 to $20 per barrel in round lots. Hams and bacon are in steady demand at unchanged prices. The demand for Canadian bacon on the English market continues good in spite of the liberal imports of Danish. We quote :

Heavy Canadian short cut mess pork	$19 00	$20 50
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 14	0 15
Hams, per lb	0 13	0 14

The lard situation remains unchanged, and prices of pure lard are steady at the slight decline noted in our last issue. A fair business is being transacted at the following prices :

"Boar's Head" brand	....	0 08¾
Carloads, less	....	0 00¼
60-lb. tubs, over tierce	....	0 00¼
20-lb. tin pails, "	....	0 00¼
20-lb. wood " "	....	0 00¼
10-lb. tins, "	....	0 00¾
5-lb. tins, "	....	0 00⅞
3-lb. tins, "	....	0 01
Pure lard, in pails, 20 lb	....	1 85
" in tubs, 50 lb., per lb	....	0 09½
" in tins, per lb	0 10¼	0 10½

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

St. John, N.B.

Because of the rather easier feeling in the western pork market business in barreled goods has received somewhat of a set back. Buyers are anxious to see which way the market will turn. This is a busy season. Beef keeps quite firm. Smoked meats are high. In pure lard large sales have been made. Ontario shippers continue to quote low figures. In refined lard there is a large sale at unchanged prices. Fresh meats are rather easier. The sale is dull. In beef and lambs stock is freely offered. Pork is in better supply. Veal and mutton are dull, being out of season. We quote :

Mess pork, per bbl	$18 00	$20 00
Clear pork "	18 50	21 00
Plate beef "	13 00	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07	0 09
Mutton "	0 05	0 07
Veal "	0 06	0 08
Lamb "	0 07	0 08
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 10½	0 11½
" " pails "	0 11½	0 12
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 09¾
" " pails "	0 09¾	0 10

Manitoba.

The decline in the English cattle market has lowered the price of export cattle in the West to 3c. point of shipment with occasionally 3¼ for a specially fine lot. The ranchers are not willing to accept these figures and a goodly number of cattle will remain in the country all Winter.

The supplies of really fat cattle for home consumption are not large, as the heavy rains have kept the grass soft and cattle have not fattened as readily as usual. Range men are beginning to question whether the grass will mature sufficiently to make good winter feed.

The dressed meat markets :

BEEF.

Prices have declined ½ and 6c. is the top of the market. Further decline may be looked for if the prices of cattle drop lower.

CURED MEATS.

Hams, 15 to 15½c.; shoulders, 9½c. ; bacon backs, 12½ to 13c.; bellies, 14¾c. ; spiced rolls (long), 11¾c.; (short), 11¼c. ; long clear, 10⅜c.; dry salt long clear 10¾c.; dry salt backs, 11c. Trade is very active and the general tendency of prices higher.

LARD.

In tierces, 9⅜c.; 50-lb. tubs, $4.80 ; 20-lb. tubs, $2 ; 10-lb. tubs, in cases, $6.05 ; 5-lb. pails, $6.15 ; 3-lb. pails, $6.25. Compound lard, 50-lb. tubs, $4 ; 20-lb. pails, $1.75 ; 5-lb. pails in cases, $5.40 ; 3-lb. pails, $5.50.

DAIRY PRODUCE

Toronto.

BUTTER.

On this market all lines are a little firmer this week, having nearly all gone up 1c. per pound. Creamery has been selling well this week. On the whole the market has a brighter aspect than when last writing. We quote :

	Per lb.	
Creamery prints	0 20	0 21
" solids, fresh	0 19	0 19½
Dairy rolls, large	....	....
" prints	0 16	0 17
" in tubs, best	0 15	0 16
Under qualities	0 12½	0 13

CHEESE.

Cheese is slightly firmer since last quoting. Large have gone up ¼ to ½c. per pound, and twins have also gone up ½c. per pound. We quote :

	Per lb.	
Cheese, large, new	0 12	0 12½
" twins, new	0 12½	0 12½

Montreal.

EGGS.

The improvement exhibited in last week's market still continues, and higher prices have been paid at country points. The deliveries have dropped off almost completely, with the result that all dealers are anxious for stock. We understand that the common price paid to merchants for straight stock is 15½ to 16½c. f.o.b. Prices have advanced in sympathy on the local market, and 17c. is being secured for market stock, 18 to 18½c. for straight stock. We have inquired regarding the quantity of stock which is held in Montreal, and believe that it is less than for the corresponding period last year. This would in great measure warrant the high prices which are now being paid.

BUTTER.

The advanced price which took place a week ago looks low to-day when compared with the high prices paid at Cowansville and St. Hyacinthe last Saturday when 21½ to 21⅝c. was freely paid by all dealers, and it now looks as if the high price has come to stay. We understand that some of the larger dealers have quietly picked up all the July and August butters at a price which will show the holders a profit. The local price for fresh goods to-day is 21 to 22c., August, 20 to 21c.; held, 19 to 19½c.

CHEESE.

The market in cheese this week is not so firm as at the time of our last report. Although we cannot give any quotable change, there is an easier feeling and also a lack of confidence in the price that was not shown last week. The prices locally in a jobbing way are unchanged, 12 to 12½c. being the ruling price for the class of goods sold on the Montreal market.

St. John, N.B.

BUTTER.

Prices are held quite firm, but for prompt sales quality must be good. A fair quantity is coming forward. There is, as a rule, a drag to butter, except when very scarce, owing to the quantity of poor stock offered.

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 16	0 18

EGGS.

Market has to depend somewhat on Prince Edward Island for supplies. Prices are quite firm. There is a steady sale.

Eggs, new laid, per doz	0 18	0 20
" case stock, per doz	0 15	0 16

CHEESE.

Local dealers find they are short of stock and that they cannot buy at all freely. Prices are higher. Export demand has been quite large so that factories have not had to depend on local buyers. The outlook is for quite high

The **ONLY** yeast that will please your customers is the famous

Royal Yeast.

Sold by Every Wholesale Grocer in Canada.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences this Fall will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with the use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor woodwork that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger

prices. The output has been quite large. We quote :

Cheese, per lb..... 0 12 0 13

Manitoba.

BUTTER.

The offerings of the week of creamery have been light and prices are firm at last week's figures, that is 18½ to 19c. at factories. Dairy receipts continue large and prices are without change at 11 to 13c., Winnipeg.

CHEESE.

The offerings for the week have been very light, and it is now assured that Manitoba will have to secure a large amount of cheese from Ontario to meet the requirements of Winter trade. Any offerings have been picked up sharply and the price has ranged from 11½ to 12c. during the week.

EGGS.

Demand is lively and receipts moderate. Dealers offer 16 to 17c. Winnipeg for good stock.

TEA PROFITS SMALL IN ENGLAND.

According to reports the tea trade of retail dealers in England has not met with satisfactory profits within the past year, says The Tea and Coffee Journal; indeed it has rather been a trying one. At the annual meeting of Hunters the Teamen, Limited, the chairman said that he had been in business 25 years or more, but he had never experienced anything like the dulness before. For a part of the year the tea market advanced some 15 to 20 per cent., and any advance in retail prices was next to impossible. A small dividend was declared, however, and all "kickers" were silenced by the remark that content might well prevail since all shareholders had already realized 70 per cent. of their capital, which remained extant in company, and there was hope for better times ahead.

FATAL FIRE IN A GROCERY STORE.

A $500 fire occurred in the grocery and hardware store of J. B. Beauchamp, 254 Rachel street, Montreal, on September 17. It was caused by one of the clerks placing a lighted lamp close to the gasolene tank. In attempting to extinguish the blaze Mr. Beauchamp, the proprietor, was so severely burned, that he had to be removed to Hotel Dieu Hospital, where, we regret to learn, he succumbed to his injuries on Saturday, the 26th ult.

Batty & Co. were awarded the diploma of honor for the excellence of their pickles and sauces at the International Food and Grocery Exhibition held in the Crystal Palace, London, Eng., this last month.

DAI NIPPON (GREAT JAPAN).

AN INTERESTING EVENT.

THE dinner tendered by Mr. Shaw T. Nishimura, Canadian representative of the Central Japan Tea Trading Association, to his Montreal friends, at Hotel La Coruna, on Thursday evening, September 24, was an event of lasting interest to all his guests, and a pleasant memory to the host. Room 22 at La Coruna, the beautiful new hotel on Gu- street, was the scene of as pleasant an event as it is possible to arrange, and the guests of Mr. Nishimura were delighted with the perfect arrangement of the decorations, the music, flowers, and the unsurpassable menu. Mr. Nishimura as a host is hard to excel, as the enjoyment and comfort of his guests were in the extreme most fastidiously provided for, and the introduction of some very novel Japanese customs in arranging the seating of his guests, as well as the unique feature of the "lucky lottery" at the conclusion of the dinner, were enjoyed by all. Both these features were entirely new to those present, and were both novel and entertaining. A custom of his native country at social functions of this kind, where it is desirable that seating distinctions are to be avoided, is to number the seats by odds and evens—odds on one side of the table and evens on the other—and the numbers are drawn for by the guests, and so seated. This proceeding was followed out, and, naturally, the novelty put all present into good humor. The menu card was a novelty as well, such mysterious concoctions as T cocktails, Mikado soup, sweetbreads a la Tokio, Yokohama punch, figuring at proper intervals among the entrees, roasts and dessert. Songs, stories, speeches, in English and French, and trade and loyal toasts to King, country and host, were of a high order and drunk with enthusiasm. At the conclusion of the dinner Mr. Nishimura introduced the "lucky lottery" of Japan. This feature caused the greatest merriment, and, everyone entering into the spirit of the affair, carried it out a la Japanese. The "lucky lottery" provides that the winners (and at a function of this sort there are no blanks) must carry home from the feast the object drawn. The staid and solid business men of Montreal, that is those connected with the tea trade, left La Coruna carrying the one a large squash, another a pair of babies' slippers, a third a lady's corset, another a mop, egg plant, scrubbing brushes, lady's undershirt, lady's comb, and so on, and great must have been the surprise of the wives and mothers of the guests next morning to find these strange articles brought home by their spouses and sons.

Among the guests present were Albert Hebert, of Hudon, Hebert & Co.; A. L. Lockerby, of Lockerby Bros.; Mr. Demers, of Demers, Fletcher & Co.; J. Kearney, of J. & P. Kearney; Jos. Ethier, of Laporte, Martin & Cie; Mr. Geoffrion, Mr. Carter; of Carter, Galbraith & Co.; John Carsley, of Carsley's; Wallace Stroud, of Stroud Bros; Mr. Osgood, Mr. Clelland, Mr. Huxley, of Tamilkande Tea Co., and others.

Mr. Alex. Anderson, of the Japan Tea Trading Association, acted as vice-chairman, and ably assisted the host in his efforts to make everyone happy. It was remarked by one of the guests during his speech that this event was the first occasion on which the tea merchants had been assembled together, and the idea of forming a tea association or tea branch of the wholesale grocery trade was taken hold of and may possibly result in the formation of such a desirable section of the trade. It is to be hoped that Mr. Nishimura's pleasant dinner will bear fruit, as an association of tea merchants could be of undoubted value to the trade and bring matters pertaining to this industry more forcibly forward when important features in connection with duties, etc., are brought before the Government.

After singing the National Anthem, and with three cheers for the genial host, who so ably represents the interests of Dai Nippon (Great Japan) in Montreal, the guests wended their way happily homeward.

A TEA BLOCKADE.

ON Saturday morning last the corner of St. Paul and St. Sulpice streets, Montreal, presented a chaotic sight, teamsters and carters of all kinds being jammed up in a seemingly tangled state. Euphonic French expletives collided a la Marconi with forceful English adjectives in the circumambient air, and the passers-by momentarily anticipated the arrival of the patrol wagon. The writer, who happened to pass at the time, was attracted to the scene by the vociferous language of the teamsters and the backing and filling of the wagons, carts and lorries at the corner. The cause of the tumult turned out to be due to the fact that 11 C.P.R. double-horse trucks loaded with "Salada" tea had a few minutes before arrived and lined up on both streets leading to the warehouses of that company, and, as both streets are very narrow and the general through traffic heavy at this point, a congestion resulted. However, after about half-an-hour's manoeuvring, the streets were cleared, and general business allowed to resume its wonted course.

COLD WEATHER COMING

and along with it stoves and heating. Your customers will be requiring black lead in considerable quantities. Keep up your stock, and keep the best.

JAMES' DOME LEAD

Has been the World's Standard for 60 years.

W. G. A. LAMBE & CO., Canadian Agents.

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Your Trade Grow

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"GOLDEN EAGLE" COFFEE

CANADIAN OFFICE AND MILLS—

109 Front St. E., Toronto.

AMERICAN COFFEE & SPICE CO.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.

We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

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40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate,** put up in **Blue Wrappers and Yellow Labels,** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

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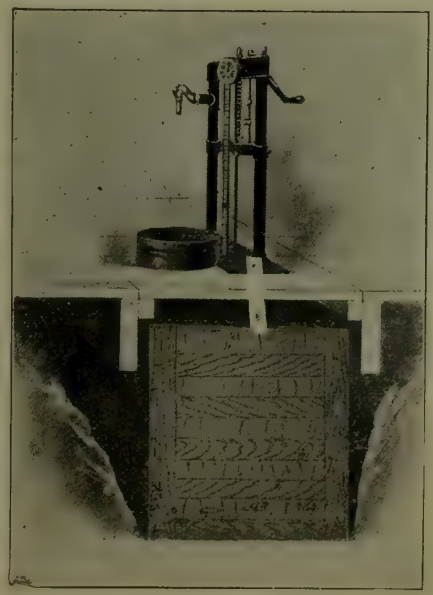

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100 REASONS 100
WHY YOU SHOULD

Space will not permit us to enumerate them all and we want an opportunity to tell you all about it.

WE CAN POINT OUT TO YOU DEFINITELY

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To be brief, it will pay you

Because it will save you money.
Because it measures accurate Gallons, Half-Gallons and Quarts.
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Because it will prevent all waste and slop.
Because it will soon pay its cost and become a profit-earner.
Because the Bowser is the only All Metal oil pump built.
Because it has the Anti-Drip nozzle.
Because it has the Dial Discharge Register.
Because it has the Double Float Indicator.
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Because it has Full Brass Cone Valves.
Because the tank is of Galvanized Steel.
Because it is the best oil outfit ever built.
Because it is sold under an absolute three years' guarantee.
Because its price is commensurate with its value.
Because you can have your oil tank in the store, under the floor, or in the cellar.

Our Catalogue and "Terse Tank Talk" tell the rest. They are free.

S. F. BOWSER & CO., FACTORY FORT WAYNE, IND.

65 FRONT STREET EAST, TORONTO,

CONFECTIONERY

A Department for Retailers.

Keep First-Class Confectionery.

WHY does the average grocer not manifest more interest in the subject of confectionery? It is a line which in the past few years has shown perhaps more development than any other of the lines carried by the grocer. At the Dominion Exhibition one firm made an exhibit of over five hundred kinds of biscuits, and these along with the chocolates and candies displayed by other firms should suggest to the progressive grocer the possibilities lying dormant in these lines. Of course all grocers keep the regulation crackers and a few of the old stand-bys in fancy biscuits, but what are they doing in the dainty confections with which the market is now being supplied? Here is a line that if energetically pushed should yield a handsome profit in itself, and would undoubtedly bring new and valuable custom.

No better time could be chosen to begin than the present. With the Fall entertaining season approaching and the Christmas holiday season not so very far distant there should be a good opening for the grocer who makes a judicious selection of what the market offers in these lines and takes good care to give it a prominent place in his store, his advertisements and in his business talk to his customers.

Nor should high-class candies be neglected. It is a matter of regret that the trade in the finer classes of candies has to a large extent passed from the hands of the grocers into the hands of the confectionery stores pure and simple and of the druggists. That the straight confectionery stores should do a large share of the candy trade is not to be wondered at, but there is no reason whatever why the druggists should secure the control they have in these lines except that the grocers have not in the past been alive to their interests. Indeed, more than one manufacturer of the better grades of candies has expressed an indifference as to the grocers' trade so long as he held the confectioners' and druggists'.

With the passing of the warm Summer months the keeping of candy in good shape will become more easy and the demand greater.

A neat little showcase filled with choice bon-bons in attractive boxes, such as are seen in the average drug store, would improve the appearance of any grocery and repay for itself many times by the extra sales in a line which has been sadly neglected in the past.

In planning for the Christmas trade the grocer will do well by his business to consider seriously the question of putting in an up-to-date stock of fancy confections and bon-bons.

Confectionery Class.

A confectionery class, under the auspices of the Scottish Association, has been arranged for Coupar Angus, and will commence in September, says The Scottish Trader. The Technical Education Committee of the County Council have voted a grant of £20 towards the expenses, which will pay the railway fares of students in many cases. A considerable number of pupils have entered, and there is every indication that the class will be successful.

Candy Eaters are Abstainers.

CANDY and confectionery to the amount of $100,000,000 are sold in the American home market every year, and to this total of manufacture New York contributes $20,000,000 or one-fifth. Pennsylvania, Massachusetts and Illinois are the three other states which contribute largely to the total, which is constantly increasing for three reasons.

These are the lower price of sugar and syrup, the superior excellence of American manufacture, which has made this country independent of foreign imports in this line, and the national taste for sugar and for all articles of manufacture into which sugar enters as the chief ingredient.

The whole foreign importation of confectionery to this country, which was formerly a considerable trade, was less than $75,000 last year.

It is a well-known fact that sugar in the form of candy or sweets is a substitute for alcohol. All abstainers from the use of alcohol in any form are candy-eaters, as vegetarians, almost universally, are as well. The man who ceases to drink develops an uncommon fondness for candy.

The candy-eater who develops a partiality for wine or spirits, or even beer, which contains much saccharine matter, is seen to diminish his purchases of candy. It is in temperance localities that the largest amount of candy is eaten, and the largest patrons of candy stores everywhere are, of course, women—and especially young women and children.

The candy-making interest of the United States now centres in and about New York, where there are nearly 900 candy-making establishments.

As candy-eaters and water-drinkers, Americans stand first.—The Supply World.

Candy Men Arraigned.

THE Executive Committee of the U.S. Candy Trust has been arraigned before a justice on the charge of criminal conspiracy in restraint of trade, says an American exchange. How well the Candy Trust follows out the precepts of its charter can be seen from the publication of a section of it. It says that it was organized "to elevate the moral status of the members and foster friendship and fraternity among them; to render voluntary assistance and financial support to its members in the event of their illness and distress."

The by-laws prohibit any dealer or manufacturer from selling below the schedule, and it is made an offence to show the price list to any person not in the Trust. No member can sell to any person not a member of the Trust, or buy from any person not in the Trust, and heavy fines are provided for any infringement of these stringent rules. If any one was expelled from the Trust it meant shutting up shop, and in the case of many small dealers bankruptcy.

One man was forced to close his store and lose a trade which it had taken him years to obtain, simply because he sold candy to a customer without ascertaining whether he had one of the Trust's cards. Another one was charged with selling candies below the schedule and of supplying a dealer who had been expelled from the Trust.

Scarcity of Peanuts.

Some large confectionery establishments are wondering where they are going to get supplies of peanuts for their candies. Peanuts are being used more and more in candy making, and a shortage in these particular varieties sets confectioners guessing. The candy in which peanuts are used is generally low priced, and an increase in cost of any of the ingredients presents an embarrassing situation. Moreover, it is a condition where no substitute can be employed.

We are Importers and Agents for the Best Manufacturers and Growers in Europe.

French Vegetables in tins and glass, Potted Meats, Pates de Foies Gras, Mushrooms, Truffles, Artichokes, Asparagus, Macaroni, Vermicelli, Olives (Spanish Queens, Manzanillas, also stuffed with red peppers), Salad Oils, Capers, Anchovies in Oil and in Brine, Sardines, Silver and Brass Polishes, French Prunes, Bar-le-Duc Jellies, Crystalized and Glazed Fruits in boxes and in fancy baskets, French Chocolates, Breton's Vegetable Colors, Gelatines, Apricot and Green Gage Pulp, Vanilla Beans, and manufacturers of Flavoring Extracts, Syrups in fancy bottles, etc.

WRITE FOR QUOTATIONS.

HENRI JONAS & CO.

MONTREAL.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

Maryland Tomatoes.

ADVICES from Southern tomato packers report the market as slightly firmer on full standard 3s. at 72½c. f.o.b. factory. Some interests quote nothing available there under 75c. regular. The advices say: "The offerings of full standard Maryland tomatoes in 3-lb. cans quoted a few days ago at 70c. f.o.b. factory had a weakening effect on the idea of holders in some quarters and the market ruled easy. There were considerable sales made at 70c. by one or two packers, but these, it is now believed, have been entirely cleared from the market. We know of nothing to-day that is offered in full standard goods at under 72½c. regular. We incline to think that the market has touched the lowest point and certainly if a frost were to show up an immediate advance would take place.

Coast Dried Fruits.

Mail advices to The New York Journal of Commerce from the coast say of dried fruits: "The market is more quiet, but holders are firm in view of the smaller pack on this coast and a large falling off in the fruit crop east and in Europe. This latter, it is claimed, will take this coast's surplus before the beginning of another season. Those in position to know say that the sales so far foot up quite large and with temporary wants met large handlers east are disposed to hold off and buy as wanted, letting packers on this coast carry the stocks. If this opinion is correct we believe that some of the large distributors at the east will find that later supplies will either be cleaned up or so nearly so as to make it hard to have orders filled. If the reported heavy freeze in the middle west proves to be correct then it is only reasonable to believe that apples and late fruits there have been severely damaged, and if so all dried fruits will be wanted."

French View of Coffee.

The Havre Bulletin de Commerce, in its issue of September 15, says of coffee:

"The correspondent of a Havre house, who in January last estimated the current Santos crop at 8,500,000 bags, wrote under date of August 21 that owing to the inferior rendiment, due to general smallness of the bean, they are reducing their estimate to 7,500,000 bags. As regards the future crop they say in answer to inquiries they received a telegram on August 20 that the drouth had caused no damage so far. They add: The lack of rain would not seriously affect the flowering unless the drouth continued into September. Nevertheless we must not forget that the coffee plantations have already experienced a year of drouth followed by a year of frost, circumstances to which must be added the lack of care, which in former years was so perfect. It is certain, however, that in view of these circumstances crops like that of 1901-2 cannot be expected for a long time to come. From now on we warn you against all premature reports on the subject of the next flowering, because it is not the flowering, which will probably be abundant, but rather the formation of the cherries which influence the prospects of the next crop; but this germination can hardly be appreciated until end of October at the earliest, or in November-December."

California Prunes.

The California Fruit Grower says of prunes: "It is a bad plan to sell short for any particular delivery. Outside prunes are moving on 2½c. to 2¾c. basis, a few Santa Claras on 2¾c. to 3c. basis. Growers in the Santa Clara valley are holding for 3c. basis, and packers are trying to buy on 2¾c. basis. It is the very general opinion that after the shorts secure enough fruit with which to fill their orders this market will settle down, and a slump in prices is looked for. Atlantic seaboard dealers are quoting new crop Santa Clara prunes in 25-lb. boxes as follows: 40 to 50s., 5¼c.; 50 to 60s., 4¾c.; 60 to 70s., 4¼c.; October shipment direct in carload lots f.o.b. California. If via New York delivery will be made in less than carlots and at special prices. One seller advises in view of high prices on early shipments it might be well not to buy a carload, as November shipment can be offered at ¼c. less. New crop Oregon prunes are being offered in 25-lb. boxes New York delivery at 30 to 40s., 6½c.; 40 to 50s., 5¾c. The prune crop of the Santa Clara valley is now estimated at from 50 to 60 per cent. of last season's yield, i.e., 60,000,000 to 75,000,000 pounds of cured fruit."

Fresno Raisins.

Mail advices from San Francisco say: "A representative of The J. B. Inderrieden Co., who has just returned from Fresno, says that it is estimated that the raisin crop in the vicinity of Fresno will be from 15 to 20 per cent. short of the large crop of last year. The packers and brokers failed to come to an understanding as to a uniform practice in dividing commissions, and there is little prospect of improvement from the brokers' standpoint. The packers are receiving only $4 per ton for stemming raisins and there is a smaller profit in seeding."

Brazil Coffee Crop.

The majority of the local trade are now figuring that the yield of the present Brazil coffee crop will be in the neighborhood of 11,000,000 bags, or at an outside figure, 12,000,000 bags, says The New York Journal of Commerce. The smaller yield from the present Brazil crop than was at one time expected and the reports of unfavorable climatic conditions in Sao Paulo for the growth of the 1904-05 crop is changing sentiment, which is steadily becoming more bullish. The fact that there have been no aggressive operations on the bear side of the market also has had a favorable influence; in fact there are those of the trade who express themselves as believing that a prominent interest in coffee, which has been identified for several years past with the bear side of the market, may come out openly on the bull side of the market before the present upward movement of prices is ended.

Southern Rice Crop.

Advices from the south re rice note light receipts on the Atlantic coast where planters are busy harvesting. Some small receipts are expected during the coming week. In the interior, southwest Louisiana, but little has been done except in way of harvesting. Few lots have been milled, and offerings are more in the way of exhibits than for commercial supply. In Texas, the same conditions prevail; last week a "Norther" swept over the rice belt, retarding the maturing of the grain, and it is feared by some that much of the rice will be blasted."

Trinidad Cocoa.

Mail advices from Trinidad dated September 10 say of cocoa: "Deliveries continue extremely limited, and although under the influence of favorable weather the cultivation presents a promising appearance; there is no likelihood of next crop produce being available before the end of the year. The scarcity of supplies combined with cable advices of 2s. per cwt. advance at London auctions since last mail has further strengthened the local market, and there are ready buyers for the small lots offering at $12.75 to $13 for ordinary to good red quality and $13.25 to $14 for superior estates descriptions. Exports for the fortnight amount to 1,350 bags, of which 718 bags went to the United States. Total shipments from October 1 to date amount to 193,812 bags as compared with 167,931 bags for the corresponding period of last year."

IN STORE — EXPRESS SHIPMENT.

New Season's **Malaga Raisins**

GET OUR QUOTATIONS.

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO.

PERSONAL MENTION.

Owing to a greatly increased business W. J. Crothers, biscuit manufacturer, Kingston, has found it necessary to enlarge his already large factory and add a lot of new machines.

Mr. I. D. Bradshaw, the Toronto gum man, was in Montreal this week visiting the jobbing trade. Besides his well-known brands of gum, Mr. Bradshaw is a large manufacturer of oiled and waxed paper.

Mr. A. M. Piper, of Todhunter, Mitchell & Co., Toronto, was in Montreal during the week. Mr. Piper is a thoroughly experienced coffee and spice man, having all his life been actively engaged in the business, first in Rochester, N.Y. and later, about twenty-five years in Toronto, and his knowledge and experience is extensive. As a salesman, Mr. Piper's record is an enviable one. He is on his Fall trip through Quebec and the Maritime Provinces.

EVAPORATED APPLES.

A New York firm are in Eastern Ontario contracting for evaporated apples. The entire output of several evaporators has been secured.

TO MAKE CREAM OF TARTAR.

The American Grape Acid Association of California are offering a prize of $25,000 to the person who will devise a satisfactory process of producing cream of tartar from California grapes. It is claimed that the discovery of a process for the utilization of California grapes to produce tartaric acid on a commercial basis would be of inestimable value to California. The United States is a very large importer of grape acids, which are material for cream of tartar, despite the fact that California is a very large producer of grapes. The present value of tartaric acid there wholesale is 31c. per lb.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

L. CHAPUT, FILS & CIE, Montreal, have received shipment of 300 boxes new Malaga table raisins, Connoisseur clusters, Tiger clusters, Lion clusters. This is the first shipment of new Malaga fruit reported on the Montreal market.

H. P. Eckardt & Co. report a big business doing in Diamond Crystal Table Salt.

Dunham's package cocoanut, packed in "Doll's House" cases is in stock with The Eby-Blain Co., Ltd.

A. F. MacLaren Imperial Cheese Co., Ltd., are now in a position to accept orders for Canada Cream Cheese, as the weather now permits of shipment.

Buyers of nuts will find satisfactory quotations in all grades by applying to Laporte, Martin & Cie., Montreal.

A shipment of Goodwillie's new pack preserves arrived this week for H. P. Eckardt & Co.

A shipment of new Pecan nuts, small, medium, large and jumbo grades, is in store with L. Chaput, Fils & Cie, Montreal.

Buyers of table raisins may procure new Connoisseur clusters from H. P. Eckardt & Co.

Grocers who have not secured all their supplies of canned peas should communicate with L. Chaput, Fils & Cie, who are offering the different grades at interesting prices.

I. S. Wotherspoon, 204 Board of Trade, Montreal, Canadian agent for Brand & Co., London, has received into stock this week another consignment of Brand & Co.'s A1 Sauce, chutney and essence of beef.

The Eby-Blain Co., Ltd., have put a new line of jelly in glass tumblers on the market. The quality is guaranteed absolutely pure fruit and at their quotation is a very profitable line for grocers to handle.

Laporte, Martin & Cie, Montreal, are offering their "Victoria" brand tomatoes and corn of same high-grade quality as last year's pack at attractive prices.

A full line of Tobler's Swiss Chocolate can be had at all times from The Eby-Blain Co., Ltd.

A. F. MacLaren Imperial Cheese Co., Ltd., notify the trade that they now have on hand a car of Goodwillie's fruits, in glass, new season's make.

Grocers who are short on muscatel raisins in 1-lb. packages can procure these from The Eby-Blain Co., Ltd., at very low quotations.

Laporte, Martin & Cie. report filling all their orders for new pack salmon to full quantities sold to arrive. Among the brands handled are "Clover Leaf," "Horseshoe," "O-Wee-Kay-No," "Victoria," "Eagle" and "United Service."

Simcoe Chicken Soup in 2-lb. tins is to be had from H. P. Eckardt & Co.

MICHIGAN BEANS.

The 1901 crop of Michigan beans, says The American Grocer, was 120,000 tons; carry over, 15,000 tons; 1902 crop of Michigan beans, 110,000 tons, with carry over available for consumption 125,000. There was no carry over into 1903. The 1903 crop Michigan beans, estimated at 50,000 tons, is subject to weather conditions, which, if like the present, will cut the above estimate in half. For immediate shipment the price is $2.20; October shipment, $2.15; November shipment, $2.10 per bushel, f.o.b. shipping point.

J. L. Johnson, baker and confectioner and dealer in foreign and domestic fruits, Port Arthur, has disposed of his business to Messrs. Sutherland & Neveng of that town. Mr. Johnson will continue the baking business and supply the new firm with bread, cakes, etc.

We import our tea direct from the hill or interior district of Ceylon. It is selected from the best; therefore,

Blue Ribbon *Ceylon* Tea

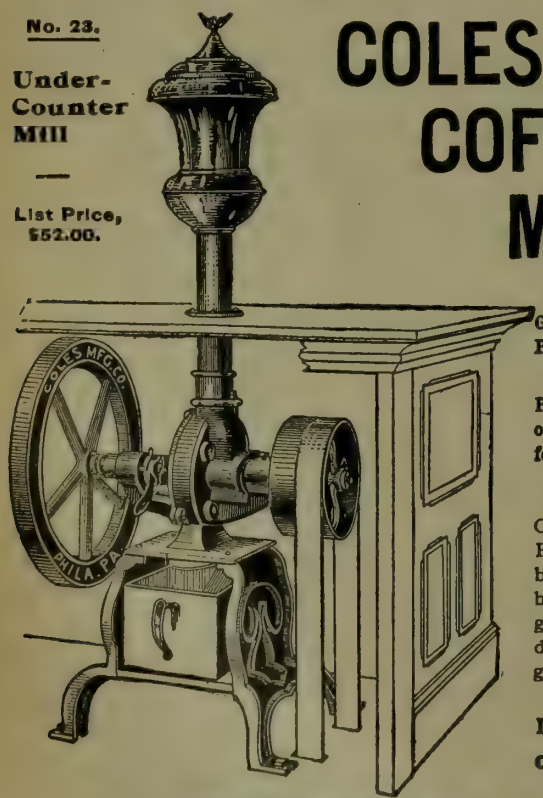
is the purest tea on the Canadian market. It is not "waste" tea that has been dumped into Canada because of there being no duty, like the ordinary run of packet teas. It is just pure tea.

Push the Red Label Brand. Every Grocer our agent.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

Does the work of Liquid & Paste Combinations
Combinaison du Liquid et de la Parte
TWO IN ONE
SHOE 2 POLISH
DEUX DANS UN
NOIR A CHAUSSURE
The F.F Dalley Co Limited
HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT

Be sure and lay in a stock of

"2 in 1" Shoe Polish

to last you through the Winter, as this polish cannot be shipped during the cold weather, and to send it by express is too expensive. Sold by all dealers.

THE F. F. DALLEY CO. of HAMILTON, Limited.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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A NEW MINISTER OF COMMERCE WANTED.

A CANADIAN manufacturer went to England recently to see whether he could not develop trade in the Mother Country. He makes an article of food used in almost every household. He manufactures it from raw material grown on most farms in Canada. The British market for this article is now held by United States manufacturers almost entirely.

He was not familiar with British business men or their methods, and he naturally wound his way to the High Commissioner's office. Being a man prominent in Canadian affairs and bearing good letters of introduction, he was there received most cordially, assured that everything would be done to assist him, invited to banquets, entertainments and everything of that sort that was going on. But when he wanted to get information about, and get in touch with, distributors of food products in London or anywhere else in the United Kingdom, gracious silence reigned in the High Commissioner's office. They were quite sure there were some such people in Britain, but all their efforts to put him in touch with them failed. Finally they gave him the address of a prominent firm which they were quite sure was just the one he wanted. On going there he found a very respectable firm, but one which had not the remotest connection with the trade in food products. And this was the only name they could give him.

In despair he hunted up the Emigration Office. Mr. Preston told him in the fewest words possible that he would help him if he could, but did not know anything about business, that he had better see Mr. Ball, in Birmingham, and then cordially bundled him out of his office.

THE GROCER has for years been urging the appointment of a good man in the High Commissioner's office who has a thorough knowledge of trade affairs there, and who could keep Canadian manufacturers informed and in touch with all possible openings for our trade with Britain—a trade of which we have but a small share of what we could have with a good agent in London.

We believe the Government is strongly in favor of the appointment of such a man. It is only the subbornness of the Department of Trade and Commerce that prevents it. There are many who think it is more than stubbornness, that it is strong hereditary opposition to the interests of the Canadian manufacturers.

The information has been quietly given out that it is Lord Strathcona who is opposed, and that the appointment of such a man would hurt his feelings. THE GROCER is in a position to state positively that the High Commissioner has on at least two occasions, in written reports which have been received at Ottawa, strongly urged the addition of a trade expert of great ability and high standing to his staff in London, and that part of his report, it is said, has never been made public.

One bit of gossip in political circles is that Sir Richard Cartwright is quite favorable to the appointment, but is opposed on this point by his deputy, Mr. Parmalee. An intimate friend of the latter, when in THE GROCER office recently, said that he knew Mr. Parmalee had privately urged the appointment, but must publicly support the prejudices of his chief. An enterprising member of Parliament would serve his country a good turn by setting in motion the proper machinery for finding out whether the deputy is bulldozing the Minister or the Minister is making a scapegoat of the deputy.

The simplest way out of the difficulty now is for the Canadian Manufacturers' Association themselves to establish an agency in London for the benefit of Canadians, and ask the Government to give them a grant to enable them to do so. So long as the Trade and Commerce Department is conducted as it is at present THE GROCER is positive no assistance will be given in this direction.

OUR ATTITUDE TOWARD U. S. TRADE.

SEVERAL United States manufacturers, visiting Montreal and Toronto recently, remarked upon the growing anxiety across the line as to the alarming proportions Mr. Chamberlain's protective tariff issue threatens to assume throughout the British Empire. "A new day must have dawned for Canada," said one of these Americans, "when she no longer cares to consider seriously the question of trade reciprocity with the States."

With the great probability of a preferential trade policy being adopted all over the Empire in the near future, which is undeniably bound to be in the best interests of Canada, our American friends have no just cause for experiencing more than disappointment. It is no less than the spirit taught by their own practical theology—"Every man for himself." There is an additional clause, however, which reads as follows: "And all for the great Empire of which we form a part."

Everyone interested in the development of Canadian manufactures will be glad to know that American manufacturers, who have a large Canadian and United Kingdom trade, realize the importance of retaining the same. In order to do this they will have to establish plants in Canada. Many of them are already looking about for suitable locations for branch

manufactories here. From here they propose to supply Britain and her colonies with all products, the raw material for which is to be found in the Dominion.

WAKE UP, CANADA.

ARE Canadians "basking in their own sunshine" and thinking too much of themselves, while their rivals are ousting them from their markets? Mr. Jas. D. Allan, who has just returned from a trip through England, Russia and other continental countries of Europe, has so expressed his opinion in the daily press, and it is to be regretted that there should be grounds to give foundation for the charge.

Mr. Allan instances the place Russia is taking in the production of dairy products for the English market, and speaks in no measured terms of the possibilities of Siberia along this line.

There can be no doubt that the Russian supplies have materially affected the prices of butter and eggs in the English market during the present season. But what is the remedy?

In the first place, as has already been pointed out in THE GROCER, greater care must be taken in placing our butter on the English market in first-class shape. There is always a good demand at profitable figures for first-class butter, but unfortunately our butter has not always been delivered in that condition. British authorities admit that Canadian butter is all right when it leaves the dairy or creamery, but it is not made with a view to the conditions of exportation. It contains too much water for one thing, and for another, no preservatives are used, some of which, says the English authority, are perfectly harmless if used in small enough quantities and prevent the slightest deterioration en route.

In any event it is important that a satisfactory system should be evolved whereby our butter may be systematically collected and placed on the English market without being subjected to the trying ordeal of an uncertain temperature.

As THE GROCER has again and again pointed out, we must be as a nation eternally vigilant if we hope to make and keep a place in the commercial world. Competition was never keener, and although our prosperity is at present greater than it has been it is by no means as great as it should, might and, if we keep eternally at it, will be. There is no use of us wasting our energies congratulating ourselves when our competitors are stealing our markets. We have the greatest of possibilities, and our people in many ways are unexcelled, yet we need to cultivate that keen commercial instinct of our American cousins, which is never surprised by a rival or lulled to sleep by success.

THE CANNERS' CAST IRON CONTRACT.

SINCE last discussing the selling terms of The Canadian Canners' Consolidated Companies THE GROCER has been called upon by Mr. Boulter, of Picton, a gentleman prominently identified with the above company, and one who for many years has been interested in the canning industries of this country. Mr. Boulter naturally unholds the selling terms which have been made by his organization. He argues that the consolidation is a good thing, a contention THE GROCER does not deny, and that the outside men should be in it, a matter with which we have no concern. Mr. Boulter further urges that there is nothing objectionable in the terms, as the wholesaler is not obliged to buy, that altogether the terms are in the interests of, and were requested by, the wholesale trade, and are the same as at present prevail in the sugar trade.

Now, from the point of view of the consolidation the terms may be a good thing, but how the wholesaler is to be benefited by being bound hand and foot to one concern we are unable to discern. What is he to gain from an arrangement which, as is pointed out by our Vanconver correspondent, practically adds a percentage on to the proper price of the goods to be held as an axe over his head in order to make sure that he does not buy any goods from outside factories. The wholesaler is probably the best judge of his own interest, and our advices from all parts of the country, from Halifax to Vancouver, show that almost without exception the exclusive terms are regarded with disfavor by the trade. The contention that the wholesaler is not compelled to buy can hardly be substantiated in view of the fact that the consolidation control somewhere near 90 per cent. of the goods included under the exclusion clause.

As to the terms being the same as are made in the sugar trade, Mr. Boulter is mistaken. Sugar is indeed sold on the rebate system, but as only foreign refined sugars are affected, wholesalers are free to buy from any refinery in Canada, including those in the Maritime Provinces, British Columbia and the numerous beet sugar factories which are springing up all over Ontario. Moreover, the terms do not apply to raw sugars, which may be purchased anywhere. As the Canadian refiners are quite able to supply the demand, and, as is well known, Canadian sugars readily respond to variations on the New York market, the wholesalers are not complaining, though, as one remarked, were they unable to fill orders that would be a different matter.

Mr. Boulter did not seem to appreciate the position taken by THE GROCER in this matter. As stated before, the desire of the consolidation to arrange fair prices and prevent price-cutting has our every sympathy, and we have a lively appreciation of the great opportunity there is for a company of the strength of the Canadian Canners' Consolidated Companies to raise the standard of quality, effect important economies in the matter of buying, selling, specializing, freight, and in opening up new markets, not alone in Canada, but in the Motherland and the world at large, but it is our contention, as already pointed out, that the methods pursued are most unfortunately ill-advised and destined to work out to their own disadvantage.

True, as Mr. Boulter did not fail to remind us, the men who are at the head of the Canadian Canners' Consolidated Companies are well qualified to manage its affairs, but it is just possible that, absorbed with their own plans, they have not given sufficient weight to the point of view of the buyer.

It is merely with the exclusive contract that we find fault and in this we but voice

the sentiments of the majority of the wholesale trade, at the instance of whom we were first put in possession of the facts, and for justice to whom, as to the trade at large, we are contending.

A new phase in the working of the exclusive clause is pointed out by our Vancouver correspondent in this week's British Columbia letter. The canners are not undertaking to fill orders to the full extent, corn and tomatoes were early withdrawn and no later orders accepted at all, and yet by the terms of the contract wholesalers are prohibited from stocking from outside factories, under penalty of losing the rebate on their season's purchase from the consolidation. A large Ontario wholesaler expressed the belief that when unable to fill orders the consolidation would not insist on the contract and it seems unreasonable that they should. But the terms as defined by the Canners' letter are plain. "If any goods are subsequently purchased outside of the company no rebate whatever will be made on any goods purchased from us throughout the season."

Our correspondent logically argues that if the consolidation insists on an exclusive contract they are morally bound to fill all orders. This they are confessedly unable to do.

The absurdity of the situation is apparent when the wholesaler is mulcted for the amount of his rebate for buying goods outside the consolidation which cannot be supplied from within.

We agree with the Ontario wholesaler in believing that the canners could not have contemplated this situation in framing their terms.

The inclusion of the exclusive clause in the selling terms was ill-advised from the beginning, and the canners will serve themselves well by seizing this occasion for dropping it. The ill-feeling already engendered in the trade, especially in the outlying provinces, counterbalances any gain which might be derived from retaining the objectionable clause.

From the letter of our Vancouver correspondent it would appear that the British Columbia wholesalers are thoroughly exasperated with the consolidation and would welcome an opportunity of throwing their trade into the hands of California. A private letter from one of the largest wholesale firms on the Coast confirms the account of the situation as described by our correspondent.

The western view of the matter is succinctly expressed in the charge. "It is very evident that the prices have been so framed that it means taking the list as it should be and adding a percentage to compel coming into the combine's exclusive control.

THE IMPORTANCE OF LITTLE THINGS.

THE difference between success and failure is often a mere matter of detail, and the phenomenal growth of some of our most successful business firms is the result, more often than not, of a strict adherence to the old motto, "waste not, want not."

In twentieth century competition economy of production is the keystone of the arch of success, and with our methods of factory production economy may be the matter of but the twentieth part of a cent on any one process. A negligent or ignorant employe may, without knowing it, cause more loss in a day than he can repair in a week, and where employes run into hundreds and thousands the importance of small things will readily be seen to be vital.

But the same is true in business of all sorts, and in none more than in the grocery. The grocer's business is to serve his customers with a great number of articles, many in small quantities and most of comparatively small value. His profit on any one of scores of sales every day is fractional. Yet it is on the aggregate of these that he depends for his profit to pay rent, help and the heavy general expense he is under in the conduct of his business.

At the same time no other retail dealer carries so much stock that is immediately perishable or which deteriorates so rapidly.

All of these circumstances demand an alertness and system which unfortunately is not always found in the grocery. The clerks will be what the proprietor is. If he is scrupulously neat and exact, if he makes use of every bit of waste material, if he is careful in his buying, as in his selling, to see that nothing goes to waste, his clerks will follow his example, or, if he is wise, find other situations. If on the other hand he is untidy in his office and careless in looking after detail he may rest assured that his help will go him one better.

If the grocer has been lax in the past, there is no better time to reform than now. It may be that the disappointing total of last year's business has been the result of numerous small leaks that have escaped attention. In any event, a careful attention to detail and system will be found wonderfully productive of results.

HOLIDAY PRESENTS IN THE GROCERY STORE.

BY an observer of the tendencies in the grocery trade, there are occasionally seen some lines of goods quite foreign to the trade in its generally accepted sense. This is instanced particularly in articles suitable for presents, a line which has recently come prominently to our notice, and in which a very profitable business may be conducted, especially around the holiday season. This holiday line has really no limit. It includes perfumes, writing materials, bon-bons, inexpensive jewelery, toys, games, sporting goods, fancy china, etc., etc. Some of these lines would seem not quite suitable for the grocery store, but the grocer may find them profitable in the next few months.

The fact is that in the smaller towns where the trade is largely dependent upon the farming community, people are most reluctant to part with money when farm produce will take its place. Stationers, druggists and jewelers cannot accept trade, but the grocer is willing to do so, and the farmer will naturally turn to him for what he requires, including birthday gifts, wedding and seasonable presents. With this great advantage the grocer who advertises and displays his articles suitable for presents can do a profitable business, especially around Christmas time, and to the great convenience of his customers.

Avoid Confidential Buying

Use Your Own Good Judgment

Some dealers (not you of course) have a failing in loading-up with every new fangled brand that comes upon the market. Their past experiences in this connection appear to go for naught. There seems to be a sort of chronic fascination about this kind of thing—either it's the plausibility of the salesman, the design of the packet, the postponement of pay-day, or some other allurement. The Tea value and it's selling reputation is given no consideration. They are a kind of "Gold Bricked" into a purchase with the usual result.

Don't blame the seller---just place the responsibility where it belongs, "with yourself."

Pick the Winner first . . . Experiment afterwards.

"SALADA" is always standard, and has the largest sale in the world.

BLACK, MIXED, OR NATURAL GREEN. } SEALED PACKETS ONLY

Wholesale terms from **"SALADA,"** Toronto or Montreal.

Branches at NEW YORK, MONTREAL, DETROIT, BUFFALO, PITTSBURG, CHICAGO and BOSTON.

Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French

"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, ... TORONTO.

MONT REAL, 301 St. James St.,

When you are tired of measuring out bulk starch at little profit, and wearied with the complaints of your customers about poor packet starches, supply them with

Celluloid Starch

Never Sticks Requires no Cooking.

There is a good profit in it for you and satisfaction in it for your customers.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, October 1, 1903.

GROCERIES.

A FREE movement in all staple lines is reported for this last week and trade generally manifests a bright tone. In canned goods cohoes have advanced in the absence of sockeyes, which cannot be had at any price. Tomatoes are in lively demand and sales have been closed at $1.20 for guaranteed delivery. The demand for coffee continues fair with prices firm for Rios. Spices continue active with an upward tendency in cloves and pepper, with indications of sharp advances on some lines shortly. An improved demand is reported for molasses and syrups, while Barbados have made a sharp advance to 45c. Rice and tapioca are unchanged with an improved demand for rice. Tea is gaining some interest and shipments of good quality China and Japan have been readily taken up. Dried fruits are generally strong, Valencia raisins in particular having aggregated advances of 2s. since a week ago. In sugar nothing of note has transpired and values hold the firmness which was developed last week.

CANNED GOODS.

The canned goods situation continues very interesting. Sockeye salmon are impossible to get. It is said that some canners have offered a bonus of $1 a case for permission to default in filling orders. The explanation of this is the high price in the Old Country. We hear of Fraser Rivers selling at 32s. per case ½-lb. flats, 27s. 6d. for 1-lb. flats and 26s. to 27s. for 1-lb. talls. Cohoes have advanced 10 to 15c. since a week ago. There is a great demand for canned tomatoes and orders have been accepted at $1.20 for guaranteed delivery. It is reported that the agents of a factory outside the consolidation have been asking $1.25. From a private source it is also learned that an outside factory is shading the consolidation's quotations in Western Canada. We quote :

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 25
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 87½	1 10
" extra sifted	1 40	1 50
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 25	1 55
" 3's	2 00	2 50
Plums, green gages, 2's	1.15	1 25
" Lombard	0 95	1 00
" Damson, blue	0 95	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	....	1 10
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	0 15
" " ½'s	....	0 23
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23½
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ½'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

There is a fair movement in the local market with prices a little firmer for Rios, but not sufficiently to affect quotations. New York advices indicate an upward tendency in prices to the extent of 5 to 10 points for contracts. European reports were somewhat disappointing, but despite this some little speculative buying transpired. The crop movement continues limited as compared with last year and the course of values is thought to depend upon the October receipts which will arrive in a few days. We quote :

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 25	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

The general situation is without special feature at the moment. The firmness noted in our last has been fully maintained and it transpires that at the advance of 1-32 a considerable quantity was brought out, totalling, it is reported, 30,000 tons. At the moment, buyers and sellers are indifferent, with holders asking a further 1-32 advance, but quotations remain nominal on basis of $3.91, duty paid New York, for 96 test centrifugals.

There has been further improvement in the statistical situation, stocks at United States four ports being reduced for the week by 17,866 tons. Receipts for week ending September 23 were 27,134 tons with meltings reduced 3,000 tons for the week to, say, 15,000 tons, leaving total stocks in all hands estimated at 177,244 tons, which is only about 7,700 tons more than at same week last year. Combined stocks at United States and Cuban ports are now 348,244 tons, as against 313,849 tons same time last year. There are still two central factories grinding, with prospects of an early start for next campaign. Combined stocks of Europe and America at latest uneven dates are 1,551,244 tons, against 1,651,940 tons same period last year, the decrease being 97,696 tons.

European markets have remained steady at 8s. 4½d. basis f.o.b. Hamburg for 88 test, September shipment, while new crop, for October shipment, is quoted at 8s. 10½d. Latter is equal to $3.87 for 96 test centrifugals, duty paid New York, or fractionally under the spot market. As its arrival, however, would be somewhat remote, this disparity has no immediate effect upon cane sugar quotations.

A purchase has been made for refiners' account of 100 tons new crop for the purpose of testing the new regulations, but it is more than likely that this sugar will be admitted without the additional countervailing duty. The easier tendency in Europe is said to be due to the favorable change in the weather. Licht's first estimate of the coming European beet crop ranges from 5,570,000 to 6,050,000 tons, while other well-informed parties have been counting upon a probable out-turn of 5,850 tons against last crop actual out-turn of 5,605,000 tons. Recent reports are that weights are backward in some districts.

The refined situation is without change both in United States and Canada and there are no special indications for the immediate future.

Local prices are as follows :

Paris lumps, in 50-lb. boxes	4 88
" in 100-lb. "	4 78
" "Domino" brand, 50-lb. boxes	4 83
" " " 100 "	4 73
St. Lawrence granulated	4 28
Redpath's granulated	4 28
Acadia granulated	4 18
Maple Leaf granulated (Berlin)	4 13
Crystal granulated (Wallaceburg)	4 18
Imperial " (Dresden)	4 13
Beaver " (Wiarton)	4 13
Phoenix	4 13
Cream	3 98
Bright coffee	3 98
Bright yellow	3 98
No. 3 yellow	3 88
No. 2 "	3 68
No. 1 "	3 58

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

The spice market maintains the activity reported last week. For the light stocks held locally a very fair demand is met. Cloves are still advancing and pepper is reported rather firmer. The New York market is very active with higher prices for cloves and more general demand for the entire list. Pepper is rather firmer owing to continued high prices from the East and increased demand. Cassias are much steadier owing to steadily decreasing supplies and growing demand. Cayennes are active for all grades and this article will be generally high this Fall. There are likely to be some sharp advances. We quote :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

An improved demand is noted in these lines since last writing and Barbados have gone up to 45c. with other prices firm. New York reports molasses stocks very moderate and with a fairly full volume of business prices firm. A shortage of 25 to 40 per cent. as compared with last year's crop is predicted from New Or-

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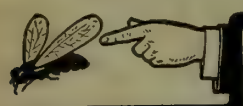

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leans, although the crop will not enter the market freely for a month yet. A firm tone in syrups is also reported, both for home and export, exporters being ready buyers at full prices. We quote :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½ bbls., "	....	0 02⅝
" kegs "	....	0 02¾
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 20	0 30
" open kettle	0 45	0 50
Barbados	....	0 45
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

RICE AND TAPIOCA.

A good demand is reported for these lines, especially for rice. New York reports free offerings of rice and a moderately active demand at unchanged prices. A better demand at firmer prices is reported for tapioca. We quote :

	Per lb.			Per lb.	
Rice, stand. B...	....	0 03½	Sago	0 03½	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

TEAS.

A good trade is reported in teas at firm quotations. Some new Chinas and Japans that arrived last week were picked up rapidly, prices notwithstanding, doubtless on account of the market having been bare of good teas for some time. Ceylons have been moving freely in both blacks and greens, especially teas with flavor, also Indian greens.

Reports to hand show a weakness in Indians on the London market partly accounted for by the quality. Teas showing really fine liquors, however, are gradually growing scarcer and for these satisfactory figures were realized.

Ceylons of medium quality are reported to have been steady, but buyers were fastidious in touching teas showing any undesirable qualities.

Javas have met with a satisfactory demand on the London market at a fractional decline. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
" caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
" Assam Pekoes	0 20	0 40
" Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
" Pekoes	0 27	0 30
" Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" " half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
" Choice	0 33	0 37
" Finest	0 30	0 32
" Fine	0 27	0 30
" Good medium	0 25	0 28
" Medium	0 21	0 23
" Good common	....	0 20
" Common	....	0 19

FOREIGN DRIED FRUITS.

The dried fruit market presents some interesting features. As forecasted in last week's "Grocer," there have been further advances in Valencias. The Denia market reports a shilling advance on Monday, a total of two shillings for the week. An advance of 9d. to a shilling is also reported in currants on the primal market. In California fruits prices for

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seeded raisins have been made considerably higher than last year and consequently business will be considerably curtailed. Cable advices on Tuesday report a strong market in Comadra figs at an advance of 6d. on last quotations. For California prunes the market remains unchanged. Early shipments of Valencia raisins via New York were among the arrivals of the week and show very fine quality. We quote :

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07 0 08
Patras	0 06½ 0 06¾		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 07 0 08
" selected	0 08½ 0 09
" selected layers	0 09 0 10
Sultana	0 09 0 13
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08¼
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowées	0 04 0 05	Fards	0 07½ 0 08
Sairs	0 03½ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04½	60-70s	0 07 0 07½
90-100s	0 04¾ 0 05½	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 04	Elemes	0 10 0 15
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 08 0 12

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12
Old stock, on track, Toronto, per bag	1 25 1 35
New American, on track, Toronto, per bbl	5 00
Old stock, on track, Toronto, per bag	1 25 1 35
New California, per bush	0 90 1 25

COUNTRY PRODUCE.

Eggs are again very scarce this week. The best season is drawing to a close and the market is much firmer since last quoting, the price having gone up 2c. per doz. We quote :

Strictly new laid, per doz	0 19 0 20
Candled eggs, per doz	0 18 0 19

HONEY.

There is no change in quotations since last writing. We quote :

Extracted clover, per lb	0 06½ 0 07½
Sections, per doz	1 00 1 50

WHITE BEANS.

This market is very firm at prices increased since last week. Prime have taken a jump of 10 to 20c. per bush., and handpicked are up 10 to 25c. per bush. We quote :

	Per bush.		Per bush.
Mixed	1 50	Prime	1 70 1 90
Handpicked	2 00 2 25		

DRIED APPLES.

Values continue unchanged. We quote:

Apples, dried, per lb	0 03 0 03½

POULTRY.

There is very little indeed on the market at the present time. Turkeys are 1c. to 2c. per lb. firmer this week. We quote :

Chickens, live per lb	0 08 0 09
Old hens " "	0 06 0 07
Ducks " "	0 09 0 10
Turkeys " "	0 11 0 12
Spring chickens, dressed, per lb	0 11 0 12
Old hens, " "	0 08 0 09

GREEN FRUITS.

For this time of the year the fruit market has been remarkably active during the past week. The demand at the pres-

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ent time is quite up to the supply and on some days dealers were not able to fill all orders on account of short arrivals. One reason for the good demand is the lovely weather there has been for the Fall fairs in the different towns and villages, and the consequent big demand for fruit. Banana supplies are light. Blueberries are now off the market; watermelons are also about done, although we continue to quote them. "Moore's Early" grapes have disappeared, but have been succeeded by "Concords" and "Niagaras." Verdilli lemons are a little firmer this week, as also are tomatoes and cranberries. Bartlett pears are very scarce now and have taken a big jump in price. We quote:

Mediterranean sweet oranges	3 75	4 25
Jamaica oranges, per bbl	6 50	7 00
Late Valencias	4 00	5 00
Bananas, large bunches	1 50	2 25
" small	1 25	1 50
Verdilli lemons, new, per box	3 25	4 25
Limes, per crate (8 doz.)		1 25
Tomatoes, per basket	0 20	0 25
Apples, per bbl	2 00	2 50
Siberian apples, per basket		0 15
Watermelons, each	0 15	0 20
Cantelopes (musk melons), per basket		0 15
Cantelopes, per crate	0 40	0 60
Peaches, white, per basket	0 20	0 35
" Albertas, per basket		0 65
" Crawfords, per basket	0 50	0 60
Plums, large basket	0 35	0 50
Pears, Bartletts, per basket	0 65	0 75
" Clapp's Favorite, per basket	0 35	0 45
Pineapples, per crate		4 50
California grapes, Tokay		3 00
Cranberries, dark, Cape Cod, per bbl		8 50
" " " per case		3 25
Grapes, Concords, per basket	0 25	0 40
" Niagaras, "	0 25	0 40

VEGETABLES.

There is no very remarkable feature on this market this week, except that potatoes are very scarce and have advanced 10c. per bushel. Otherwise prices remain unchanged. We quote:

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 60
Potatoes, per bush	0 40	0 50
Sweet potatoes, per bbl	3 50	4 00
Cucumbers, per basket	0 25	0 30
Cucumbers, pickling, per 1,000	2 00	3 00
Onions, per basket	0 30	0 35
Spanish onions, per crate		1 00
Bunch lettuce, per doz. bunches		0 20
Butter beans, per bush	0 75	1 00
Fresh onions, per doz. bunches	0 20	0 40
Radishes, per doz. bunches	0 15	0 20
Mushrooms, per lb.		0 60
Mint, per doz bunches		0 10
Parsley, " "		0 10
Spinach, per bush		0 50
Beets, per doz		0 15
Cauliflowers, per doz	0 50	1 00
Carrots, per doz		0 15
Parsnips, per doz		0 20
Vegetable marrows, per doz	0 40	0 60
Green corn, per doz	0 08	0 10
Celery, per doz	0 25	0 50
Green peppers, per basket	0 30	0 50
Red peppers per basket	0 30	1 50
Egg plant, per basket	0 35	0 50
Butter squash, per doz	0 50	1 25
Hubbard squash, per doz	0 75	1 25
Pumpkins, per doz	0 75	1 50
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz		0 40
Sage, per doz	0 10	0 15
Savoury, per doz	0 10	0 15

FISH.

There is no change to note about this market this week. White fish, haddock and cod are still reported to be scarce. We quote:

Whitefish, fresh, per lb		0 09
Trout, fresh, per lb	0 08	0 09
Herrings, fresh, per lb		0 07
British-Columbian salmon, per lb	0 20	0 25
Halibut, per lb	0 12	0 15
Perch, per lb		0 05
Mackerel, each		0 25
Eastern salmon, per lb		0 25
Haddock, per lb		0 06
Cod, per lb		0 07

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—Manitoba wheat is slightly easier this week, No. 1 hard has dropped 1c. per bush. and Northern 1¼c. per bush. Ontario wheat remains the same as last week. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 93	
" " Northern " "		0 91½
Red, per bushel, on track Toronto	0 79	0 80
White " " "	0 78	0 79
Barley " " "	0 44	0 45
Oats " " "	0 30½	0 31
Peas " " "	0 61	0 63
Buckwheat " " "		0 41
Rye, per bushel, " " "	0 50	0 51

FLOUR.—There is no change in prices since last writing. Buying is not quite so liberal this week. We quote:

Ontario patents, per bbl	3 60	3 85
Hungarian patents "	4 50	4 65
Manitoba bakers' "	4 15	4 25
Straight roller, "	3 50	3 60

BREAKFAST FOODS.—Business is fairly active on this market; there is no change in prices since last week. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl		4 25
Rolled oats, standard, carlots, per bbl., in bags		3 75
" " " " " in wood		3 90
" " " " for broken lots	4 00	4 15
Rolled wheat, per 100-lb. bbl		2 25
Cornmeal		4 00
Split peas		4 75
Pot barley, in bags		4 00
" in wood		4 15
Swiss food, per case		2 88
Aunt Sally's Pancake Flour, per case		2 00

HIDES, SKINS AND WOOL.

There is no very special feature on this market, except that super pulled wool is up 1c. per lb., and lamb skins are firmer by 15c. each. Pelts have given place to sheep skins. We quote:

HIDES.

No. 1 green, per lb		0 08
" 2 " "		0
" 1 " steers, per lb		0 08½
" 2 " " "		0 07½
Cured, per lb	0 08	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive		0 09
" " " 2 " " "		0 07
" " " 1 15 to 20 lb "		0 08
" " " 2 " "		0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins		0 60

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 17	0 18
" extra "	0 19	0 20½
Tallow, per lb	0 04¾	0 05

QUEBEC MARKETS.

Montreal, October 1, 1903.

GROCERIES.

BUSINESS among the jobbers is reported as good during the week, country orders being plentiful, and city trade also looking up. Sugars are going out fairly well considering that the preserving season is practically over. New York quotations are tending stronger though locally no change is looked for. In teas the trade has been good in all lines with possibly the exception of China blacks, which are quiet. Ceylon and Indian greens are sought after freely and readily picked up when offered. China greens, Ping Sueys and Pea Leaf Gunpowders have improved in demand and the latter are hard to get hold of. Japans have shown a firmer front on cable advices to hand declining to fill any more orders as stocks were practically exhausted. The demand for Japans from both country and cities has been very active lately and fair prices have been realized for fine to common grades. Syrups and molasses are in good demand, Barbados receiving attention at even the strong prices ruling, as it is expected that further rise may eventuate within the next few months. Syrups are going out freely and show splendid value in comparison with the high price of molasses. The canned goods situation is still unsettled, though the packers' association have sent out a circular to the trade guaranteeing 60 per cent. deliveries. Jobbers generally feel the uncertain condition of affairs and some grumbling is heard. Uncharitable as it may appear, it is hinted in some quarters that there is a good-sized "nigger in the woodpile" in this Canners' Association and the feeling is abroad that the association is holding back on the pack; with the very large crop of tomatoes in the country it is claimed that packers should be able to make 100 per cent. deliveries, and it is thought that anything over the 60 per cent guaranteed is being used by the association for speculative purposes. While this may seem right to members of the association it is looked upon as unfair to the jobbing trade of Canada—and it is most certainly a handicap to clean business. Salmon is high and quite a demand. Reports from Malaga advise an advance of 50 per cent. in loose muscatels. Crop reports indicate a greater scarcity than was expected. New Malaga table raisins are reported by some of the trade this week. California seeded raisins are 1c. higher. Currant market is unchanged and nothing is expected to alter the position until arrival of first direct steamer in October. California prunes are decidedly stronger. Nuts are quiet and not much trade. In green fruits trade has been quiet owing to unseasonable weather. Grapes are cheaper and came down with a slump this week on account of heavy receipts. Heavy shipments of apples for export are reported, about 54,000 bbls. clearing this week, and next week still heavier shipments are expected. Coffee is unchanged. Spices continue strong and tendency is for further advance, particularly in cloves. Last week's sharp advance caused a little local flurry. Rice and tapioca are quiet. In fish weather conditions have been favorable to good trade. Shell oysters are commencing to come in freely now. Brook trout are out of the market, the close season commencing October 1. The vegetable market continues quiet and without special feature. There are no changes to quote. The bean market is still very firm and further advances in view of the continued unfavorable reports from the bean districts would be no surprise. An advance as soon as the demand for the shanty trade begins is regarded as a certainty. There is nothing special to note in hops. Prices are firm at a slight advance. Offerings of honey continue large but buyers are not anxious to make very extensive purchases. The situation is commented upon at length below. The market for evaporated apples is weaker. Manufacturers are selling at 1c. less for carlots than one week ago and jobbers' prices are weaker in consequence. The potato market is firmer owing to the limited offerings now coming forward and to the reports of rot. In flour the situation is still unchanged. Offerings of feed are limited and prices are firmer. Some changes will be noted in our grain quotations. Oats, corn and wheat are a little easier on the local market. Considerable improvement is reported in the egg and butter markets. Prices are steady at advances. The situation is commented on at length in another column. There is a lack of confidence on the cheese market and prices, although unchanged at time of writing, are weaker. The demand for hog products continues good. Prices of baled hay are firm at a slight advance given below. Ashes, hides and raw furs are dull and prices are unchanged.

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½	0 07
New, finest off-stalk, per lb	....	0 07½
Selected, per lb.	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	0 90	1 00
Elemes, per box	0 75	0 85

DATES.

Dates, Hallowees, per lb	0 04½	0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11	0 12
Peaches "	0 09	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 25
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ⅛s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	....	....
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 07½
50-60s	....	0 07
60-70s	....	0 06½
70-80s	....	0 06½
80-90s	....	0 06
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 07½
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06½
" " " 90-100s	0 04½	0 04½
" " " 100-120s	....	0 04

NUTS.

Valencia almonds are reported easier. Trade locally is quiet and no activity anticipated until arrival of steamer Bellona, when it is expected that prices will be interesting enough to warrant freer buying. We quote :

Grenoble, per lb	0 11½	0 12
Filberts, per lb.	0 08	0 09
Tarragona almonds, per lb.	0 11	0 12
Brazils, medium, per lb.	0 12½	0 13½
Pecans " per lb.	....	0 13½
" large per lb.	....	0 14½
Peanuts, per lb	0 07½	0 12
Valencia shelled almonds per lb.	....	0 24
Bordeaux shelled walnuts, per lb.	....	0 28

GREEN FRUITS.

The market has been rather quiet during the week owing to the unseasonable weather prevailing. The warm weather militated against the demand for apples being sustained and prices eased up. Prices were considerably in buyers' favor. Export shipments have been very heavy, about 54,000 bbls. leaving this port last week out of a total shipment of 127,000 bbls. from all ports. Heavy receipts of grapes caused a sharp break in prices, from 8 to 10c. per basket. We quote :

Verdilli lemons 300's, fancy	....	3 75
" " 360's, fancy	....	3 00
Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls.	1 50	2 50
Bartlett pears, boxes	3 00	3 50
Peaches	1 75	2 00
Plums	2 00	2 25
Pineapples, 24 to case	....	5 00
" 30 to case	....	4 50
Bananas	1 75	2 00
Canadian peaches, per basket	0 60	0 90
" plums "	....	0 40
" pears "	0 40	0 50
Grapes, Canadian, blue	0 20	0 25
" " red and green	....	0 25
" Delaware	....	0 35
California Tokay grapes, per box	2 00	2 50
Jamaica oranges, in bbls.	....	6 00
" boxes	....	3 50
Sweet potatoes, per bbl.	....	3 75
Spanish onions, cases	....	2 50
" " crates	....	1 00

FISH.

Trade is good. Fresh cod, haddock and halibut are scarce this week owing to warm weather and the re-appearance of the dog-fish on the fishing grounds. Haddies are also affected by these conditions. Brook trout are off sale as the close season for same commences October 1. Oysters are commanding good attention. The first lot of shell Malpecques made their appearance here last Friday, September 25, about 120 bbls. coming by express. Prices ranged from $7.50 to $10 per bbl. Since then other shipments have arrived by freight and these sold at $5 to $7 as to quality. Dealers say the demand for oysters is very great. We quote :

Haddies	....	0 07
Smoked herring, per box	....	0 15
Fresh haddock, per lb.	....	0 05
Dore, per lb.	....	0 07½
Pike, "	....	0 06½
Halibut, per lb.	....	0 12
Gaspe salmon, frozen, per lb.	....	0 15
Salmon trout, per lb	....	0 07½
" B.C., per lb	....	0 15
Steak cod	....	....
White fish, per lb	....	0 07½
No. 1 Herring, Nova-Scotian, per bbl.	5 00	5 50
" " half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.	....	6 00
No. 2 green cod, bbls. 200	....	5 00
No. 1 green haddock, bbls. 200	....	5 00
Green pollock, bbls. 200	....	3 75
No. 1 large green codfish, new, per 200 lb.	....	6 50
Boneless cod, 1 and 2-lb. blocks, per lb.	....	0 06
" fish, " " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Skinless cod, cases 100 lb.	....	4 75
Dried codfish, new, per 100-lb. bundles	....	4 75
B. C. salmon, per bbl.	....	13 50
Standard bulk oysters, per gal.	....	1 40
Marshall's kippered herring, per doz.	....	1 40
Canadian kippered, per doz.	....	0 90
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.	....	1 30
Canned cove oysters, No. 2 size per doz	....	2 25

VEGETABLES.

The market is quiet and without special feature. The demand is reported fair and the supplies coming in are more than ample to satisfy it. The quality is very good. We quote :

Cabbage, per doz.	0 30	0 40
" red, per doz.	....	0 50
Cucumbers, per doz.	....	0 10
Onions, per basket	0 50	0 60
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch	....	0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz.	....	0 10
Radishes, per doz.	0 15	0 25
Pumpkins, per doz.	0 50	1 25

COUNTRY PRODUCE.

BEANS.

There are no quotable changes since our last report. The market continues very firm, but buyers are holding off in the hope that prices will soon be lower. It would seem that there are no substantial grounds for this hope. Reports from the Canadian bean districts and also from Michigan are very unfavorable. Moreover when the demand for the shanties begins, as it very soon will, another big advance may be expected. This was the case last year. We quote :

Choice prime, per bushel	2 00	2 10
" carlots	....	1 85
Choice, small lots	1 75	1 80
Ordinary, carlots	1 40	1 50

HOPS.

The local market is firmer. New Quebec and Ontario hops are quoted at 25 to 28c., according to quality. Some holders are asking 30c. for their new hops. We quote :

Old hops	0 09	0 10
Choice No. 1	0 19	0 20
Fair to good	0 16	0 18
Yearlings	....	....
Choice Eastern Townships	0 25	0 28
Fair to medium Eastern Townships	0 17	0 20

HONEY.

There have been considerable offerings of honey during the last week but buyers are rather conservative about making purchases as they have not forgotten their experience of last year. Dealers and producers are asking prices considerably higher than the buyers care about paying. The prices quoted by "The Canadian Grocer" are jobbers' prices to retailers. In many cases producers are holding out for prices as high as those quoted. One buyer reports a scarcity of buckwheat honey. The imports of West India honey have some influence on the situation. Last season was the first year that West Indian honey was sold on this market, and as we understand the price obtained was satisfactory, it is only reasonable to expect that the shipments will be largelv increased this season. The quality, although not quite equal to Canadian clover, is sufficiently good to warrant attention from the trade. We quote :

Strained, white	0 07½	0 08
Clover and basswood	0 08	0 08½

MAPLE PRODUCTS.

The demand is slow and there is nothing of special interest to note this week. We quote :

New syrup, in wood, per lb.	0 05½	0 06
New syrup, in large tins	0 70	0 75
Old " "	0 55	0 60
Old " in wood	0 05½	0 06
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08½	0 09½

EVAPORATED APPLES.

The market is weaker than at the time of our last report. Offerings of new stock in carlots are reported at ½c. less than last week. We quote the following jobbers' prices :

New, in carlots	0 05½	0 06
New, in jobbing lots	0 06	0 06½

POTATOES.

Offerings during the last week have been very limited and prices have advanced slightly in consequence. On Bonsecours market farmers have been asking 65c. per bag of 90 lb:, but merchants assure us that they have not yet found it necessary to pay more than 55c. on track here. The stock arriving by cars has been very poor, the quantity of rotten potatoes being very considerable. It is claimed that when dug the potatoes were sound and that the rot is due to the heat of the cars. Merchants are paying 55c. per bag of 90 lb. and they are selling in jobbing lots at 65c. and in smaller quantities at 70c.

FLOUR AND GRAIN.

FLOUR.

There are no quotable changes since our last report. The new crop Manitoba flour has not yet commenced to move. The demand for all grades continues steady as the stocks in second hands throughout the country are small. Prices continue to be well maintained and, as last week, we quote as follows :

Manitoba patent.	....	4 80
" first bakers'	....	4 50
" second bakers'	3 90	4 10
Winter wheat patents	4 00	4 15
Winter patents	....	4 15
Straight rollers	3 75	3 85
90 per cent. patents	3 55	3 70
Extra	1 65	1 70
90 per cent. bags	....	1 80
Straight rollers, bags	1 80	1 85

FEED.

Offerings are limited and the demand continues good. In consequence, prices are firm. An advance in Ontario bran will be noted. We quote :

Ontario bran, in bulk	16 00	16 50
" shorts	19 00	20 00
Manitoba bran, in bags	....	17 00
" shorts	20 00	21 00
Mouillie	22 00	30 00

CORNMEAL.

There are no changes since our last report. The market is without special feature. We quote :

Gold dust, bags	1 80	1 90
" bbls.	3 90	4 00
Ordinary, bags	1 40	1 45

ROLLED OATS.

The demand still continues limited and jobbers report a very quiet market. We quote :

Rolled oats, in bbls.	3 80	3 85
" " in bags	1 85	1 90

GRAIN.

On the local market there is an easier feeling and prices of wheat, corn and oats have sagged slightly. The decline in oats is due to considerably increased offerings from the country coupled with the fact that the bulk of those coming forward are only inspecting No. 3 and are rejected. The demand for these grades at present is very limited owing to the scarcity of ocean freight room. Other lines are quiet and as transactions are few it is difficult to give exact quotations. We quote :

No. 1 hard Manitoba	....	0 90
No. 1 Northern	....	0 89
Rye	0 57	0 57½
Peas	0 72	0 73
Corn	0 55	0 56
Buckwheat	....	0 48½
Barley	0 50	0 51
Oats	0 34½	0 35
Malt	0 75	0 80

BALED HAY.

Exports from Montreal last week were 14,727 bales. Prices are firmer than last week. We quote :

No. 1 timothy	10 50	11 00
No. 2 timothy, choice	9 00	9 50
No. 2 timothy, ordinary	8 50	8 75
Clover, carlots	7 50	8 00

LOOSE HAY.

New hay is selling at $7.50 to $8 and old hay at $8 to $8.50.

ASHES.

There is no change to report. We quote :

First pots	....	5 85
Seconds	....	5 50
Pearls, per 100 lb	6 75	7 00

HIDES.

The situation is unchanged since our last report. We quote :

No. 1 beef hides	....	0 09
No. 2 "	....	0 08
No. 3 "	....	0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 60	0 65
No. 1 calfskins	0 11	0 12
No. 2 "	0 09	0 09½

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Sep. 28, 1903.

BUSINESS in St. John continues very good and the trade look forward to a large and profitable Fall business. There are two lines which seem of particular interest just at present, beans and cheese. There have been advances in price and the goods are hard to get. Cream of tartar in the original market shows quite a decline. Local prices are still high as stock on hand was bought at full figures. In spice, cloves are of interest. There has been a marked advance. New Valencia raisins have been received. In dried fruits firm prices will rule this Fall. In markets as a whole, firm prices rule. Flour in particular has shown a large advance.

OIL.

In burning oil shipments are becoming quite general. The season of large consumption is here. Prices are low and little change is expected. Paint oils continue very low, that is in linseeds. Higher values are expected. Turpentine is unchanged. There is a fair trade in lubricating, which is firm. Cod oil is scarce and very firm. Non-freezing cod liver oil is extremely high, the Newfoundland product being over four dollars per gallon and Norway slightly higher. We quote :

American Water White	....	0 19½
Best Canadian	....	0 19
Prime	....	0 18½
Linseed oil, raw	....	0 57
" boiled	....	0 60
Turpentine	0 80	0 81
Cod Oil	0 32	0 35

SALT.

In Liverpool coarse salt quite a large cargo is to hand. Last week, as usual, while landing, prices were somewhat shaded, to save expense of storing, but the market is very firm. In fine salt the feature of the season has been the difficulty in getting the Canadian stock. We quote :

Liverpool coarse, per lb	0 59	0 60
English factory-filled, per lb	0 95	1 00
Canadian, per bag	....	1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl	....	3 10
" " 10-lb " " "	....	2 85
" " 20-lb. wood boxes, each	....	0 25
" " 10 " " "	....	0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.

There is little of particular interest. The chief feature is the high prices of corn and tomatoes, particularly of the latter. The pack is said to be very light. Dealers who bought at low prices from outside packers, are interested in knowing what part of their order will be filled and they rather regret having sold at as low price as they have. Fruits are held quite firm. Oysters are still high. While there is a fair supply of salmon, prices are higher. The outlook is for a large profit. Sardines will be a light pack. We quote:

Tomatoes, 2's	$1 25	1 40
" 3's	1 50	1 60
Corn	0 90	1 00
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 70	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3s	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" oohoes	1 25	1 35
" spring	1 35	1 40
" sockeye	....	1 50
Domestic sardines, oils, ¼	3 00	3 25
" mustards, ½	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

DRIED FRUIT.

The market is firm. Some new Valencia layers have been received. As usual, for first stock, prices are high. While rather lower prices will rule for later shipment the market is firm. The feature of the market is that practically no California raisins are being bought. Malaga loose were advanced this week. Their seeded are also higher. Currants are rather higher. New evaporated apples are offered, but little is doing. Prunes are quite low. New goods will cost rather higher. Onions sell quite freely. Prices are rather easier. The crop is reported light. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	0 06	0 06½

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers, new, "	0 08½	0 09

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " " ½s	1 30	1 40
Loose muscatels, 50s	0 08	0 09
Malaga, choice, seeded	0 09	0 09½
" fancy, seeded	0 10½	0 11
Loose muscatels, per lb	0 08	0 09
" " seeded, in 1-lb. packages	0 09	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

Per lb.		Per lb.	
30-40s	0 08½	70-80s	0 06½ 0 07
40-50s	0 08 0 08½	80-90s	0 06 0 06½
50-60s	0 07½ 0 08	90-100s	0 05½ 0 06
60-70s	0 07 0 07	Egyptian onions	0 02½ 0 02¾

APPLES.

Per lb.		Per lb.	
Dried	0 04 0 04½	Evaporated	0 06 0 06½

ONIONS.

Canadian onions, per bbl	3 00	3 25
" onions, per bbl	....	0 20

SUGAR.

The rather higher prices are firmly held. Dealers carry full stocks looking for further advances. Sales are large. Quite a little foreign sugar is held. We quote:

Redpath s granulated	....	4 30
St. Lawrence "	....	4 30
Acadia "	....	4 25
" in bags	....	4 10
Bright yellow	....	3 95
Med. "	....	3 65
Paris lumps, in 50-lb. boxes	0 05	0 05¼
Powdered	0 05¼	0 05½

MOLASSES.

Business is rather quiet. There is quite a full stock held considering the high price which has effected sales. Market is firm. We quote :

Barbadoes	0 36	0 38
Porto Rico	0 40	0 45
New Orleans	0 30	0 38

FISH.

The market in all lines is very firm. A strange feature this week was the large quantity of sardine herring caught in our harbor and shipped to Quebec and Eastport. There is no doubt the wholesale killing of the small fish is the cause why pickled and smoked are so scarce. Dry fish are firmly held. There is little doing in fresh fish. Season for finan haddie is about here, but so far stock is scarce. We quote :

Haddies, per lb	0 04½	0 05
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	2 00	2 10
Pickled herring, per ½-bbl	2 10	2 25
Dry cod	4 00	4 10
Pickled shad, ½-bbl	5 00	6 00
Halibut	0 10	0 12
Fresh salmon	0 15	0 18
" shad	0 12	0 15

FLOUR, FEED AND MEAL.

In flour, prices are very firm at the advance. There is a large business. Feeds are quite freely offered and sell freely. Oatmeal and cornmeal are unchanged. Beans are higher and very few offering. It looks like high prices. Barley and peas are held firm. We quote :

Manitoba flour	$5 60	5 70
Best Ontario	4 65	4 80
Medium "	4 15	4 50
Oatmeal	4 10	4 25
Cornmeal	2 80	2 85
Middlings, in small lots	24 00	26 00
Oats	0 38	0 44
Hand-picked beans	2 00	2 20
Prime "	....	1 90
Yellow eye "	2 00	2 05
Split peas	....	5 00
Barley	4 25	4 40
Hay	10 00	12 00

ANOTHER RECORD

Wabash car No. 66776, left Antioch, California, on the 8th September, via The Atchison, Topeka and Santa Fe Railway, The Wabash Railroad and Canadian Pacific Railway in destination of Montreal for **HUDON, HEBERT & CIE.**, with a solid load consisting of :

500 Cases of 2 doz. 2½-lb. Square Tins

Hickmott's Golden Crown Asparagus.

This carload is now due and will be in store any moment.

It is by far the largest quantity of Asparagus ever shipped in one lot to a Canada firm.

Hickmott's Asparagus is packed at ***BOULDIN ISLAND,*** California, in the field where grown.

THE HICKMOTT ASPARAGUS CANNING CO. advise us that this shipment cleans out the balance of their ***1903 PACK.***

Useless to say anything about the quality of these goods. Their renown is universal.

New Crop Spanish Onions

1,273 Crates in Store. Price, 50 cents.

HUDON, HEBERT & CIE.

MONTREAL

Our Motto: "FORWARD."

We are still in the tea business, and we have already received some fine grades of Japan teas, including the Famous **"OWL CHOP"** brand,

No. 1, No. 2, No. 3, No. 4, No. 50, No. 100.

These teas have a reputation all over. This year's quality is very nice and prices reasonable.

We carry also a full assortment of

DUST,
SIFTINGS,
PING SUEY HYSON,
GUNPOWDER, PEA LEAF and MOYUNE,
GREEN CEYLON,
INDIAN GREEN,
BLACK CEYLON,
INDIAN BLACK and
SCENTED ORANGE PEKOE.

IN ALL SIZE PACKAGES.

OUR CELEBRATED

"Owl Chop" Ceylon Teas in Packages

are a favorite amongst the Trade, their quality is far superior to many others so called.

WE ARE DISTRIBUTING AGENTS FOR

"BEE" BRAND CEYLON BLACK TEA.

To convince you of these facts, give us a trial order. Of comparison we have no fear; for quality and prices we are leaders.

We have the largest assortment to be found in any wholesale house in Canada.

What do you think of "Ubero" Coffees?

WE ARE SELLERS.

L. Chaput, Fils & Cie,

WHOLESALE GROCERS AND IMPORTERS,

Established in 1842. ***MONTREAL.***

Montreal, September 30, 1903.

MANITOBA MARKETS.

Winnipeg, September 26, 1903.

TRADE continues very steady with a good volume and few fluctuations in price lists. Difficulty of getting supplies is still complained of and there is not much hope that freight congestion will experience any relief until after navigation closes.

Winnipeg will, this season, have Spanish seeded raisins instead of California. The Malaga fruit, put up in the neatest and daintiest of 1-lb. cartoons, is expected on the market early in the season. The price is much lower than the California seeded raisin. The seeded raisin trade in the West is very heavy and growing every year so that cheaper fruit and better is a matter of first importance to the trade. The introduction of the seeded Spanish fruit is looked upon with great favor by the trade. Spanish Muscatels, 3 crown, are also being imported to take the place of the high-priced California fruit.

Evaporated apples are high and firm, being quoted by some houses at 7¼ to 7½c. The demand is good. No new goods are as yet in and offerings of the same do not indicate very low prices. It is thought here that the heavy export trade in apples may have the effect of keeping up the price of both evaporated and dried fruit.

California evaporated fruits are very firm, old stock is quoted at 11c. and new at 12c. and even a fraction over. Peaches are not yet quoted for new goods.

GREEN FRUIT.

The annually recurring Ontario fruit question is with us again worse than ever. The packing of Ontario fruit this year has been simply scandalous. One house lost $500 on three carloads, and as the irate sufferer remarked, "and after that Ontario people wonder why we buy California fruit, I will never have another pound of the Ontario stuff in my place." A carload of tomatoes unloaded the other day had numbers of grass green tomatoes mixed with others that were over ripe. The entire car had to be repacked for handling. Ontario plums continue to arrive dumped into 17-lb. baskets, and two quarts of waste is no uncommon thing in one basket. When it is considered that it is a common thing to buy 6 or 8 cases of California packed fruit and not find a single decayed plum, the contrast cannot help being painfully evident. As per usual, some of this Ontario stuff is being auctioned at low prices. Tomatoes and plums have been particularly unsatisfactory. Basket pears have come forward in good shape and are in excellent demand at 50c. per basket and 60c. for the best. Grapes are coming forward in pretty good shape, though the first shipments were in rather mouldy condition when they got here. One great trouble with the Ontario fruit is that frequently it is not properly routed and there is great delay in consequence. This week a car was routed to come in by the Great Northern from St. Paul. It would naturally be supposed that any fruit man would know that the C.P.R. will not accept cars from that road from points where it has a competing line. Nevertheless the careless shipper routed the car that way and it was sidetracked at the boundary for two days, was hauled into the city by the Canadian Northern, and

The Finest Preparation of Beans Ever Offered to the Trade.

Clark's Pork and Beans in Chili Sauce.

See the Packages—Bright—handsome—attractive.

See the Goods—Wholesome—cleanly prepared—quick selling.

See the Prices—Absolutely the lowest, quality and quantity considered.

TRY FOR SUMMER USE — DELICIOUS ACID FRUITS — CORONA FRUIT MEAT — FOR PIES PUDDINGS ETC. — SPRING USE — TRY

Delicious, Healthful
The **Ideal** Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

FINEST ORANGES GROWN

Car **Extra Fancy Late Valencias** arriving this week from the celebrated groves of the **Arlington Heights**, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

what the unpacking will reveal has yet to be stated. It seems useless to write about Ontario fruit. If the fruit men would give proper attention to packing and shipping their fruit there would be a splendid trade for them in the West. As has been said so many times before, the women of the West prefer Ontario fruit when they can get it in decent condition, but they will not buy it in the shape it comes forward now, except at very low prices. Concord and Niagara grapes are quoted at 35c. but are expected to be lower next week.

American peaches are very scarce and $1.25 is being quoted for Washington and Iowa, and the market is practically cleared up. At the present time it looks as if the peach season was almost at an end. The demand is heavy and several cars could be disposed of readily.

NOTES.

Mr. Petrie, grocery buyer for The Hudson Bay Co., has left for his usual Fall purchasing trip to American and Eastern cities.

Foley, Lock & Larsen expect to move into their new warehouse by the end of the week. It is 100 feet square and five storeys high.

Campbell Bros. & Wilson, wholesale grocers, Winnipeg, have begun storing goods in their new 142x98 foot warehouse on Princess street although the windows and doors are not in the upper portion. The contractors are not to date with their contract but it is expected another three weeks will see the building completed. The firm is also erecting a three-store warehouse of generous capacity at Calgary, where they will carry a full stock for western distribution.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Sept. 25, 1903.

WHETHER they have enough provisions in the Yukon or not, the vast bulk of the Winter supplies for the season of 1903-4 have gone forward. The White Pass Railway Co. are not accepting any more goods for northern shipment, with the exception of perishables. These will have to take their chances of getting down the river, though there is no blockade at White Horse. Recent advices from that point say that all goods arriving over the railway from Skagway have been sent on down the river in a very short time.

* * *

The grocery trade of the city and province has manifested a good deal of interest in the naming of prices by the packers' association of Eastern Canada in the various lines of their goods. Of course, naming the prices, as everyone knows, does not deliver the goods. So that despite the prices having been named that does not affect the present position of shortage. The prices have only been named on open orders. As usual, orders were taken early in the season at open prices. The trade merely gave orders according to their requirements, knowing that the prices would be fair to them as to others in the business. But long ago the goods were withdrawn. Corn and tomatoes are not offering at any price.

Just as soon as the prices were named some of the trade repeated orders in tomatoes and corn, one leading wholesaler giving an order by wire for 3,000 cases additional to what he had ordered on open prices. But no acceptances have been received so far. It is not at all likely that any will be given until the end of the season, for the pack is not equal to the orders and the stocks will have to be sorted up before the second orders on lines withdrawn can be considered. Then it may be that there will be no stocks in these lines over orders already accepted.

* * *

While not actively interesting the trade at the present time, owing to the fact that the fresh fruit season is still in its height, the position of the trade in canned fruits from Eastern Canada on this market is one which presents some features of interest. As one leading wholesale manager says, the freight rates from Eastern Canada so far as canned fruits are concerned should be revised. At present they are $1 Summer and $1.05 Winter. These figures should be reduced to at least 70 and 75c. A difference of 30c. would make a great change in the position of the eastern fruit packers.

At present California sells large quantities of the fruit consumed in this market, the principal reason being that with cheaper labor and cheaper fruit the goods are put up there more cheaply than in Eastern Canada. Duty paid, the goods can be laid down here less than from Eastern Canada. The short haul, and that by steamer, makes the freight a very light charge. An example or two might be given: Peaches, which are cheaper this year, were last year quoted at $1.86 per dozen from California, and that is the 2½-lb. tin which the California packers put up entirely. The price quoted on the 2-lb. tin laid down from the east is $1.78, so that it costs but 8c. per dozen more to have the 2½-lb. tin. The prices quoted by the eastern packers on the 2½-lb. tin, which they also put up, figure out even, taking in the ten per cent. discount, which no one will earn, $2.45 laid down here. This is a fair sample of the run of fruit quotations, and should show clearly that the east cannot hope to sell the canned fruit consumed here on such a basis.

* * *

Markets on fresh fruits this week show but slight changes. There are larger quantities of crab apples being offered than usual, and prices are lower. The Italian prune, which is a very strong favorite here, is now being marketed liberally by local growers. Supplies hitherto have been from the neighboring State of Washington, as our crop has been slow to ripen.

* * *

The position of the canners' combine in the trade is an unenviable one. By their quotation of a special cut to those who signed a cast-iron contract to purchase exclusively from the combine, the new organization practically guaranteed their ability to fill all orders. There is no other deduction to be drawn, and that is the way the trade here looks at it. But the immediate withdrawal of two leading lines of canned vegetables from the market early in the season and before the first prices had been named was a confession of weakness which had in it the inherent element of failure. More recent developments, as noted in "The Grocer's" columns, would indicate the prospect of the combine failing to accomplish their ends, in any event. But it was not necessary to have had more evidence of weakness than inability to fill orders.

* * *

The general feeling among the wholesale grocers here is one of disgust at the attempt to carry through this huge monopoly. It has had a very unsettling effect on the trade generally, for such staple lines are not easily dispensed with or replaced. The sentiment of many of the merchants is that they would buy in California in preference, cutting out the eastern supplies entirely, if conditions permitted. Were it not that prices open at rates which will make it difficult for the California pack to compete, there would be large orders placed with San Francisco brokers. But in tomatoes, at any rate, prices in California have been kept up by heavy orders from the Eastern States, so that the stocks bought in the east will be able to sell lower. Not until the supplies of Canadian tomatoes are sold off will the California goods be competing. Then the demand for the goods will simply bring them in. A change in conditions which would permit of selling in competition with Eastern Canada would see the trade here taking the goods from California almost exclusively.

* * *

As to the prices themselves, the trade does not consider the first quotations unfairly high if the discount is taken into account. Tomatoes opening at $1.05 with 35c. freight, are, of course, somewhat higher than last year, when the opening price was 95c., but the discount would bring it back to almost the same figure.

The quotations on corn and beans of 90c., less the discount, would compare favorably with last year, while standard peas, orders for which are still being accepted, are fairly reasonable at 87½c. It is very evident, however, that the prices have been so framed that it means taking the list as it should be and adding ten per cent. to compel coming into the combine's exclusive control.

* * *

Produce markets are quiet now, there being nothing but local consumption to cater for. The northern shipments which were very heavy have all gone forward, with the exception of some orders for Atlin, which will have a little more time to get in than the down-river shipments.

Local fresh eggs are very scarce yet and prices keep up. The stocks of eastern eggs are light, too, receipts of last week only having served to fill the orders for the north. Manitoba is out of it as far as sending eggs this season. Ontario seems to be slow in filling orders. The price is firm and, though not advanced, will soon rise if scarcity keeps up. Local fresh bring 40c. per dozen retail.

Butter stocks are not too well represented. Shipments of dairy from Manitoba and the Northwest, which have been fairly well kept up, have shown a tendency to fall off. Creamery stock is not plentiful, there being a certain amount held back for storage by the Manitoba and Northwest creameries, now that the weather will warrant it.

Local flour quotations have shown advance of 30c. per barrel in the past few days. Weather and crop reports from Manitoba account for the rise, which, of course, originates there, as all our consumption is of Manitoba and N.W.T. flour

How is Your Coffee Trade?

Good, Eh!!—

Then you must sell our famous

CLUB COFFEE

——Put up in 1-lb. and 2-lb. Tins.—— A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL,

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

System or Guess Work?

The grocer shown above is guessing, and the scale he has will keep him guessing, too.

He's an honest fellow, so he sees that his scale goes down on the customer's side every time, and he always gives full weight.

People buy so queerly nowadays; 10c. worth of 60c. tea; 25c. worth of 11c. dry fruit; 50c. worth of sugar at 5½c. per lb.

They know they can get more for their money this way Can't blame them either.

You've noticed this, haven't you? Then you need our Dayton Money-weight Scale as badly as he does.

Send for our 1903 catalogue. It tells how to stop this and how to

Do it to-day.
Ask Dept. "M" for catalogue.

Save three Pennies

THE COMPUTING SCALE CO. OF CANADA, LIMITED,
164 King Street West, Toronto, Canada.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the general merchants in Canada at the expense of a few cents. Our rate is 2c. per word first insertion, and 1c. per word each subsequent insertion, and ***remittance must accompany order in every case.***

THE CANADIAN GROCER
MONTREAL and TORONTO.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

FLOUR AND CEREAL FOODS

Let us Mill Our own Wheat.

IN a recent number of THE GROCER we published an editorial under the above caption, pointing out the advantages of grinding our wheat at home and exporting the finished product, flour, instead of exporting in the grain.

The Brandon Times, discussing the same subject from a slightly different aspect, emphasizes the same points which were made in our editorial.

The Times concludes a two-column article as follows :

Summarizing, it might be said that the export of wheat is injurious to the farmer,

1. Because by the export of unground wheat he loses cheap food for his stock and the manure therefrom.

2. He has to pay the freight on the by-products (bran and shorts), to the foreign market.

3. Local mills occasion the employment of men who require all classes of farm produce and so the home market is extended.

It is injurious to the milling industry,

1. By reason of the loss of business.

2. By reason of the foreign miller having bran and shorts to dispose of which has been imported at the lowest cost.

To the transportation companies :

1. Because it means congested freight with all the accompanying disadvantages.

2. In the loss of traffic of by-products resulting from the milling of wheat.

3. Loss of traffic of by-products resulting from mixed farming.

4. The loss of traffic the year round, including the dull seasons.

An injury to Canada because it means

1. The stunting of an industry which is carrying our name to all nations.

2. The loss of wages to thousands of laborers.

3. The loss of wider civilization which comes from the development of an important industry.

Will our Wheat go West?

Mr. Thomas Thom, of the Liverpool Corn Exchange, has estimated this year's shortage in the world's wheat available for British needs at 36,000,000 bushels. Canada's average export of wheat to Britain during the past six years was only 6,000,000 bushels. Mr. Thom contends that any deficiency can scarcely be supplied from Canada, and declares that the natural outlet from Manitoba and Alberta is the Pacific Ocean, to meet the increasing bread wants of China, Japan and the Philippines. Mr. Thom thinks that those who expect sufficient supplies from Canada's Northwest are doomed to disappointment.

South Africa Wants our Wheat.

Canadian wheat is wanted in South Africa, according to a report received by the Department of Trade and Commerce from Mr. J. G. Jardine, Canadian Commissioner. He states that there are several extensive wheat grinders in South Africa at present and additional ones are putting in mills all the time. They have to import all the wheat they require. Mr. Jardine says he will be pleased to place Canadian wheat dealers in communication with these millers in South Africa.

The Western Grain Crop.

THE earlier estimates of the Western wheat crop seem to have erred on the side of modesty, and threshing returns all show more liberal returns than were anticipated. The estimates issued by the Northwestern Grain Dealers' Association on August 15 were as follows :

	Area Under cultivation.	Estimated Yield.	Aver. Per acre.
Wheat	3,123,663	57,163,032	18.3
Oats	1,101,333	40,418,921	36.7
Barley	381,135	10,900,461	28.6
Flax	64,639	43,348	11.9

It is now believed that the yield will run over the 60,000,000 mark, and it is even predicted that it will equal the record of last year of 65,000,000 bushels. At the conservative estimate the present prices of 70 to 72c. for No. 1 and No. 2 Northern will yield about $42,000,000, or $6,250,000 more than last year.

It is more difficult to calculate the values of the coarser grains, but the following estimates have been made for the purpose of comparing this with last year, which may be regarded as approximately correct :

1902	
Wheat, 65,000,000 bushels at 55c	$35,750,000
Oats, 46,000,000 bushels at 40c	13,950,000
Barley, 12,500,000 bushels at 30c	3,750,000
Flax, 500,000 bushels at 75c	475,000
Total	$53,925,000
1903	
Wheat, 60,000,000 bushels at 75c	$42,000,000
Oats, 40,500,000 bushels at 21c	8,500,000
Barley, 10,900,000 bushels at 35c	3,850,000
Flax, 750,000 bushels at 80c	600,000
Total	$54,950,000

The effect of the much-talked-about storm do not appear to have been much more than slightly reducing the grade of the grain in the district affected, and, all in all, the outlook for the West is brighter than ever.

To fix the Grain Standards.

An Order in Council has been issued appointing the board to choose the samples of wheat and other grains grown east of Port Arthur to be the standards by which inspectors may be aided in their work. The board are W. D. Matthews, chairman ; Thomas Flynn, J. L. Spink, C. B. Watts and John Carrick, Toronto ; James Dunlop, Hamilton ; John I. A. Hunt, London ; Charles B. Esdaile, Montreal ; and William Brodie, Quebec. The examiners meet on October 5, at 10.30 a.m., at 41 Front street west, Toronto.

Opening for Cereals in France.

THE southern part of France produces a yellow maize of a very inferior quality, says The Dixie Miller, used for feeding farm stock. Small quantities are ground for table use, but as the meal is poorly made and turns bitter eight or ten days after leaving the mill, it is not only not a popular article of diet, but is the cause of a prejudice against maize as human food.

The fine quality of American granulated yellow-corn meal is much appreciated in a very limited circle. The people generally know nothing about white and yellow corn meal, hominy, samp, and hulled corn, valuable and cheap articles of diet. The introduction of "johnny-cake" to the French public might prove a profitable departure.

What is said of maize for table use may be said largely of oats and wheat. Small quantities of Scotch oatmeal find their way to the larger towns, but, being generally unknown, it is not popular. Crushed or broken wheat is not used at all and has hardly been heard of.

Advance in Price of Bread.

THE French and English bakers' associations of Montreal, at a meeting, held on the 17th ult., decided to advance the price of bread one cent per half loaf, to take effect September 21. This action was found to be imperative owing to the strong advance in flour—70c. per barrel during the past six weeks—and it was considered impossible for the

Old-Fashioned If You Like,

But as staple as sugar. **Tillson's Rolled Oats** are without a doubt the favorite cereal in Canada. This distinction has not been won in a fortnight. Grocers everywhere know how persistently we labored to make our oats the cleanest, whitest, flakiest cereal ever produced. We were never content with "Good" and "Better." "Best" was our goal. Nobody discredits the **Tillson** quality, though some envy it.

THE TILLSON COMPANY, Limited,

TILLSONBURG, ONTARIO.

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

bakers under the strong advance to make even a living, to say nothing of a profit. "There is at present a great scarcity of wheat," said an official of the association, "owing probably to the greatly increased exports. The bakers have been afraid to buy owing to the possibility of prices dropping with the arriving of new wheat. Though the new wheat is coming in now, prices are still maintained, leaving the majority of bakers with practically no flour. The big milling companies will sell but small quantities at a time. With flour at $4.80 per barrel and the cost of making bread much dearer, it was absolutely necessary for the bakers to make the advance."

The Kingston bakers decided on 25th ult. not to raise the price but to lessen the size of the loaf. As a result the 2 lb. loaf has been reduced to one pound and a half and the four-pounder to three.

The Ottawa bakers on 23rd ult. raised the price of 4-lb. loaves from 10 to 11c. and of 2-lb. loaves from 5 to 6c.

John MacKay

Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), ***SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP*** of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. **SATISFACTION GUARANTEED.**

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,

ST. MARYS, ONTARIO.

At Hamilton the 2-lb. standard loaf is sold at 6c. At Halifax the 2-lb. loaf is reported as selling at 5c., and at St. John, N.B., 7c. Toronto householders are charged 5c. for the 2-lb. loaf.

A Dry Bread Diet.

MR. T. Thatcher sends to Public Opinion a letter which he entitles "Dr. Hardcrust," in praise of a diet of dry bread with a well baked crust. He himself recently walked 40 miles in one day with no more sustenance than twopennyworth of "hard, dry brown bread crusts," and that at the age of 64, and was none the worse for it, but the reverse; while a holiday in which he ate the normal quantity of good "food" resulted in nightmare and subsequent depression. Naturally a man praises the food which agrees with him, but whether or not a crust of bread be as wholesome for others as it is for Mr. Thatcher, there is no doubt that this plea for food that demands some effort in the eating is not untimely in an age when everybody seems to want to have their digestion done for them. For some people these pre-digested foods cause an absolute hunger dyspepsia. There is nothing in them to "stay" the stomach, and the sufferer would probably be better, instead of trying to find something still more digestible, to put himself for a time on a diet of brown bread and haricot beans. Not that either of these is indigestible, though some might think the latter was. It is, indeed, difficult of digestion, but when digested the food value is high. The really indigestible things are those which have little food value, and make the stomach work for no profit; but if it be worth the effort, a food that is difficult of digestion has a certain merit of its own, in that it exercises the organs of digestion. The gourmet dyspeptic who resented the simple strengthening fare we speak of might console himself with the thought that when his digestion was thus strengthened, he would be able to enjoy the pleasures of the table more than ever before, but if in the process of treatment he grew to enjoy the simplest foods, he would be none the loser.—Confectioner and Baker (London).

Flour Blending.

MIXING and blending of flour is an old practice, says The Bakers' Review. Quality and uniformity in bread are the things most desired and to insure these, blending is necessary. Blending is done by hand appliances and power driven machines, but few bakeries are equipped for doing the work effectively. That flour blending is of the utmost importance to the baker is undisputed and since it is well worth doing, it follows that the better the mixing and blending is done, that much better will be the general results in baking bread.

Of the many properties in flour, bakers are alive principally to those of color, strength and stability. To produce bread that shall combine, among other good qualities, good color, lightness, and flavor, it is necessary to mix and blend two or more flours. As a rule the baker has his own favorite or particular blend, which his experience has demonstrated produces the bread best suited to the demands of his trade. While the virtues of blended flours are well known, few bakers realize that the operation of blending is a work of nicety and exactness, requiring judgment, care, and thoroughness. He has to deal with flours of varying shades of color and degrees of strength; sharp and soft, old and new. He must know the proper proportions of each kind to use for the several blends required in his business, and his feeders should be readily adjustable to varying proportions and be capable of feeding automatically, regularly, and without variation. The mixing should be done thoroughly and the flour rebolted, purified, and aerated. The bolting breaks up lumps and scalps off foreign substances, such as strings, fluff from sacks, and other extraneous impurities.

Discoveries of Vienna Bakers.

THE Association of Vienna Bakers, by the way, have unbroken records back to 1452, which show how they have striven to improve processes in milling and in bread making, says a contributor to Good Housekeeping. By them was made the first advance in the art since Pharaoh's time, the sour dough or leaven being then given up for the new beer yeast in the making of wheaten bread. It was called "the sweet fermentation," and although such an improvement on leaven, it was still the mixed and somewhat uncertain agent that at times balked our American housekeeper. In 1845 this association offered a prize for an ideal yeast that should work rapidly "and produce only alcohol and carbonic acid gas." This prize was taken two years later by Adolph Mautner, and the "press hefe" was immediately manufactured and put in use. It was exhibited in Paris in 1867, and at the Vienna Exposition of 1873 it received the grand diploma of honor. By that time the sale had reached three and one-half million pounds yearly, and yet the United States had hardly heard of it. This example illustrates how a well organized band of artisans alive to the importance of using scientific results may benefit the world by bringing a better product into general use.

Mautner's method was very simple. He grew his yeast in a mixture of coarse flour and water, to 18 parts of which one part of malt was added in order to rapidly convert the starch of the flour to sugar. The yeast which rose as scum was skimmed off and washed repeatedly with cold water. The water was then drained away and further removed by pressure; thus resulted the ideal yeast, easily portable, keeping an indefinite length of time at a low temperature, and containing nothing but the pure yeast. One cubic inch of the yeast as then made contained twelve hundred million yeast plants. Rapidly acting on the starch of the flour, it turns some of it into sugar and this into alcohol and carbonic acid gas, which distends the elastic gluten of the flour and fills it with gas bubbles before any other organisms can work. It is thus seen that the amount and quality of the gluten present in flour is of great importance; hence the value of every advance in milling that shall yield a larger proportion of this principle in its integrity.

It is interesting to know how similar is the method used in our best kitchens to that given by Uhl, the Viennese court baker, to Mr. Horsford, who was special commissioner from the United States to the exposition of 1873 in Vienna:—Eight pounds of flour, three pints of water, three pints of milk, one ounce of salt, three and one-half ounces of yeast. A sponge was made of a part of the flour and the rest worked in later.

Cereal Notes.

Brandon's two flour mills have a combined capacity of 1,000 barrels a day.

The Nasmith Co., Limited, are opening a branch in Montreal. They propose making a specialty in that city of high-grade confectionery.

Albert N. Reay, Canadian representative of The "Force" Food Company, reports heavy sales of their products in Quebec and the Eastern Provinces.

The "Force" Food Company have been deluged with applications for the "Be Sunny" buttons, the free distribution of which was mentioned a short time ago in THE CANADIAN GROCER.

As a result of the baking demonstrations given at the Osaka Exhibition an enterprising Japanese baker has had an equipment made exactly the same as that used at the Canadian Exhibition, and is now carrying on business.

The Pennsylvania Railroad has explained to the satisfaction of a committee of citizens why it refused the milling-in-transit privilege to the $1,000,000 Atlantic Flour Mills Co. at Philadelphia. The railroad claims that the location of the plant necessitated unusual expense in handling cars both in and out, and that, with a reasonable additional charge for this extra work, it stands ready to grant the privilege to the new company.

I MET old man Beebe the other day—Lem Beebe who keeps the general store at Way Corners. I happened to be passing through there—I go pretty nearly everywhere you know—and he hailed me almost before I got within bowing distance.

My Goodness, but he's a talker; said he knew me in a minute from my picture in the papers, and asked about the news of a half a dozen towns that lay behind me before I'd had time to seat myself on the cracker barrel he reserves for his guests.

I guess he doesn't do much of a business, from the looks of things. When I asked about it he said "Trade isn't as good as I expected this Fall, but then I didn't expect it would be."

I haven't been able quite to figure this out yet.

"Do you sell much 'FORCE,' Lem?" I asked.

"Don't handle it" says he; "I priced a lot of them foods and decided that 'Eet-it-kwik" was about the profitablest one in the lot, so I stocked up on that. There's 100 per cent. in it for me. Ever try it?"

"Never heard of it, Lem, but then there's a new food out every hour nowadays—trying to look like 'FORCE,' or sound like 'FORCE,' or taste like 'FORCE'—About the only thing they can't do is to make a food that **sells** like 'FORCE.'"

Now I'm pretty busy, cooking breakfast for two-million people every morning—and cooking enough so's there'll be some left for lunch and supper—so I couldn't stop to talk "FORCE" with him.

Anyway, I knew he'd read in this paper what I have to say on the subject, for I guess THE CANADIAN GROCER finds its way even into Way Corners.

It does seem to me as if the common-sense way of looking at the Flaked Food proposition is this:

The sales of "FORCE" represent nearly three-quarters of **all** the Flaked Foods sold in Canada and in the United States. The rest of the sales are divided among forty-odd other foods—which may resemble "FORCE" but are **not** "FORCE" by a long shot. The fact that Wheat and Barley Malt enter into their composition doesn't make them the same as "FORCE" any more than the stone and lumber used in your house make it like the house up the road.

When three-quarters of the public agree on preferring "FORCE" and keep on preferring it after two years of breakfasts and after trying all sorts of imitations, the Lem Beebes of the grocery trade are going to have a hard time trying to substitute "Eet-it-Kwik" or any other make-believe package.

It's bad business pushing an article your customers won't re-order without coaxing, no matter what the profit on it.

It's **good** business to **push the goods that sell easiest,** for it means a bigger business, a better **total** profit—and the satisfaction of your customer is worth something, isn't it?

Think it over and "Be Sunny."

Sunny Jim

(To be continued)

Wee McGreegor's Breakfast Food

Graun' for the Morn's Mornin'.

The F. J. Castle Co., Limited

OTTAWA, CANADA.

Window and Interior Displays

Timely Hints and Suggestions.

A Boissevain, Man., Grocery.

TO place successfully in one building groceries, boots and shoes, and men's furnishings, is a very difficult task. No two go together without great care, and the placing of the stocks so that a disastrous mixture will not result, requires a deal of thought and taste. In the store of McAllister & Robinson, interior and exterior views of which appear on this page, the difficulty has been very well overcome, and a neat interior arranged.

The size of the store is 70x26 feet, built three bricks thick, with a two-inch hollow space. The two front and the side windows are 8x8 and the entrance sides 5x8. The interior front is devoted to men's furnishings and boots and shoes. Thirty feet from the back three steps go up to the grocery section. These steps, in addition to making a line of demarcation, rise over the cellar, which had to be dug very shallow on account of the dampness, and allow good depth. As yet the store is only one storey high, but a good concrete footing, and the shape of the first storey, allows the addition of another storey when desired.

McAllister & Robinson's Store, Boissevain, Man.—Exterior View.

An up-to-date stock of all three lines has been put in. Mr. McAllister went to Manitoba in 1880 and, after farming near Boissevain for many years, moved into the town and, together with R. McCausland, bought out the grocery business of J. P. Gravis & Son and commenced business under the name of McAllister & McCausland. Last January they dissolved partnership, Mr. McCausland retaining the business. Mr. Robinson was formerly a dry goods merchant in Goderich, Ont., for over twenty years, and during the last two years was in St. Catharines, Ont. The firm name is now McAllister & Robinson.

McAllister & Robinson's Store, Boissevain, Man.—Interior View.

Thus it is the firm includes two men, fitted by experience to handle well the lines carried, and the new store is the result of a determination to have the best. The interior is very neatly kept, each line being strictly retained in its own section, and sufficient space being allowed to separate thoroughly one section from another. The shoe section is provided with two settees, both near the front, where the light is good, and the space behind this is taken up with a neat pile of trunks and valises. Rugs in this section serve to give an air of comfort and impart an air suitable for a shoe section.

On the men's furnishing side there are two counters—one long and one shorter. Ties are shown in a glass case, and the shelves are neatly stacked. Seats are provided for the use of customers.

The grocery section is filled with groceries at the back and on one side up to the shoe department. On the opposite side there is a small office, 5 x 7 feet, and at this end a door admits to the storeroom behind. Neat counters without unnecessary decorations are good features, and paper rolls use small space, but fulfil all requirements. The arrangement of the cans and bottles on the grocery shelves and the stacking on top show a desire to have everything strictly neat and tidy in appearance.

IN NEW BUILDINGS OR OLD

If you want highest excellence—

USE OUR

METALLIC CEILINGS AND WALLS

Because they give more lasting satisfaction—are strictly sanitary—and are made in a multitude of artistic designs to suit all tastes and requirements.

We offer you very best value to be found in these reliable goods—the perfect harmony of beauty combined with practical business needs.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

TRUCKS

for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

METROPOLITAN SOAP CO., LIMITED.

LETTERS patent have been issued by His Hon. the Lieutenant-Governor-in-Council creating and constituting Frederick T. Weir, James Watt, Jr., soap manufacturers, Abraham Cheeseman, and Frederick W. Little, soap makers, all of the city of Toronto, and Robert R. Hall, of the town of Peterboro, solicitor, a corporation for the purposes and objects following, i.e., to manufacture, buy, sell, trade and deal in soaps, oils and greases and in any and all articles manufactured wholly or partly from soaps, oils and greases, and to acquire and purchase the assets of and assume and pay the liabilities of The Metropolitan Soap Co., an incorporated company now being carried on in the city of Toronto, the corporate name of the company to be Metropolitan Soap Co., Limited. The share capital of the company is $40,000 divided into four hundred shares of $100 each. The head office of the company is to be Toronto and the provisional directors the gentlemen above mentioned.

INTERNATIONAL GROCERS' EXHIBITION

CANADA seems to be making a good impression at the International Grocers' Exhibition, in progress at the Agricultural Hall, London.

Owing to the neatness of the Canadian patent butter boxes, says a despatch, and the attractiveness of their canned goods labels, Canadian goods for the first time are largely used for ornamentation on nearly every stand in the hall. Thus the exhibition seems almost all Canadian. The whole display is private enterprise, showing that the general trade in Canada is at last alive to the splendid openings here. Seeing there are 120,000 British grocers' shops, every one of which will be influenced by this display, the results will be of the highest importance to Canada. Cape Colony buyers are much in force buying Canadian produce.

FRANCE USES MORE FOREIGN FOODS.

During the first six months of 1902 France imported $79,534,000 worth of food products and $70,502,000 worth for the same period of this year, an increase of over $[illegible]. The food products exports of France for the first six months of 1902 amounted to $57,997,000 and $65,000,000 for the same period of 1903, showing a decrease of over $7,000,000 for the half year. France's internal conditions make that country necessarily a large consumer of imported foods. Besides her own populace that country has to feed 500,000 tourists per year. The loss of France's foreign trade is largely due to the senseless and ill-advised action against the use of borax, which is necessary for the hygienic export of food stuffs.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

CIGARMAKERS — Good jobs, from ten to eighteen dollars. Box 173, CANADIAN GROCER, Toronto. f

CONFECTIONER — Good cream and gum hand; steady work and good wages. Box 172, CANADIAN GROCER, Toronto. f

GROCERY SALESMAN — Experienced — to take charge of department in country town where good family trade is done; Scotch trained preferred; state experience; references. Box 168, CANADIAN GROCER, Toronto. f

MILLER for small sifter mill; local trade; young married man; permanent sit.; state lowest wages. Box 171, CANADIAN GROCER, Toronto. f

MILLER—Second—steady job; 150-bbl. mill; good wages to the right man. Apply, stating age, experience, references, wages expected, Box 170, CANADIAN GROCER, Toronto. f

WHOLESALE grocery salesman or other salesmen visiting retail grocers, who would like a side line requiring little or no extra time, will please address, stating route, Box 169, CANADIAN GROCER, Toronto. f

EATS DIRT
and seems to like it, too.
The Cleveland Wall Paper Cleaner
does marvellous work. A 25c. can is sufficient for the average room. Samples sent with each order.
GEO. RIDOUT & CO.,
77 York St., Toronto.

BUY
Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.

GROCERIES AT ST. LOUIS FAIR.

THE grocer who takes an active interest in his business will learn something to his profit by making a study of the exhibits and methods designed for his benefit at the World's Fair in St. Louis in 1904.

In the great Palace of Agriculture will be displayed everything edible. Not only will the finished product be shown, but so far as practicable the process of manufacture will be revealed by model factories in full operation inside the great structure. Thus the grocer may by actual demonstration learn all about the making of the goods he sells.

The Agriculture Palace covers nineteen acres. It is the largest exposition building ever erected to contain a single department. It is 1,600 feet long and 500 feet wide. It stands on a hill overlooking the entire exposition, surrounded by magnificent gardens and is the centre of many of the World's Fair's famed beauty spots.

The manufacturer of one of the well-known cereal breakfast foods has obtained space within the Palace of Agriculture for the installation of a complete plant. The grain from which the food is made is taken as it comes from the elevators, and before the eyes of the visitor is carried through all of the processes and is packed in cartons and displayed on shelves and in piles in a model grocery within the palace walls in such a manner as to be the more certain to attract the attention and arouse the interest of the prospective buyers. The breakfast food manufacturer does not stop with this, but has young lady demonstrators who prepare the food in many dainty forms and serve it appetizingly free to visitors.

Chocolate in its various forms is another commodity sold by the grocery every day. A chocolate manufacturer has been granted space to install a complete factory. Here the chocolate beans, grown in South America, are baked like coffee, ground and the mixed chocolate made into toothsome cakes.

The machinery used in the preparation of chocolate is massive and heavy. The beans are ground through several mills before they are thoroughly pulverized.

A model bakery will also form a feature of the food exhibit. Power moving the complex machinery will be supplied by electricity, and the heat required for baking will be supplied by the same agency. Biscuits, cakes, crackers and bread will be mixed, kneaded and rolled and baked in full view of the visitor.

A model dairy will be in operation. Butter will be made, and in this connection the best methods of keeping and handling it will be shown. Refrigerators adapted to the purpose and how to maintain the proper temperature at a minimum cost, form valuable features of the display.

Several confectionery firms have made arrangements to install plants for the manufacture of all kinds of candies and sweetmeats.

Sugar will be treated in the most comprehensive manner. The sugar cane from the south and the sugar beet will be taken as they come from the fields and the visitor may follow them through the various processes and see the pure white sugar as it comes from the refineries. He may also see the various grades of molasses and coarse sugars produced.

Scores of busy factories will be in operation in the Palace of Agriculture and light will be shed at every step on how the thousands of food products that are daily sold and consumed are made.

Here also will be displayed the finished products. Wines, beers, liquors and distilled spirits will form a part of the exhibit in this section of the Palace of Agriculture. To show the processes is scarcely practicable here, and the displays will be mainly in bottles, casks and packages. The exhibitors in seeking to make their displays pleasing to the eye will so arrange their wares that the visiting grocer may gain new and valuable ideas about window and shelf decoration.

CRANBERRY CROP.

THE cranberry crop in Plymouth county and on Cape Cod is not turning out even as well as expected, says New England Grocer, and the first prediction was that it would be less than last year. Abel D. Makepeace, the largest grower in the world, at first estimated his crop at 14,000 to 15,000 barrels, but now, since going on to the bogs, he places the crop at still lower figures. Those who thought they were going to pick 500 barrels say they do not expect to get over 250 or 300. It is the same in every locality.

The reasons for this poor showing are the early frosts, which damaged the blossoms more that the growers thought. Then came a second set of blossoms in many places, and the berries from those blossoms are now green, and in many places have been nipped by the frosts which came during the early part of the week. There were frosts on three successive nights recently, and that on the last night was the hardest of all. At 12 o'clock, when the sky was clear and the moon full, the thermometer sunk below 30, the lowest point known for several years during the September moon. As a usual thing, the growers fear the October full moon, but very seldom do they have to reckon with the September full.

In going over the bogs, the pickers are finding the greater part of the berries on top of the vines. Those underneath are the green ones from the second set of blossoms. The price offered, $5 per barrel, has not been raised since the first picking, but the growers are looking for a sharp rise within a short time.

C. S. Page, Hyde Park, Vt., U.S.A., is anxious to purchase Canadian hides, skins, tallow and bones.

It takes eight tons of sheet lead every week to pack the teas of The Salada Tea Co.

--Now in Store--

We are now taking into store fresh arrivals of New Fall Goods, including New Pack Salmon, Corn, Peas and Tomatoes, Trenor's Blue Eagle Selected Raisins, C. & B. Pickles, Peels, Sauces, etc., Thistle Haddie, Kippered Herring, Domestic Sardines, Sealy's New Pack Cod Steak, Quail on Toast, Imperial Boneless Fish, Quintals and Skinless Cod Fish, all at lowest prices.

Let us have your enquiries.

The R. & J. H. Simpson Co.,

TEA IMPORTERS AND WHOLESALE GROCERS,

Guelph, Ont.

CUP QUALITY COUNTS—Therefore handle

Established 1845

S. H. & A. S. EWING'S High-Grade COFFEES

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills 55 Cote St., MONTREAL, P.Q.

"It pays to handle the **RIGHT** goods."

Send for sample packets for free distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited, TORONTO TELEPHONE, 1618 MAIN. BRANTFORD " 483

Not a bad testimonial, is it?

We have already said that this product was the laundress' best friend.

We must not forget either that the Emperor of China has given his august protection to **CHINESE STARCH.** This national product is not only intrinsically valuable to him, but his **hundreds of millions** of subjects use it the same as the Imperial Court. This fact is not, it will be admitted, a bad testimonial. That **CHINESE STARCH** is made in China is a true fact, and as the **CHINESE STARCH** of the Ocean Mills is made under the same recipe, this high and mighty endorsation applies to the Canadian make as well.

In China every family looks after and takes pride in its linen, as starching and glacing is easy work—**CHINESE STARCH** makes it so. A trial will do it with your trade as well—the cost is trifling—10c. per package.

Insist upon getting a case from your jobber and please your customers with a starch so highly recommended as **CHINESE STARCH.** The genuine bears the name of

OCEAN MILLS

MONTREAL, P.Q.

OUR AGENTS:

John E. Cox,	Ottawa, Ont.
R. S. McIndoe,	Toronto, Ont.
W. A. Simson,	Halifax, N.S.
McKinnon & McNevin,	Charlottetown, P.E.I.
Boivin & Grenier,	Quebec and Levis, P.Q.

FOR SALE BY FOLLOWING JOBBERS:

H. N. Bate & Sons	Ottawa, Ont.	Lucas, Steele & Bristol	Hamilton, Ont.
S. J. Major,	Ottawa, Ont.	Foley, Locke & Larson,	Winnipeg, Man.
Provost & Allard,	Ottawa, Ont.	Jobin-Marrin Co., Limited,	Winnipeg, Man.
The F. J. Castle Co., Limited,	Ottawa, Ont.	Hudson's Bay Co.,	Winnipeg, Man.
Joseph Grant	Ottawa, Ont.	Codville & Co.,	Winnipeg, Man.
H. P. Eckardt & Co.,	Toronto, Ont.	Wilson Bros.,	Vancouver, B.C.

THE WALL PAPER TRADE

WALL PAPER IN THE GENERAL STORE.

IN the ever growing tendency towards the enlargement of stock, and the increase in lines carried by the general store, wall paper should take an important place in the list. The departmental store of the city is but a mammoth imitation of the general store of the village, but, by means of its large capital and well-paid officers it has broken away from its parent and adopted schemes and departments that cannot be handled in the smaller store with its individual owner, combined proprietor and manager, and limited demand.

In every departmental store the housefurnishings department is considered and treated as one of the most profitable, and altogether satisfactory, in the store; in the smaller store of the town or village, where this department is provided for, its success is a matter of self-congratulation. The disadvantages, however, which the smaller store has to overcome, are the limited capital available, the extent of competition, and the demand—obstacles which are not, as a rule, in the way of the larger store of the city. When a city departmental store commences business the housefurnishing department is always complete—carpets, curtains, art furniture, crockery and chinaware, and wall paper—but the smaller store of the town usually commences with one or two lines at a time and gradually branches out as the business and the demand increases.

Pattern 1484. An effective wall paper manufactured by Staunton's, Limited, Toronto.

Wall paper as a paying line to carry, and to specialize on, has so strongly attracted the attention of certain merchants that in the city very many stores carry nothing else, and are among the best paying businesses. And yet in spite of all these, the departmental store wall paper trade thrives and prospers and appears to suffer little from the specializing merchant. A town seldom supports a store confined to the handling of wall paper, and this fact provides for a successful trade in the stores dealing in other lines—dry goods, stationery, grocery and hardware. All of these are finding money in wall paper, but none seems to be better adapted to making the most of it than the general store, particularly the one which already has a housefurnishing department.

Wall paper is essentially a housefurnishing. The man who needs carpets or curtains is, in every case, interested passively, if not actively, in wall paper, and can be counted upon as one on whom wall paper talk will not be wasted. The housefurnishing department in its busy Spring season is entered by hundreds of prospective customers, and almost every one of them is, at the time, buying wall paper for some room. The big advantage which a general store has over any other store which includes wall paper in its stock, is that wall paper can be talked and shown to every one buying Spring furnishings, whereas in the other stores the Spring specialties are either of no account or are not at all connected with housefurnishing, thus not affording an opportunity for the display of the wall coverings carried. This is a very important consideration too, as a customer very often objects to being forced to look at goods which are not in his mind at the moment, and will not spare the time.

The general store with a little rearrangement may discover a corner that can be utilized for the display and storage of wall paper. With the exception of the stationery store it is the cleanest, as a rule, of any of the stores that handle wall coverings, and in the display of such decorations cleanliness is a telling feature in the surroundings.

Closely connected as it is with the other lines in housefurnishings, the general store that carries wall paper does not seem to have gone out of its sphere in laying in such a stock, and the feeling is abroad that such a man should know something about this branch, and therefore be able to buy to the best advantage and have on hand the most suitable styles. If a men's furnishing store should attempt to deal in wall paper people would realize that the proprietor was departing from the sphere where his experience amounting to anything, and would know that an unsatisfactory stock would be shown.

WALL PAPER MANUFACTURERS

YOU DON'T HAVE TO HUNT

for the good things in our new Samples. They're everywhere—all through the line.

Just look at our Samples when our Salesman calls—then if you think there's money in handling "STAUNTON WALL PAPERS," we'll be glad to book your order.

STAUNTONS LIMITED
FORMERLY M. STAUNTON & CO.
TORONTO
944 YONGE ST. CANADA

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

A COMPARISON

TRASH

A cheap mantle gives a fair light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

The "Wasp-Waist" ❦ Cheap chemical.

This is caused by the cheap chemicals which the manufacturer used.

QUALITY

A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark A on. It guarantees you A the best that is made and will satisfy your customers.

The Auer Light Mantle ❦ Pure chemicals.

Lowest prices on mantles, shades, chimneys, globes and sundries.

Write us if you are interested.

AUER LIGHT CO., MONTREAL.

Talk of Good Things, How About

Cane's Newmarket Washboards?

They administer to the help and comfort of the housewife and save her pocketbook—easy sellers because they are worthy all through.

Leader Globe, thin back, light zinc.
Improved Globe, thin back, medium zinc.
Standard Globe, thick back.
Solid Globe, solid one piece back, heavy zinc.
Jubilee, perforated zinc, oval face.
Diamond King (Glass).

—ALL MADE WITH IMPROVED TOPS
—WRITE FOR SPECIAL QUOTATIONS

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: 80 York St., TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

England's Little Bill for Tobacco.

THE British public are greatly increasing their consumption of tobacco. A careful calculation shows that the average consumption of a smoker is 2½ ounces per week. Mr. C. A. Penn, in The Soverane Herb, says that about 56,000 tons of tobacco are imported into Britain every year, and of this 36,000 tons are consumed. Of this only 1,100 tons are foreign cigars, for the pipe is England's smoke.

We are told that about 200,000,000 cigars are smoked annually in the United Kingdom, Landon alone consuming 1,000,000 a week. The lowest estimate places London's daily bill for tobacco at £15,000. "During an average life," says Mr. Penn, "from seventeen to sixty years of age, it is estimated that a pipe smoker expends £100 on tobacco, a cigarette smoker £330, and a cigar smoker £800, an average of, say, £350 per smoker." These are startling figures. "But what," asks the same author, "are these sums in comparison with the solace to saddened hearts, the comfort to wearied bodies, and the courage and joy to harassed souls and saddened spirits? The golden shekels, weighed against the balmy smoke, fly upwards to the beam; they are nothing in man's sight."

Snuff Statistics.

A TALL, thin man, with a bunch of whiskers sticking straight out from his chin, bought a five-cent package of smoking tobacco in a bustling cigar store yesterday, says a New York exchange, and after looking about the place for some minutes said:

"Boss, ain't you got no snuff?"

"Barrels of it," replied the cigar clerk. "How much worth do you want?"

"How much worth?" repeated the stranger. "How much worth? Why, I only meant a pinch. Up in my town we're not so confounded close. Even old Si Tompkins, who charges a cent for the loan of his Sunday paper, has free snuff on his counter. You folks here in York are meaner'n gar broth."

"Well," said the cigar clerk, "we can't afford to put free snuff on our counter. We have ten customers a minute to serve, and we keep open 24 hours a day. That means that 14,100 men come in here every day, or 100,800 a week. I might say 156,400 a month, or 5,256,000 a year. As we've been in business here for ten years, we've served 52,560,000 persons, each of whom if entitled to a pinch of snuff, say half an ounce, would have consumed 26,280,000 ounces, or 1,642,500 pounds, which at $1 a pound would be $1,642,500. That isn't much, but we really couldn't afford to give it away, for the reason that we pay a dollar a minute here for breathing, and you may not believe it, but the rent of the space occupied by that cuspidor near the door amounted in ten years to $1,800, and—"

"Here," interrupted the countryman, "gimme one of those five-cent packages of snuff. I'm always willin' ter help a poor man."

And as he wandered out he was heard to murmur:

"One million seven hundred thousand, nine hundred and forty—what did he say? Gee whiz! I'd rather live in the country."

Pius X. Smokes.

Pius X. smokes, and enjoys the distinction of being the first Pope to make use of tobacco in this form, says a writer in The New York Tribune. Both Leo XIII. and Pius IX. were wont to indulge in snuff, but no pontiff has ever until now been known to smoke cigars, like the present occupant of the chair of St. Peter. Indeed, his pronounced fondness for the fragrant weed is a subject of no little concern to those prelates and dignitaries of the court of the Vatican who regard any breach of etiquette as something akin to a sin. For among the Italian clergy, smoking by those in holy orders is rather discountenanced, and when Pius X. was Patriarch of Venice, his cheerful disregard of their ethics in the matter was wont to disconcert the clerical members of his household, their uneasiness being increased by the fact that the particular brand affected by the Patriarch was that of an exceedingly cheap and to foreigners somewhat unpalatable

All leading Wholesale Grocers handle

SWEET CAPORAL CIGARETTES.

The AMERICAN TOBACCO CO. OF CANADA, Limited.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.
BOBS is well advertised.
BOBS is selling well in almost every store from the Atlantic to the Pacific.
BOBS is A BIG PLUG FOR LITTLE MONEY

Made by
THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

ould you accept

an assortment of a thousand or more of my Cigars if sent you "on trial," without even express or freight charges?

I make you that offer to-day, if you'll give them a good test in your show case.

State colors wanted. You may have 30 days in which to discount your bill. And any time within 6 months afterwards I'll send you your money back if you wish to return the cigars.

Payne's "Pharaoh"

Accept?

J. Bruce Payne, Limited,
Granby, Que.

KWALITY

is what a man expects for his money. He gets it every time he buys

KIM
HAROLD H.
AND
LA FAMA
} CIGARS

and that is what

KOUNTS

BRENER BROS.
Cigar Mfrs., - - **LONDON, CAN.**

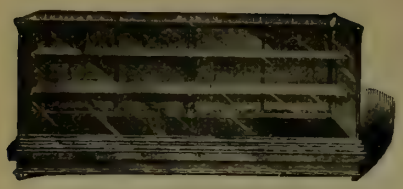
T. & B. 10c. Plug.

Put that in your pipe and smoke it.

The man who smokes T. & B. Tobacco knows a little more about Tobaccos than the man who contents himself with poorer makes that cost the same.

The grocer who sells T. & B. Tobacco knows his business.

The Geo. E. Tuckett & Son Co., Limited, Hamilton.



OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

Queen's Navy

Cut plug smoking,
The grocer's favorite,
Sells easily,
Pleases mightily.

ERIE TOBACCO CO.,
Limited
WINDSOR, ONTARIO

HORROCKS'

RONTO

Smoking Mixture

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

We, the men who make it,

believe in our tobacco. Do you suppose for one moment that we could or would make a poorer tobacco than a competitor? What's the use of our being in the business unless we are first? It is this point of view that has sent our tobaccos into every nook and corner of the Dominion.

CHEWING	—British Navy —King's Navy —Beaver —Apricot	SMOKING	—Tonka —Solid Comfort —Pinchin's —Hand-Made

The McAlpin Consumers Tobacco Co., Limited, Toronto

cigar bearing the name of that Italian statesman, Cavour, who, while regarded as the founder of the unity of Italy, is looked upon at the Vatican as the originator of that policy which culminated in the loss by the Holy See of its temporal possessions.

These facts go to confirm the assertion frequently made since the last conclave that Pius X. is the most human Pope who has occupied the chair of St. Peter in modern times, and will tend to create a fresh bond of sympathy between the Holy Father and the numerous members of the Roman Catholic clergy in this country who see no harm in seeking solace and innocent enjoyment in a cigar, or even a pipe. It will certainly relieve their minds to know that there is no danger whatsoever of Pius X. reissuing the bull against the use of tobacco sent forth by Pope Urban VII.

The Fatuity of Fame.

The great statesman sat alone in his study, gloomily thoughtful. He had just returned to his home after delivering a speech which had been thunderously applauded. His reception had been indeed an ovation, but it brought no joy to him.

"What's the use of it all?" he murmured, with a sigh. "Men think that I am happy because I have youth, fame, vast wealth, and a dazzling political future. Ha! ha!

"Little they know of the anguish of the man who, having these things, is denied the one fond desire of his heart.

"Youth! That will soon be gone. Wealth! A turn of the market may carry it away. Political future! Who can tell what changes a year may bring forth?

"Fame? Ha! ha! What does my fame amount to? The greatest statesmen of the country hang on my words when I speak, and I sway the multitude as I please. But, fame, real lasting fame, my one all-devouring desire is denied me.

"No manufacturer has given my name to a five-cent cigar!"

Grandas Manana Cigars.

At a meeting of The Granda Hermanos y Ca., manufacturers of the "Grandas-Manana" cigars, held at the Windsor Hotel, Montreal, last week, the following officers were elected: N. Michaels, president; Morris Michaels, vice-president; and Max Boronow, sec.-treasurer.

The report of the business for the first quarter of the fourth year of the existence of this company is more than satisfactory, the sales of these three months showing an increase over the first six months of the previous year, or, in other words, an increase of over 100 per cent. What seemed to please the directors more than anything else was the statement made by Mr. N. Michaels that the special train carrying the Manufacturers' Association to the coast was equipped with the highest grades of "Grandas-Manana" cigars.

Tobacco.

"When life was all a summer day,
And I was under twenty,
Three loves were scattered in my way—
And three at once are plenty.
Three hearts, if offered with a grace,
One thinks not of refusing;
The task in this especial case
Was only that of choosing.
I knew not which to make my pet,
My pipe, cigar, or cigarette.

"To cheer my night or glad my day,
My pipe was ever willing;
The meerschaum or the lowly clay
Alike repaid the filling.
Grown men delight in blowing clouds,
As boys in blowing bubbles,
Our cares to puff away in crowds,
And vanish all our troubles.
My pipe I nearly made my pet,
Above cigar or cigarette."

Henry S. Leigh.

As it Should Be.

On Monday last one of the leading wholesale tobacconists of Toronto informed THE CANADIAN GROCER that one of his travellers had been telling him a few days previously of the large number of grocers who had lately made the addition of a cigar and tobacco department, and what an important change it was already making in his sales in his territory.

In addition, he had also expressed the opinion that the time was not far distant when the great bulk of the cigar and tobacco business would be placed through the medium of the grocery trade.

As to our own opinion, leaving the straight tobacco dealer out of the question, we cannot possibly understand why in many towns and villages the druggist and the barber should be allowed to grasp at a profitable line of business which properly belongs to the retail grocer.

German Tobacco.

Government reports show that there are in the German Empire 120,000 tobacco planters who, in 1901, cultivated a plot equal to 1,700,000 acres, and raised 40,000,000 kilograms of tobacco. The value of this crop amounted to 34,000,000 marks ($6,800,000). Germany imported from foreign countries during the year tobacco valued at 120,000,000 marks ($24,000,000). The bulk of German tobacco is raised in Baden, where the crop averages a value of 15,000,000 marks. Bavaria's crop usually averages 4,000,000 marks, while that of Alsace-Lorraine averages 3,000,000 marks. Practically every district in the empire raises more or less tobacco, as shown by Rudolstadt, which raised 2 kilograms, valued at 1 mark, and Schleswig-Holstein, where a crop of 32 kilograms, valued at 23 marks, was raised.—Smoker's Magazine.

PIPES.

FALL IMPORTATIONS
JUST ARRIVING.

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

ALL CANADIAN WHOLESALE GROCERS SELL

McDougall's Scotch Clay
PIPES.

Puffs.

Husband—"How much do you pay for embroidery silks?"

Wife—"Oh, about ten per cent. of what you pay for cigars, my dear."

Boy (with big cigar to boy smoking a cigarette)—"I'll be glad to see de day, Harold, when youse gib up dose perneeshus cigarettes and smoke segars like a man."

Tobacco Notes.

Mr. W. H. Skelly, cigar manufacturer in Galt, has assigned to W. D. Card. The liabilities are about $5,000.

Horrocks, of Toronto, the manufacturer of "Ronto," added 10 cigar makers to his staff last week to meet the demand for this cigar.

Mr. F. C. Davis, of Toronto, who represents J. M. Fortier's cigars in Western Ontario, was a recent visitor to Montreal and starts out well equipped for Fall business.

Mr. L. A. Nauer, manager of the newly established Padrone cigar factory, which he is opening at Portage la Prairie, is in Winnipeg arranging with the customs authorities to have Portage la Prairie made a port of entry for tobaccos.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, CANADIAN GROCER.

Edited by
W. Arthur Lydiatt,
TORONTO.

It isn't Always the Advertisement that is Wrong—Oftentimes it is a Poor Business Back of the Ad.

IT makes no difference what the size of a business may be, experience has proved that generous advertising will bring a crop of sales as surely as generous culture will bring a crop of grain. There is no guess work about it.

There is just one condition—the advertised thing must be worth the attention of buyers.

For most retail businesses there is but one perfectly satisfactory advertising medium—the daily newspaper.

No matter what the nature of a community is, if a newspaper has a chance at the people it sorts them out as certainly as if they were put through a mental sieve.

The progressive, enterprising, wideawake, money-spending, life-enjoying citizen, wherever he is, is always hungry in the head—he wants his paper.

The pinch-penny, slow-going, yesterday man, the too-poor or the too-mean-to-buy, are seldom in possession of a newspaper.

Put an advertisement before the readers of your local paper and you take the cream of the population. You go straight home to the people who can buy and who are ready to buy.

That's one side of it. The other is the merchant's side. He, too, must be wideawake. There's no use in lugging a hidebound business in a moss-grown way before such a constituency.

The public likes a pusher. People always like to go where crowds are. It is human nature. A busy merchant never lacks for trade; an indolent one seldom gets his share. If you are not naturally energetic, cultivate energy. Give the public the impression that you are a hustler, and that you have firmly made up your mind to get your share of its trade—and as much more as possible.

Keep your eyes open to what is going on around you and your ears ever ready to hear the demands of the times. Lead—don't follow. Keep your store as up-to-date as you can, and never fall in a rut.

Don't stick to the same old methods and the same old stock all the time. Something new is the breath of life to the retail store—freshness in goods and methods is the best of all advertising.

Always be doing something new. If you try you can instil push into everything you come in contact with. No storekeeper is fair to himself or does justice to his business who doesn't push six days in the week and fifty-two weeks in the year.

Don't sit calmly down when the "dull season" comes and fold your hands and wait for "better times." Make the better times during the dull seasons. The modern merchant knows no dull seasons. He realizes that lulls in trade are apt to come during the late winter and summer, but he is ready for them and always has plenty to keep him busy in the slackest parts of the year.

He mixes a little more energy with his business, appropriates a little larger per cent. of his profits for advertising and looks the slack times in the face. This man has

THE CLEAN GROCERY
Phone 299

YOUR PICKLING WANTS

You want your PICKLES, CATSUPS, RELISHES, etc., to be the delight in goodness they should be. Then you should have your wants in
—SPICES, ground or whole
—VINEGARS, white wine, cider, English malt
TOMATOES, firm and ripe, 25c. a basket
—ONIONS, white pickling, 10c. a quart
CAULIFLOWER, choice, full, white, 5, 7, 10c.
CELERY, 5 and 10c.
supplied by MYERS. Now is the time, before the the frost shortens the supply of tomatoes. Everything guaranteed to be the best and at quick-selling prices. TRY US.

L. W. MYERS & CO.
67 ONTARIO STREET

no time to complain and is too busy to realize that others are having a hard pull. Usually he never experiences a "dull season." He is a pusher, therefore he is successful.

There is a tendency to magnify the art and darken the mystery of advertising. An advertisement in its best form, most wisely placed, is simply the result of an exercise of common sense, based on experience.

A really good advertisement of a worthy article never fails when put in a reasonably proper medium. The newspaper-reading public responds with marvellous promptness and unanimity to any deserving advertisement. Even if it is crude in form, awkward in expression, ragged in get-up, so there's a streak of honest thought and good intent running through it, all else is overlooked.

Advertising Deeds.

One of the first acquaintances I made through the medium of this department in THE GROCER, L. W. Myers & Co., of Stratford, have sent me a copy of a small store paper which they are now publishing, and also a specimen of the kind of newspaper ads they are running.

They tell me that they feel sure the store paper is going to prove a very profitable medium — this being the second number they have issued—and they have accordingly cut down their advertising in the local papers, to make up the cost of publishing the paper, I presume.

This idea of the store paper is a dandy one for any grocer. While it hardly takes the place of the newspaper advertising, it makes a very effective and profitable adjunct thereto.

It is a pretentious form of circular, going more into detail regarding the goods advertised, advertising more goods, and advertising them regularly--every month, or every week, just as often as the paper is issued.

I have a few specimens of grocers' store papers on hand and will be glad to send one to any of my readers who would like to get a few ideas along this line. Enclose postage when writing.

The paper L. W. Myers & Co. have sent me is a four-page affair, size about 7x9. It is interesting so far as it goes, but it doesn't go far enough. I would have you either say more about what you do advertise, or else advertise a greater variety of goods.

Maintain the idea of the "news" paper throughout—make it as chatty and newsy as possible. Don't confine it entirely to quotations on goods, or talk about special sales. You might give a little talk on how things are going in the store—take for example "With Everybody's Publishers" which appears in Everybody's Magazine each month.

Keep an eye open for new wrinkles in cooking—have a scrap book for these, and when you come to advertise your different lines of goods occasionally mention a way to prepare them. Better still to have a regular column devoted to new receipts and ask your customers to contribute to it. You might even have a prize contest in

GOODWILLIE'S FRUITS

are known everywhere by their Delicious Flavor and High Quality, and will be more in demand this season than ever.

Have you secured a stock of this line?

ROSE & LAFLAMME,
AGENTS,
MONTREAL.

"Not what is said, but what is done, is to be regarded."
Said the old sage.

PATERSON'S CAMP COFFEE ESSENCE

has made a reputation that makes constant sales—surely an achievement. The old sage knew his business.

ROSE & LAFLAMME, Agents,
MONTREAL.

Brand's Al Sauce

is the climax of perfection.

—a fine tonic
—and digestive

and

a rapid and profitable seller. **Try it.**

FOR SAMPLE AND QUOTATION WRITE
I. S. WOTHERSPOON, (Sole Agent)
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS
BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

I. S. WOTHERSPOON

is sorry that your postal card asking for sample and price of

Grimble's

Vinegar

has gone astray.
—Drop another card and
—your sample will come.

Brewery: LONDON, England.
Canadian Agent—I. S. WOTHERSPOON,
204 Board of Trade, MONTREAL.

order to secure receipts—but you'll have to work the details of such a scheme yourself.

Regarding the typographical make-up—I would devote the first page to your editorial talk as you have done in this issue, perhaps including a Table of Contents which would bulletin your "specials." Have all your headings the same style type and the paper will present a much neater and more uniform appearance.

Make mention of all the new things as they arrive at your store, treating such things as news.

I would suggest using a column for each department of your store—or as much of one as is required, confining all mention of such goods to that part of the paper. I notice in the paper before me that you announce on the first page that you are going to instal a regular provision counter in a week or so, and on the last page you advertise a "provision department." Why not have connected these two items in some way in one column?

I also notice that the paper is not dated, though it supposed to be published monthly.

Altogether this is a fairly good little paper, and I have no doubt the next issue will be much better.

The newspaper ad. is in line with those last sent me and is reproduced herewith.

THE MANUFACTURE OF FLAVORING EXTRACTS.

By Dr. V. C. Price.*

THIS is a commercial age. From all sides, sneeringly, energetically, and triumphantly, it has been proclaimed until it has become a truism. Commercialism rules, and why not? History should find in this age as much of honesty, integrity, knowledge, and progress as in any other age. It is impossible to refrain from reiterating the power for good which is in the hands of the members of the National Association, or confirming the evidences of advancement already made. The manufacture of food products, one of the greatest, if not the greatest, factor in commerce, has been elevated by this association until it has come to be classed by many as among the professions. This is as it should be. Humanity depends upon its food. It advances mentally, physically, morally, according to what it eats. Its progress is virtually in the hands of its food manufacturers. They should feel the want of their responsibility, the honor of their calling, and be made to recognize the power to legislate against ignorance, carelessness, and dishonesty.

A few years ago the flavoring extract was considered a luxury, used by a few. To-day it stands as one of the household necessities, entering largely into the daily diet. In no food product is there a greater chance for adulteration than in extracts, or a better opportunity for the skill and knowledge of a chemical expert. Much has already been said concerning the manufacture of flavoring extracts. Much remains to be said before the subject is exhausted. What seems most necessary just now is to point out the possibility of their manufacture, as pure with an increase in strength, wholesomeness, and economy, and their manufacture, as adulterated, which renders them injurious to health, unwholesome, and impure. A safeguard to the manufacture of the pure article, is a careful discrimination between the words, "extracts," "essences," and "mixtures," or an insistence upon the proper labeling so that "those who run may read."

Lemon extract, which, with vanilla, forms the staple extracts on the market, is one with which every housewife is conversant, and yet few appreciate or understand the extreme care required in extracting the essential oil, a distinct commercial article. The oil is extracted from the peel by two methods—the hand or cold process, which is both expensive and laborious, and the distilled process, which liberates the oil by rubbing the lemons on a coarse grater, after which the peel is distilled. In the first or hand process, it takes one thousand lemons and two days hand labor to extract one pound of oil, but the result pays, for the essential oil obtained has the natural yellow color and a powerful lemon odor. This, in combination with the peel, makes a strong, effective extract without the necessity of aniline or coal tar dyes for coloring purposes, or oil of turpentine for cheapening, for in strength there is economy.

In regard to vanilla, the first consideration is in the bean. There are, as you know, vanilla beans and vanilla beans, differing in quality and commercial value. There is no flavoring extract in the market more delicate, agreeable to taste, and universally used than vanilla. Good extract is impossible unless the best Mexican vanilla beans are used, properly cured and aged, the flavor and natural color extracted, and allowed to stand for at least one year to mature. A distinguishing feature of the pure, true extract is that it has not a decided taste or smell, as compared to the strong rank smell of extracts made from the inferior bean, or vanillin or coumarin substitutes. It does not deteriorate with age but is improved by it, which is impossible to the fraudulent articles called "Vanilla."

Casting aside all ideas of a business or sentimental purpose, looking from a purely hygienic standpoint (and here business and sentiment are allied) the people of this or any other country are best protected by an insistence upon pure food products, by the condemnation or extinction of fraudulent articles, fraudulently labeled; by the careful investigations of skilled commissioners to prevent deception and fraud, and by legislating, if necessary, against the use of all and every deleterious ingredient in food products.

*Paper read before the National Dairy and Food Convention.

PROFITABLE READING.

The following letter just received at this office is self-explanatory:

BRANDON, Man., Sept. 15, 1903.

Editor CANADIAN GROCER:

Dear Sir,—Speaking of THE CANADIAN GROCER to one of my customers in Pincher Creek, he told me that by reading it last year he was enabled to save three hundred dollars in the purchase of his canned goods.

Wishing that publication every success.

Respectfully yours,

W. T. BAIRD.

Representing Lever Bros. (Sunlight Soap) in Manitoba, N. W. T. and B. C.

BREAKAGE IN FRUIT JARS.

Editor CANADIAN GROCER:

Dear Sir,—Re breakages in fruit jars. This commodity, which, during the past few years has had an enormous sale, is one that in the majority of cases returns no profit to the grocer, as between the cutting of prices and breakages on the railway there is nothing left for him. The railway companies claim the packing cases are so fragile they will only take such goods at the owner's risk, but say that whenever the shippers see fit to enclose such goods properly packed they will then assume the liability. Would it not be far better for the retailer to pay a little more for the fruit jars and have them come in good order than submit to the horrible loss he is now sustaining?

CITY TRAVELLER.

THE BAILEY BROOM CO.

The Bailey Broom Co. is the title of a new company in Kingston, Ont., manufacturing brooms. W. R. Bailey, who retired from business some years ago, re-enters the field, taking up the interests of the old W. Bailey Co. and combining with Lee & Hugh, who have been in the same business in Kingston. The company acquired The Imperial Oil Co.'s site and are erecting a modern brick factory and are installing it with the latest and most improved machinery throughout. They will have some 6,000 square feet of floor space for manufacturing, and storage houses for twenty-five car loads. It is interesting to note that the name "Bailey" has now been associated with brooms for over half a century. The company intend later to go extensively into the manufacture of wood handles for export trade.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

YOU CAN TRUST

your parcels to be delivered in good condition when our brown or manilla wrapping papers are used. Durability and strength make these papers very satisfactory.

MADE IN CANADA.

CANADA PAPER CO., Limited
TORONTO and MONTREAL

THE

London Directory

CONTAINING over 2,000 pages of condensed commercial matter, enables enterprising traders throughout the Empire to keep in close touch with the trade of the Motherland. Besides being a complete commercial guide to London and its Suburbs, the London Directory contains lists of :—

EXPORT MERCHANTS

with the Goods they ship, and the Colonial and Foreign markets they supply ;

STEAMSHIP LINES

arranged under the Ports to which they sail, and indicating the approximate sailings ;

PROVINCIAL APPENDIX

of Trade Notices of leading Manufacturers, Merchants, etc., in the principal provincial towns and industrial centres of the United Kingdom.

A copy of the 1904 edition will be forwarded freight paid on receipt of Post Office Order for £1.

The London Directory Co., Ltd.

25, Abchurch Lane, London, E.C., England

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO.

Maple Syrup

Quality the very best. Package the neatest. The **"EMPRESS" BRAND** put up by us is winning its way beyond our expectations. Have you ordered any, if not, a post card will secure attention and price list. Write at once to

The Canadian Maple Syrup Co., TORONTO, Canada.

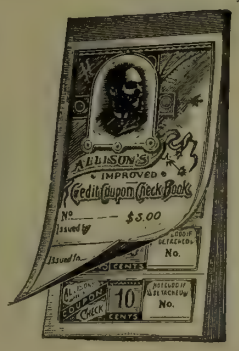
"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

A Two Cent Mistake



Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

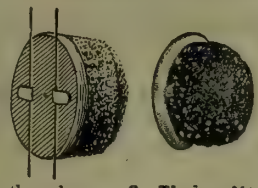
IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. The low price at which we have been able to sell it, notwithstanding the advance. **2. The quality**, which has always been the same.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO.

TANGLEFOOT

SEALED STICKY FLY-PAPER.

Flies spread contagion, and Tanglefoot catches the fly and also the germ it carries. It is made on scientific principles. The paper is impervious. It is long-lasting. Used nearly the world over.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS. 403 St. Paul St., MONTREAL.

We Challenge

the grocery trade to show a better selling article or one more generally satisfactory than

COW BRAND

There is nothing "just as good," and nothing to take its place. We're doing more business to-day than ever before.

JOHN DWIGHT & CO., MANUFACTURERS.

Current Market Quotations for Proprietary Articles

October 1, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
5-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½ lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 35
" " " B, 4 "	3 95
Boeckh's Bamboo Handles C, 3 strings	3 70
" " " D, 3 "	3 50
" " " F, 3 "	3 20
" " " G, 3 "	2 95
" " " I, 3 "	2 60

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ⅛'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per l·o
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ¼s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

—don't worry about
—the high price of Molasses.

Our **CROWN** Brand
SYRUP

is infinitely better, and your trade will be better pleased.

It is the purest Syrup in Canada.

See that the CROWN is on the package. If it's there it is our make—and it's good.

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, QUE.

Cocoanut.

L. SCHEPP & CO.

	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
½ and ¼-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books .....3 cents each
5 00 books .....4 "
10 00 " .....5½ "
15 00 " .....6½ "
20 00 " .....7½ "
25 00 " .....8 "
50 00 " .....12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00

Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ¼-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

½-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35

"Old Crow," 12-lb. boxes—

½-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked " "	"	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkns.	
" " 16 oz., cases, 60 pkgs.	$2 75

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE — "EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

		Per case.
No. , cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }		2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartot	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06⅔
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05¼
Kegs, 100 lb.	0 05¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06⅔
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06⅔

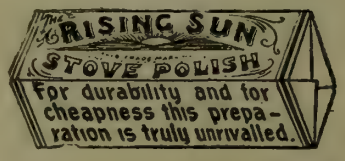
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06⅔
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05¼
" 100-lb. kegs	0 05¼
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb. / " " 30 1-lb.		0 35
" " 120 ½-lb.		0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½		$0 25
Blue Label, ½'s	0 19		0 25
Orange Label, 1's and ½'s	0 21		0 30
Brown Label, 1's and ½'s	0 28		0 40
Brown Label, ½'s	0 30		0 40
Green Label, 1's and ½'s	0 35		0 50
Red Label, ½'s	0 40		0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes		$0 42
" II 40-lb. boxes		0 40
" III 80-lb. "		0 37
"Condor" IV 80-lb. "		04 3
" V 80-lb. "		0 30
" XXXX 80-lb. boxes		0 25
" XXXX 30-lb. "		0 26
" XXX 80-lb. "		0 22½
" XXX 30-lb. "		0 23½
" XX 80-lb. "		0 20
" XX 30-lb. "		0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 30

Black Teas—"Nectar" in lead packets—

Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " —Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 50

"Condor" Ceylon black tea in lead packets—

Green Label, ⅛s, ¼s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages. / 25 1-lb. "	$0 35 / 0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages. / 25 1-lb. "	0 29 / 0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages. / 25 1-lb. "	0 23 / 0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages / 25 1-lb. "	0 35 / 0 34
Green Ceylon, No. 2,	(50 ½-lb. packages / 25 1-lb.	0 29 / 0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 16s	0 53

Vinegars.

	E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality		$0 30
Condor, pure distilled		0 25
Old Crow		0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Sld. Bk. Globe.	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 75
" " 1	8 60
" " 2	7 50
" " 3	6 45
Pails, No. 1, 2 hoops	1 77
" " 3	1 93

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " " 3 doz. 5c	1 00
" " " 3 doz. 10c	1 80

This Kind Of A Man

does not jump at conclusions—***he investigates!*** He is not "a penny wise and pound foolish," you can rest assured of that. He is not misled into buying new things said to be "just as good" as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You'll find a clean stock in ***his*** store—nothing unsalable, because ***"Standard goods are best to handle."***

COX'S
Powdered Gelatine.

The new Gelatine is **new in form only.** It is Sparkling Gelatine reduced to powder, and retains all its old, good qualities, **with this addition,** that it **dissolves instantly in warm water.**

The "Griffin" Brand
California Fruits.

There is but one grade of quality in the "Griffin" brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards and orchards on the Pacific coast. You get the "Griffin" brand **always** at first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's
Macaroni and Vermicelli.

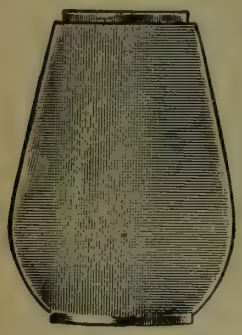
The name P. Codou stands for the **very best quality** of Macaroni, Vermicelli and fancy pastes. It is not alone because only the very best quality of Russian Wheat is used, but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG Limited

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

The Scale With Brains.

A great many **merchants with brains** are **using Toledo Springless Automatic Computing Scales.** The reason **all merchants with brains** are not using them is because they have not seen them. As soon as the **merchant with brains sees The Toledo Scale, the Scale with brains,** he recognizes an affinity and orders one. **No down weight, no over weight, no human aid necessary.**

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

THE MOP THAT THE SUN NEVER SETS ON.

Self-wringing Mops and Mop Cloths

Much, very much, depends upon the **cloth** with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 'twould be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada.

THE GREIG MANUFACTURING CO.
MONTREAL. LIMITED

MANUFACTURERS OF—

Crown Brand Flavoring Extracts and Confectioners' Specialties.

SOLE AGENTS FOR CANADA FOR . . .

"Kkovah" Household Specialties.

"KKOVAH" specialties have established a record wherever introduced. They give every satisfaction to the user and good profit to the grocer.

"KKOVAH" Jellies (all flavors).
"KKOVAH" Custard Powders.
"KKOVAH" Blanc Mange Powders.
Etc. Etc.
"SY MUZ" Linen Glosser,
unequalled for the laundry.

THE GREIG MANUFACTURING CO., LIMITED, MONTREAL.

Saving Pennies

This is one of the first things a careful parent teaches a child.

Why not give your clerks a post-graduate course in this same lesson?

KEEP IT EVER BEFORE THEM.

They can make your business blossom like a rose.

A DAYTON MONEYWEIGHT SCALE

does all this more effectually than anything else.

Ask Dept. M. for catalogue.

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.

"Sterling" Brand Pickles

are pleasant and profitable.

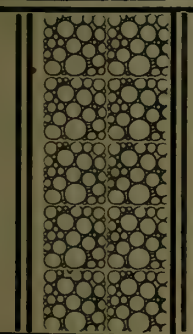
On every occasion where the finest pickles are wanted, give your most exacting customer "Sterling" Brand pickles. The grocer, who makes these pickles and a fastidious customer acquainted, can depend on a future demand. A twentieth century maxim is: "Sell good goods," and these pickles are distinctly good.

Put up in an attractive form.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

EVERY GROCER WHO ADVERTISES



MacLEAN PUBLISHING COMPANY, TORONTO

ought to have **"100 GOOD ADS. FOR A GROCERY STORE,"** recently compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion and Criticism in THE CANADIAN GROCER.

The hundred ads. illustrate a number of ways of talking interestingly about a grocer's stock, and are full of suggestions as to what to advertise and how to advertise it.

An introductory talk tells how, when and where to advertise, and included in the book are nearly 100 short, catchy sayings for ad. headlines, show-cards, etc.

A copy of the book will be sent, postpaid, to any address on receipt of ONE DOLLAR.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

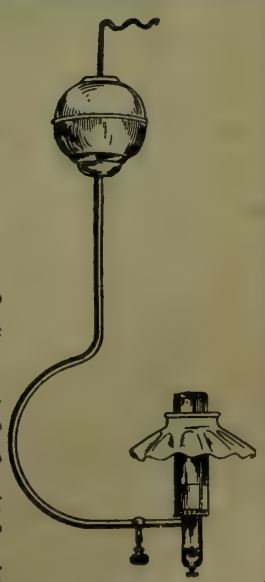
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

WHY IS IT ? ?

That the whole crop of

JAPAN TEA

is always too small for the Demand, although the price for the past two years has been **extraordinary high,** and going higher each season ? Because it is the best Tea ! and wanted anyhow by real Tea drinkers !

CANADA and the **UNITED STATES**
can use the whole crop of

...JAPAN TEA...

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

"IMPERIAL BRAND" MAPLE SYRUP

is sold by grocers who are wise in knowing a good thing.—Do you?

ROSE & LAFLAMME,
Agents,
TORONTO.

BATGER'S

MACHINE CUT MIXED PEEL

In ½-lb. and 1-lb. Drums.

Handy,
Clean,
Convenient,
Always Fresh.

The 3 varieties:
Lemon, Orange and Citron, Blended,
READY FOR USE.

ROSE & LAFLAMME,
Agents,
MONTREAL.

The QUEEN of Teas

For The KING of Lands.

Ceylon Tea

FOR CANADA.

Ceylon Green Tea is incomparable.
Ceylon Black Tea is second to none.

Ceylon Tea will satisfy your most fastidious customer, and gives you a fine margin of profit.

and the very best of them are used in packing

British Columbia Salmon

Order from the following brands:

RED SOCKEYES,

"Nimpkish"
"Griffin"
"Sunset"

COHOES,

"Golden Net"
"Empress"
"Harlock"

The British Columbia Packers' Association,
VANCOUVER, B. C.

All Storekeepers

work too hard and should have another clerk, but they say they can't afford it. We can put you in the way of hiring the extra clerk

Without Cost to You.

WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.
LIMITED
DUNDAS, CANADA.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

Has stood the test of every climate.

Purest and best for all purposes.

The **ST. CHARLES CONDENSING CO.**, producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

St. CHARLES, ILL., U.S.A.

Correspondence and trade orders solicited.

FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.

We have a very attractive one-pound tin of

Social Tea Biscuit

on the market now. It is a nice package for special occasions. Try a dozen.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

Increase of Business

is a fair guage of Public appreciation of the quality of any article of consumption.

The sales of

ST. LAWRENCE

Granulated and Yellows

are continually on the increase. And why? You will no doubt decide on the reason for this yourself.

The St. Lawrence Sugar Refining Co.,

Limited,

MONTREAL.

GREEN CEYLON TEAS

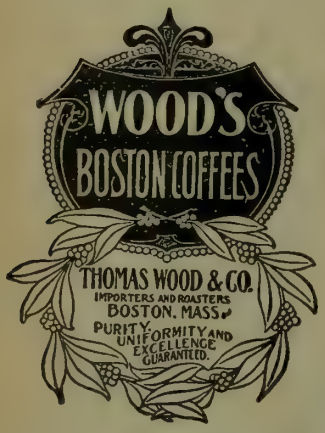
That strongly appeal to good judges of value who have an eye to profit. We have them to retail at 25 cents and up—just the kind of value that will enable the retailer to make a handsome profit and delight consumers. Ask our travellers for quotations, or write for samples.

Our range of all grades of Tea is large and contains many splendid bargains.

W. H. GILLARD & CO., WHOLESALE GROCERS, **HAMILTON, CANADA.**

BRANCH CANADA GROCERS, LIMITED.

WOOD'S COFFEES



Values you can ill afford to be without.
We adapt them to your particular needs.
They swell your trade.

THOMAS WOOD & CO.

Canadian Factory and Salesroom,

No. 428 St. Paul St., - - MONTREAL.

ANXIETY

With reference to us is being exhibited in some quarters, and every effort made to prevent our purchase of certain lines of combination goods.

The parties referred to are worrying themselves more than they are annoying us. They will recognize their position when we meet them in **Open Competition.**

Prices Talk.

If you are in the market let us hear from you. We are known specialists in **TEAS.** Send for samples.

Canada Brokerage Co.,
LIMITED,
48 Wellington St. East,
TORONTO.

THE CONSUMER WANTS THE BEST

AND THAT IS WHY

"TARTAN" Brand

sells so well. We have cheaper lines but prefer selling the best.

IN STORE:

New Valencias—Arguimbau
Trenor's
Rogers'
Whiting
" Currants —5-Crown
6 "
7 "
" Peels—Tartan
Colonial
Crosse & Blackwell
Drained, in kegs

IN STORE:

New Malaga Choice Clusters
" " Black Baskets
" " Dehesa Clusters
" " Buckingham "
" " Non-Plus-Ultra
" Figs—10-lb., 24-lb., 48-lb. boxes
" " 1-lb. Magnum Extra Dessert
" " Valencia Shelled Almonds
" " Jordan Shelled Almonds
" " Sultanas, very cheap

IN STORE:

New Labrador Salmon, half bbls.
" Mackerel, kitts and half bbls.
" No. 1 Split Herring, half bbls.
" Boxed and Skinned Cod
" Quintal Cod, dry and bright
New Loch Fyne Herring, in kitts
" Holland " "
" Cod of all kinds
" Sealed Herrings

Write or 'phone for quotations at our expense.

Special attention given Bakers' and Confectionery and Manufacturing Trade.

Balfour & Company,
Wholesale Grocers, Hamilton, Canada.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

ON three occasions during this long session now drawing to a close has the Angel of Death brought his summons to members of the House of Commons, calling them to leave consideration of the affairs of that country which they loved so well and to cross forever the Great Divide, beyond which lies infinity. The Hon. Donald Farquharson passed away at his home in Prince Edward Island, Pierre Raymond Leonard Martineau at a hospital in the City of Ottawa, whither he had been removed for the purpose of an operation, and Henry Cargill within the very Parliament Buildings themselves, distant but a few yards from the Commons Chamber in which he had just been participating in debate.

* * *

However strenuous may be the attack in political warfare at Ottawa, the fact remains that but few animosities are carried past the Commons' doors, and that the best of good feeling obtains among the members, regardless of politics. An Englishman once described the Home Parliament as "the best club in the United Kingdom," and, so far as esprit de corps is concerned, the greatest of the Canadian legislatures would, we fancy, take no second place in a similar comparison. Hence it is that when some member is stricken down, the sorrow is not confined to his political colleagues, but is felt by all, irrespective of party.

* * *

Of Mr. Farquharson the Federal members of Parliament had but little opportunity to judge. Elected at a bye-election in 1901, he came to Ottawa with a certain amount of glamor attaching to his title of ex-premier. What's in a name? asks Shakespeare. Much, we venture to assert. A man comes up from a small province where he has held a position to which attaches some high-sounding title, and most certainly performances are expected from him in proportion to the name of the office he has borne. This was exactly the case with Mr. Farquharson. Members did not stop to consider that the whole province of Prince Edward Island has a population not much more than half that of Toronto. The Mayor of Toronto may come to Ottawa, and his presence does not create a ripple, but the Premier of Prince Edward Island—why, that's a different thing. And so it was that perhaps a little too much was expected of Mr. Farquharson. In his own province he had enjoyed a long and honorable career. Elected to the legislature in 1876 he had sat without a single defeat until 1901, when, as we have seen, he entered the Federal arena. Arriving here when that session was well under way, he showed his good sense by silently observing the new surroundings in which he found himself. As what proved to be his last illness detained him at his home during the present session, it is evident that he only participated actively in Dominion affairs for the session of 1902. During that time, owing to ill health, he was unable to take a prominent part, though his work in committees, and where anything pertaining to his own province came up, demonstrated his sound sense, and was a pledge of future usefulness, had he been spared longer to serve his country.

* * *

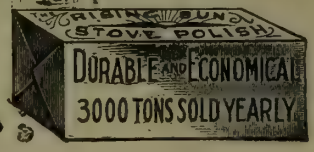
Mr. Martineau, like Mr. Farquharson, made his debut at a bye-election, entering the House in 1898, and being re-elected thereto by a substantial majority in 1900. Mr. Martineau was a man of fine education, having studied at the Quebec Seminary and Laval University, obtaining from the latter the degree of LL.D. While he was well versed in English, he had not acquired that intimate acquaintance with it which makes speaking in that tongue easy, and, as a consequence, he did not often take part in the debates. He was, however, a very constant attendant, and was possessed of a common sense on which his Quebec colleagues were often glad to draw. As a man Mr. Martineau was an example to all. For years he was a constant sufferer from a disease of the foot (it was the amputation of a part of that member which resulted in his death), and yet he was never heard to complain. He stuck to his post with a fortitude which was little less than heroic, and when other men would have remained in more comfortable surroundings, he limped to his desk and sat there through his pain, doing the duty for which his electors had singled him out. The reward of such men is not in medals and military decorations, it is in the respect and sympathy of their fellows, to whom their self-sacrifice is known, and both sympathy and respect Mr. Martineau had in overflowing measure.

And lastly we come to Mr. Cargill, whose taking off was so sudden as to lend an air of tragedy to the occurrence. With 16 years service in the Commons to his credit, he sustained but one defeat, that of the general election of 1891. Though a Conservative in politics, he was one of those men whose personality won for him many Liberal votes, and he was a living example of the fact that given a thoroughly good candidate the previous political complexion of the riding in which he stands is not of so much importance after all, for he won his seat from the enemy, and, having won it, held it, as we have seen. Mr. Cargill was a typical Canadian. His parents were both of County Antrim, but he himself was born and educated in Canada, and there he lived and died. A man of business shrewdness he scored a financial success in life, and Bruce will miss him in this as in many other ways. Unlike so many successful money-makers, Mr. Cargill's character never seemed to harden, and on both sides of the House he was looked upon as one of the most genial of its members. In debate he was ever practical and sound; not eloquent, but always listened to, and never anxious to speak unless he had something to say that was really worthy of attention. In all the times he addressed the House he was never known to utter an unkind or cutting word. His politics were entirely disassociated from personalities. In "Les Miserables," Victor Hugo describes the interchange of remarks between the dear old country priest and the Emperor Napoleon. In Paris on a visit, the former very naturally regarded the Emperor keenly in passing him on the street. Napoleon, ever observant, turned upon the cure and said: "Sir, you behold a great man," to which the priest replied, "And you, Sire, a good one." There is indeed a difference. Mr. Cargill could not be called one of the world's great ones, but he was something better, he belonged to that choice minority, the good.

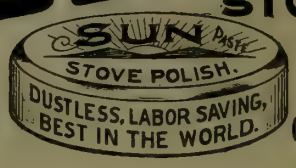
* * *

The sixth annual meeting of Charities and Correction, which has been held in Ottawa during three days of last week, has not excited so much interest in members of Parliament as could be wished. The object of this society—the care, particularly for children, fallen women, drunkards, and generally for all not in-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

corrigible criminals—is such as should enlist the best efforts of all, and, inasmuch as its members will sooner or later apply to Parliament for legislation to put their views in force, some study even at this stage would not be thrown away. While all the members of both Houses were cordially invited to be present, less than a score availed themselves of the opportunity, but, perhaps the fact that public business has been rushed at last, with a view to ending the session before the next one begins, is a reason for the slim attendance of our public men.

In every large city particularly—and the cities of Canada are fast becoming thickly peopled—we have a number of children born into the world under conditions so fearful that from the moment of their birth their future prosperity is almost an impossibility. Illegitimates, disowned by parents who seek to avoid the shame of their immorality, and the children of drunken parents, constitute the large majority of this class. What shall be done with these? The question is not easily answered. To establish homes commodious enough for all the unfortunate children would tax the resources of any government, and might be an encouragement to illegitimacy, as the old Bastardy Laws of England were found to be. A better course would seem to be the working of some such society as this, with branches everywhere, through the agency of which children might be found homes, where amid healthy and moral surroundings they would have a chance to grow up to something better than the lives to which their parents had fallen.

* * *

A yet more difficult question, and one quite as pressing, concerns the treatment which should be accorded to habitual drunkards. England is seeking to grapple with this question, and no doubt Canada will profit by her experience, but, in the meantime, there seems no way of restraining these unfortunates, except by imprisonment in the common gaol, and even this cannot be resorted to unless the drunkard is so violent as to break the laws of order. We have asylums for the deaf, the blind, the insane, and we have hospitals for the sick, but there is, as yet, no place for the dypsomaniac. True, there are private asylums, operated for gain, to which those who are in the dread clutches of alcoholism may be sent, but to these a man must go of his own free will. The law allows no forcing. As a matter of fact drunkenness begets stubbornness even in the weakest natures, and it is next to impossible to get one of these afflicted ones to submit to what might prove to be a cure.

* * *

In this regard the Criminal Code certainly needs amendment. Personal liberty is the great heritage of our people, but even personal liberty must be curtailed for the good of the many. Machinery should be provided by which relatives could force unwilling drunkards to go to some place of confinement. In many cases there are those who would willingly put up the necessary money, but the refusal of the delinquent to allow his freedom for self-indulgence to be interfered with, frustrates all plans made for his betterment. The gaol is no place for a man who is disorderly through drink; that is when his disorder is no more than a minor offence. Fancy a man under a fit of temporary insanity who breaks property or who comports himself in a disorderly manner, subjected to the disgrace, disgrace not to himself alone, but disgrace to all his respectable kinsfolk, of being confined in the common gaol. We would cry out against such harshness. And yet scientists have pretty well demonstrated to us that intemperance is an inherited tendency, and that the victim of it is not so culpable as we once believed him. Such cases should and must be controlled. Let us have, we repeat, a law which will enable those of sound mind to control the freedom of one who through drink is no longer compos mentis, and we will not only save from a drunkard's grave a large percentage of those who go down to it, but we will lessen the suffering of the innocent by one half. In these days of strong materialism we think too much of those projects which produce mere wealth, which, as we are so fond of putting it, develops the latent resources of our country, and too little by far of the regeneration of those who have fallen by the way.

* * *

During the last two or three weeks a number of petitions have been presented to Parliament from many different parts of Canada praying for delay in the matter of the National Transcontinental Railway. The Liberals have openly avowed that these petitions were not spontaneous, but were inspired from Ottawa by the Opposition, who furnished petition blanks to trusted partisans in the constituencies, for the purpose of political effect. A very unpleasant incident to all good Canadians, who have the credit of Canada at heart, was the point of order raised by Mr. Marcil, of Bagot, with regard to these same petitions. It seems that a number of petitions from his county had been presented to the House by Mr. Morin, member for Dorchester. Mr. Marcil took occasion to examine the signatures, and was much surprised to find the names of a number of electors whom he had thought favorable to the project. He noticed, however, that these signatures were in the same hand-writing, and thinking that the matter required further investigation, he wrote to a friend in that part of Quebec, who thereupon interviewed a few of those whose signatures were suspected of being unreal. Mr. Marcil asserted that his friend had had time to see but a small number, but from these he obtained a statutory declaration that they had not signed the petition, or authorized the signing of it, and that far from opposing the immediate action of the Government in connection with this matter, they heartily endorsed the same.

A Few Seasonables Just To Hand:

Shinola Boot Polish, Black Beauty Boot Polish, Ash Sifters, Puddine, McEvoy's Honey, New Currants, New Raisins, New Peels, Bollman's Vinegar, Burnett's Coffee Clear, English Rock Candy.

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES

Jersey Cream Yeast Cakes.

Always Reliable.

Best in Canada.

Social Teas
Social Coffees
Social Cocoas

Always give the best satisfaction.

Jersey Cream Baking Powder

Absolutely pure.

Best in Canada.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

LUMSDEN BROS., Hamilton and Toronto.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Lovely Spanish AND Smyrna Fruits

at tempting prices. Now is the time to get in before our stocks are broken up.

Boxes "Rein's" Choice Clusters.
Boxes "Rein's" Choice Clusters, each 28 - 1s Cartoons.
Boxes "Rein's" Dehesa Clusters.
Boxes "Rein's" Cock Brand Shelled Almonds.
Boxes "Solari's" Eleme Figs, 10s.
Boxes "Solari's" Eleme Figs, 14-oz. Glove boxes.
Boxes "Solari's" Finest Figs, each 24 - 1s Cartoons.
Boxes "Solari's" Pulled * Magnum, extra choice, each 28 lb.
Boxes "Solari's" Imperial Sultanas.
Boxes "Solari's" Royal Sultanas.

JAMES TURNER & CO.

Wholesale Grocers, - - - - HAMILTON.

IN STOCK

NEW CROP

SELECT VALENCIA RAISINS

CANDIED PEEL

LEMON, ORANGE and CITRON PEEL.

Thos. Kinnear & Co., 49 FRONT ST. EAST, Toronto.

CANADA
CREAM
CHEESE

YOUR CUSTOMERS SEE THIS HANDY AND ECONOMICAL PACKAGE CHEESE ON YOUR COUNTER AND PURCHASE IT. SEERS ARE PURCHASERS.

LET THEM KNOW THAT YOU HAVE IT.

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS, - TORONTO.

In other words the names were proved to have been forgeries, and quite naturally suspicion is now cast upon the other petitions and signatures, many of which are undoubtedly genuine.

The incident created a most unpleasant sensation. Mr. Morin honorably acquitted himself of all complicity by asserting that he had handed in the petitions because asked to do so, and that he had absolutely no personal knowledge of their contents, except, of course, of their tenor. Other members of Parliament have since examined petitions from their ridings, and several claim to have discovered similar irregularities. The incident is probably not yet closed. It will be a lesson, if a severe one, to members not to lend the credit of their names to any document which they present to Parliament, unless first convinced of its bona fides. If the House is not to be protected against such dastardly deeds, what faith will it put in future in widely-signed petitions? This matter should be taken up, and the perpetrators of the outrage should receive the punishment awarded to forgers under our criminal law.

INQUIRIES ABOUT CANADIAN TRADE.

Among the recent inquiries at the Canadian Section of the Imperial Institute, London, S.W., were the following:

1. A Manchester firm asks to be placed in touch with Canadian producers of graphite of good quality.

2. A house in Newcastle-on-Tyne wishes to hear from Canadian manufacturers of closet seats.

3. A firm of linen manufacturers is prepared to appoint as resident Canadian agents a firm possessing both experience and connection. References required.

The names of the firms making the above inquiries can be obtained on application to the Editor of THE CANADIAN GROCER.

The Australian Grocer announces the introduction into the southern commonwealth of "The smile that won't come off," in conjunction, of course, with Quaker Oats.

Business Changes

ONTARIO.

G. A. Holbrook, grocer, Ottawa, has retired from business.

Andrew McCormick, of A. McCormick & Son, grocers, London, is deceased.

Failing & Lawrence, general merchants, Pinewood, have dissolved partnership.

F. A. Scott & Sons, grocers, Ottawa, have started a branch store on Ridean street.

Daniel Martin, grocer, floor and feed, Ottawa, has disposed of his grocery business.

A meeting of the creditors of Cameron & Co., general merchants, Finch, was held on October 5.

Robinson & Co., grocers, crockery and glassware, Ingersoll, have assigned to D. G. Cuthbertson.

J. A. Wright & Co., general merchants, Kingsville, have sold their stock to H. Rotz at 53c. on the $.

The hotel and general store business conducted at Haileybury by Wm. O'Brien & Co. will be continued by A. Yerland.

QUEBEC.

Beaudry & Langlois, grocers, Montreal, have registered.

Pierre Morin, general merchant, St. Honore, is deceased.

Michaud & Fils, general merchants, Plessisville, have registered.

R. B. Hall & Son, grocers' specialties, etc., Montreal, have registered.

Bradford Bros., general merchants, Granby, have dissolved partnership.

D. Gagne & Cie., groceries and liquors, St. Henri de Montreal, have registered.

Ludger Lacombe, general merchant, St. Victor de Tring, offers 50c. on the $.

J. E. Laramee & Cie., general merchants, Shawenegan Falls, have registered.

J. O. Massicotte, general merchant, Chicoutimi, is offering 40c. on the $ cash.

The assets of the general store business of J. A. Lacerte, St. Severe, have been sold.

Ostell & Hurtubise, wholesale provisions, Montreal, have dissolved partnership.

Baker & Co., grocers, Montreal, have dissolved and a new registration will be made.

Ferdinand Pepin, groceries and liquors, Montreal, has sold his business to J. H. Lefebvre.

The assets of the grocery and liquor business of Ernest Chaput, Montreal, have been sold.

The assets of the grocery and liquor business of Henri Dessaint, Montreal, have been sold.

Chartrand & Turgeon have been appointed curators to Chas. Fortier & Co., grocers, Montreal.

NOVA SCOTIA.

Lewis W. McGillivray, general merchant, Gabarous, has assigned.

Petrie Bros., wholesale and retail grocers, etc., Glace Bay, had their stock damaged to the extent of $2,000 by fire; fully insured.

MANITOBA AND NORTHWEST TERRITORIES

Levi Beck, general merchant, Yorkton, is opening a branch store at Saltcoats.

J. R. Hogg, general merchant, Manor, has sold his business to J. R. Dalgleish.

David Stewart, general merchant, Yellow Grass, has sold his business to Frank Stewart.

The Lasalle, Carey Co., Limited, general merchants, St. Pierre, have been incorporated.

H. M. Shaw, general merchant, Nanton, is admitting J. M. Glendinning to his business on the 1st prox.

UPTON'S
JAMS, JELLIES
and
MARMALADES

ARE KNOWN BY AND SELL ON THEIR MERITS.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

It will pay you to get our quotations on

FIGS
PEELS
VALENCIAS
CURRANTS
PRUNES
NUTS
ETC.

THE
Davidson & Hay,
LIMITED,
Wholesale Grocers,
TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

The Ripening of Cheddar Cheese.

TO ascertain the extent to which carbon dioxide is formed in American cheddar cheese during the process of ripening, and also to learn the nature of the chemical changes that give rise to the production of this gas, experiments were made with two cheeses. One was quite normal, while the other was made from milk containing chloroform and kept under aseptic conditions. In the normal cheese, carbon dioxide was given off continually, decreasing in quantity after twenty weeks, but still being formed after thirty-two weeks. The total amount produced was 15,099 grms., equal to 0.5 per cent. of the fresh cheese. Only 0.205 grms. was given off by the chloroformed cheese, practically none being found after three weeks. In the case of the latter cheese the carbon dioxide evidently came from that present in the milk; but the carbon dioxide yielded by the normal cheese was due to the decomposition of lactose by lactic acid organisms and to the respiration of living organism in the cheese. The only active agents present in the chloroformed cheese were—lactic acid, lactase and rennet pepsin. These, under the conditions of the experiments, were unable to form ammonia or secondary amino compounds with production of carbon dioxide, as the presence of the chloroform could not account for this inaction, the results suggested that in the normal cheese some agent must have been present which was not present in the chloroformed cheese, and that this extra factor was of a biological character. —Jour. Soc. Chem. Industry.

To Keep Shippers out of Hams.

IN answer to a request for a formula and method of painting covered hams so that skippers will not get in, The Butchers' Advocate recommends the following method:

To yellow wash from 1,200 to 1,300 hams, use the following quantity: 500 pounds powdered barytes, 25 pounds rye flour, 10 pounds finely powdered chrome yellow, 20 pounds glue. To mix this yellow wash, it is necessary to have a vat 5 feet long, 20 inches wide and 16 to 18 inches deep. The glue should be soaked in water over night, and then it should be heated until it is all dissolved. The chrome yellow, if finely powdered, will dissolve readily in cold water. The 25 pounds of rye flour should also be dissolved in cold water. The glue, the chrome yellow, and the rye flour should all be dissolved in separate receptacles. The 500 pounds of barytes should be put into the vat and sufficient cold water put on to it to make a thick batter. The rye flour should also be dissolved to a thick batter, and cold water should be used. After the barytes has been dissolved, the flour should be added and then the chrome yellow, and then the glue. The glue should be hot when it is added to the mixture. A hoe should be used, and the entire batch should be mixed well. Then a steam hose should be turned into the mixture and heated to the boiling point. All this time the mixture should be worked with the hoe. The water, or condensation from the steam, will, to an extent, thin the mixture. When it is finished it should be about the consistency of thick cream, then it is ready for use. The hams should be canvassed with either burlap or muslin, and a loop should be sewn on at the butt end, so that the hams can be hung up. A rack with about 7 or 8 hooks should be arranged over the vat which contains the yellow wash. About a dozen hams should be thrown into the vat, and they should be immersed in the yellow wash, then they should be hung up, and with the hands the superflous quantity of yellow wash should be scraped off. Then an ordinary whitewash brush should be used so that the yellow wash is on the canvas evenly and smoothly; then the hams should be hung on sticks and left to dry over night, when they will be ready for shipment. If the hams are to be labeled, then the label should be put on the yellow wash right after the hams have been brushed with the whitewash brush.

Visible Stocks of Lard.

The N. K. Fairbank Co., of Chicago, Ill., under date of October 2, write "The Canadian Grocer" as follows:

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on October 1 to which we add estimates of former years, and stocks in cities named.

	1903. Oc. 1.	1903. Sept. 1.	1902. Oct 1.	1901. Oct. 1.	1900. Oct. 1.	1899. Oct. 1.
Liverpool and Manchester	11,000	13,500	12,500	12,500	11,000	50,000
Other British ports	2,000	2,000	1,000	5,000	6,000	9,000
Hamburg	30,000	8,000	5,000	6,000	5,000	7,000
Bremen	5,000	1,000	500	1,000	1,500	3,000
Berlin	2,000	1,500	1,500	500	2,000	2,000
Baltic ports	11,500	11,500	4,000	8,000	8,000	8,000
Amsterdam, Rotterdam, Mannheim	100	700	2,500	1,000	2,000	3,000
Antwerp	1,000	1,000	1,500	4,000	3,000	5,000
French ports	2,000	2,300	950	2,000	4,500	4,000
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	60,600	42,500	30,150	41,000	44,000	92,000
Afloat for Europe	45,000	30,000	35,000	57,000	75,000	68,000
Total in Europe and afloat	105,600	72,500	65,150	98,000	119,000	160,000
Chicago prime steam	110,938	96,024	34,900	27,709	49,896	178,813
Chicago other kinds	8,081	10,472	7,885	4,487	10,832	10,033
East St. Louis	.....	3,000	100	3,531	4,952	12,000
Kansas City	4,315	8,538	2,791	5,110	5,706	14,687
Omaha	1,072	5,747	1,231	2,600	1,344	2,257
New York	5,488	6,973	5,911	4,915	6,577	16,199
Milwaukee	1,894	3,033	457	808	3,035	4,783
Cedar Rapids	....	....	573	318	892	443
South St. Joseph	5,939	4,785	1,047	2,235	340	1,252
Total tierces	213,327	211,072	120,045	149,763	202,574	400,467

Cheese Markets.

Belleville, Oct. 3.—To-day there were offered 1,995 cheese, 1,895 white and 100 colored; sales: Watkin, 320; Sprague, 185; Magrath, 90, at 11¼c.; Hodgson, 50 at 11 3-16c.; 11⅛ to 11¼c. bid for balance.

Cowansville, Oct. 3.—To-day 43 factories offered 1,947 boxes cheese, 21 creameries offered 1,256 boxes butter. Hodg-

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

LONG CLEARS and BBL. PORK

are now in great demand for Lumber Camp Supplies. Stocks are not large and we would advise early buying; we shall be glad to quote you prices also for

WHITE BEANS, CHEESE,
BUTTER, ONIONS,
HONEY, MINCE MEAT,
SMOKED HAMS and
BACON, LARD and
LARD COMPOUND.

F. W. FEARMAN CO., Limited
HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots

The Park, Blackwell Co., LIMITED
PORK PACKERS,
TORONTO, ONT.

son bought 538 boxes cheese for 11⅛c.; Ayer, 343 boxes for 11⅛c.; McPherson, 356 boxes for 11⅛c.; Allen, 382 boxes for 11 3-16; 323 boxes unsold. Allen bought 267 boxes of butter for 21¼c.; Grant 90 boxes for 21½c.; Alexander 200 boxes for 21½c., and 65 boxes for 21¼c.; Ayer 28 boxes for 21½c.; 45 boxes for 21¼c., and 26 boxes for 21c.; 475 boxes unsold.

Cornwall, Oct. 3.—2,100 cheese were boarded here to-day. All sold at 11¼c. except 130 boxes. The sales were: Lovell Wesgar got 22 white and 135 colored, McRae 188 white and 191 colored, Fraser 235 white and 33 colored, and McGregor 131 white and 61 colored. Balance unsold.

London, Ont., Oct. 3.—At to-day's cheese market 1,208 white and 1,837 colored cheese were offered. Sales: 215 colored at 11⅛c., 400 colored at 11¼c.

THE PROVISION MARKETS.

Toronto.

THERE is a very good demand for all cured and smoked meats, especially for hams. The lumber camps are also making heavy calls on provision supplies, and stocks have been pretty well cleaned up. This applies particularly to hams. Prices are firm, with a slight advance marked in long clear and roll bacon. We quote:

Long clear bacon, per lb	$ 0 10½	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 12
Medium hams, per lb	0 14	0 14½

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.,

Wilbert Hooey, Manager.

54 Noble St., TORONTO.

This cut represents No. 13. Phone Park 513.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	0 15	0 15½
Heavy mess pork, per bbl	19 00	20 00
Short cut, per bbl	21 50	22 00
Shoulder mess pork, per bbl	16 00	17 00
Lard, tierces, per lb	0 9½	0 09¾
" tubs "	0 09¾	0 10
" pails "	0 10	0 10¼
" compounds, per lb	0 08½	0 09½
Dressed hogs, light weights, per 100 lb	8 00	8 25
" " heavy " "	7 50	7 75
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

Montreal.

The situation is much the same as at the time of our last report. For hog products of all kinds there is still a good active demand. There is beginning to be some inquiry for barreled pork for Winter shanty supplies. In the City of Montreal itself provision men and packers report a good demand for all lines, and inquiries from country points are coming in more freely. There is a slight decline in hams and bacon, which is partly caused by the weakness on the English market where the heavy Danish and home supplies are depressing prices. We quote:

Heavy Canadian short cut mess pork	$19 00	$20 50
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 13	0 14
Hams, per lb	0 12½	0 13

In lard there is a somewhat easier feeling, but prices show little change as yet. Another slight decline in pure lard will be noted. We quote:

"Boar's Head" brand	....	0 08¾
Carloads, less	....	0 00¼
60-lb. tubs, over tierce	....	0 00½
20-lb. tin pails, "	....	0 00½
20-lb. wood " "	....	0 00½
10-lb. tins, "	....	0 00¾
5-lb. tins, "	....	0 00¾
3-lb. tins, "	....	0 01
Pure lard, in pails, 20 lb	....	1 85
" in tubs, 50 lb., per lb	....	0 09½
" in tins, per lb	0 10½	0 10½

St. John, N.B.

There is practically no change in quotations. In fresh meats mutton and pork are easier. Barreled pork and plate beef are firm. The F. B. Dunn Packing Co. will erect a factory here and begin packing pork probably before the end of November. We quote:

Mess pork, per bbl	$18 00	$20 00
Clear pork "	18 50	21 00
Plate beef "	13 50	14 50
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07	0 09
Mutton "	0 05	0 07
Veal "	0 06	0 08
Lamb "	0 07	0 08
Pork "	0 07	0 08
Hams "	0 14	0 15
Short rolls "	0 12	0 13
Lard, pure, tubs "	0 10½	0 11½
" " pails "	0 11½	0 12
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 09¾
" " pails "	0 09¾	0 10

DAIRY PRODUCE.

Toronto.

BUTTER.

There is a considerably better demand for strictly first-class butter, both creamery and dairy, and supplies have only been about equal to demand. The export demand has also improved, so prices are firm at advance of about 1 cent for top qualities. We quote:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 21
Dairy rolls, large	....	....
" prints	0 17	0 19
" in tubs, best	0 15	0 16
Under qualities	0 12½	0 13

CHEESE.

The market has eased off from the quotations of a week ago in face of reports from the cheese boards. On Tuesday 11 7-16 was asked, and none sold at Ingersoll, and at Woodstock, same day, 11¾ was asked, with sales at 11⅞. The week previous 12 to 12½ was paid. We also learn of a lot of 500 boxes western selling on Tuesday to be delivered at Montreal, at 11⅞c. We quote:

	Per lb.	
Cheese, large	0 11¾	0 12
" twins	0 12	0 12¼

Montreal.

EGGS.

Since our last report there have been some sharp advances, which are due to small supplies and an exceedingly active demand. For strictly new-laid eggs we are told that as high as 21 to 22c. has been obtained. Selected stock is quoted at 20c., while for the ordinary common stock the price is 18c. Such a sharp advance was not anticipated last week, and it has created no little stir among the trade. The demand still continues exceedingly active, but it is scarcely probable that any further advances will be made just at present.

BUTTER.

The butter market continues strong and prices have an upward tendency. The stocks held are at least one-half less than for the coreesponding season of 1903, consequently, the demand is good and offerings are being quickly snatched up. Select Eastern Townships creamery is quoted at 22c., and the supply being insufficient to meet the demand, the market is strong. Holders expect to make a good profit out of July and August butters, which they have quietly picked up. August butters are quoted at 20 to 21c.; held, 19 to 19½c.

CHEESE.

The cheese market seems somewhat demoralized, and buyers are uncertain just what will be the outcome. The general opinion seems to be that prices will drop, but there are as yet no changes to report since our last issue. On the country boards, last Saturday, prices were weaker, but in some places, notably in Ottawa, salesmen appear to think that prices will advance and that it will pay them to hold for the expected rise. Pasture conditions continue good in most parts of the country, owing to the frequent rains, and in many sections more cheese is being made to-day than in June, which was a dry month with pastures correspondingly lean. If the present weather conditions continue, there will therefore be a much longer season this year than usual with a correspondingly increased make. Meanwhile prices locally in a jobbing way are 12 to 12½c.

St. John, N.B.

BUTTER.

Choice tubs are higher, but other grades are unchanged.

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 17	0 19

EGGS.

The market is firmer, both for case stock and strictly fresh, with prices a little higher.

Eggs, new laid, per doz	....	0 20
" case stock, per doz	....	0 17

CHEESE.

The demand for export has further advanced prices, and available stocks are light. Quotations are:

Cheese, per lb	0 12½	0 12¾

Some tea packers blend certain cheap teas until they taste peculiarly—this they call good tea.

Blue Ribbon *Ceylon* Tea

has no odd taste. It is delicious because it is the best tea grown in Ceylon. The only tea you can safely recommend your customers as being the very best.

Push the Red Label. Every Grocer our agent.

PURE FOOD INSURES
GOOD HEALTH
MAGIC BAKING POWDER
INSURES
PURE FOOD.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of
Poultry,
Butter
AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited
73-75-77 Colborne Street
Telephone Main 2491. Toronto.

MONTREAL RETAIL GROCERS' ASSOCIATION.

THE annual meeting of the Montreal Retail Grocers' Association, was held Thursday night, October 1, at Monument National. As the election of officers of the association is always held at the October meeting, a large number of members were present. The occasion was, however, a more than usually interesting one, as there was evidently something in the air to bring out such a goodly number of members. What the occasion was, was manifested immediately after Secretary J. P. Dixon had finished reading the minutes of the previous meeting, and when President Ald. Turner had put the question of the adoption of the minutes before the meeting. It seems that exception had been taken by some of the members to the nominations for office at the September meeting, it being claimed that some were irregular and illegal on account of several absent members having been nominated at that meeting, and that according to the constitution of the association this was ultra vires. It was also intimated by one of the members (Mr. O'Brien) that it was clearly manifest to him and other members of the association that it was evidently the intention to have only French Canadians on the Board of Management, as, with exception of himself, nominated as first vice-president, there was not another English-speaking member elected. Mr. O'Brien felt that it was the desire of the members not to have any "Irish apply for office," and he withdrew his name as a candidate, and at the same time handed in his resignation as a member of the association.

Ald. Lapointe, a member of over 25 years standing, protested against the action of those members who desired to overthrow the proceedings of the September meeting, and claimed that as that meeting was a regular and properly conducted one, the proceedings could not be overthrown. Mr. J. A. Menard declared that the minutes should be adopted, as same were a faithful record of the last assembly. Mr. A. O. Galarneau was under the impression that the minutes should pass and that the older members of the association, who had failed to be present at the September meeting when the nominations were made, had not done their duty and could not blame the younger and newer members for being placed in office.

Mr. Meloche said that enough time had been lost in this discussion, and suggested that the minutes be adopted if found to be correct.

Ald. Lapointe again moved, seconded by Mr. Menard, that the minutes be adopted.

Mr. Galarneau moved in amendment, seconded by Mr. Dionne, that the minutes be adopted with the exception of the nomination of the officers.

Mr. Limoges criticized the manner of doing business in this sort of way, trying to upset the proceedings of a legally called and properly conducted meeting as that of September 3, in which the officers had been nominated and elected. He said it seemed to him that the whole difficulty lay in the fact that Mr. J. A. Beaudry had been placed in nomination for secretary against Mr. J. P. Dixon, the present secretary, who was not even an active member of the association, not being a grocer.

Mr. J. A. Beaudry, on rising, said that the society would be placed in a very unenviable position if it adopted the amendment, which was entirely out of place and had no reason for existence. He said the question of nationality was a very delicate one, and should be avoided at all times, especially in an assembly or association like the Montreal Retail Grocers' Association, where it was necessary that the members should all work for the best interests of their calling. He stated that at the last meeting Mr. Manning was nominated for 1st vice-president, but as that gentleman was not present and it was against the constitution to nominate absent members, his name was withdrawn, and Mr. O'Brien, the only English-speaking member present, was nominated in Mr. Manning's stead. Mr. J. P. Dixon, the secretary, being opposed by the nomination of Mr. Beaudry for the secretaryship, Mr. O'Brien withdrew his name. No one was to blame in the matter. Moreover the older members did not seem to take an active interest in the affairs of the society. Mr. Chartrand, who was nominated for president, had been a member for a long time, and had always taken an active interest in all that pertained to the society's affairs. Mr. Beaudry insisted that the president could not accept any amendment to the motion to pass the minutes of the last meeting, as such action on his part would be illegal. Mr. Beaudry's explanations were so clearly and logically placed before the meeting, that at the conclusion of his speech, he was loudly applauded.

The president, Mr. Turner, however, put the amendment to a vote, and it was carried by 30 to 20, many members declining to be recorded.

Mr. Beaudry again protested that this action was illegal, that the previous meeting was regularly called and properly conducted, and he could not see why members who had not taken enough interest to attend the September meeting should now endeavor to upset what was correctly and legally done. He stated that it was the association that should rule by its voice and not the president, and he asked for a reconsideration of the amendment. This was granted, voted on and the amendment killed, upon which the original motion of Ald. Lapointe was put and carried.

The new officers were then duly declared elected and same called to the dais by Ald. Turner, the retiring president. The officers for 1903-4 are as follows:

President—N. Chartrand.
First Vice-President—E. Limoges.
Second Vice-President—J. A. Menard.
Secretary—J. A. Beaudry.
Treasurer—Arthur Bastien.
Directors—E. Guilmette, J. A. Labonte, J. H. Paquette, F. Bergeron, J. B. Beaudoin, A. Landry.

Congratulatory speeches were made by retiring President Turner with best wishes to his successor and his officers. The thanks of the association were tendered to Ald. Turner and Secretary Dixon for the very efficient manner in which the work of the association had been looked after by these officers, also by the retiring treasurer.

Mr. Chartrand, president elect, on rising, was received with applause. He modestly claimed very little ability but said that having been elected he would see that what powers and abilities he possesses would be directed to the interests of the association. There were many features in connection with their trade that deserved the attention of the Retail Grocers' Association—he instanced among others the peddling nuisance as one. Mr. Limoges, 1st vice-president, who followed, made a most enthusiastic speech on similar lines, and his remarks were repeatedly interrupted by loud applause. One evil he touched upon was the selling of goods by the wholesale grocers to consumers, to "sisters, cousins and aunts, etc.," and taking business from the retail trade that legitimately belonged to them. The peddling question was handled without gloves, and the aldermen present, Mr. Lapointe and Mr. Turner, were greatly stirred up to look more closely to the interests of the trade that paid the taxes. There were over 1,400 retail grocers in Montreal whose vested interests were extensive and who paid into the city treasury something like $125,000 in taxes, besides an amount fully as large into the Provincial Treasury for license fees. It was the duty of the retail grocers of Montreal to bestir themselves and make their influence felt, and he for one would see that something was done.

Speeches by the other officers elect were made and acceptably received. From the spirit of activity manifested by the newly elected officials the association should develop very strongly during the year, and "The Canadian Grocer," as the official grocery journal of the Dominion, wishes them every success, and will be at all times ready to assist the association and its members in any work taken up in the interests of the trade.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee
THE GEM

"Nectar" Black Tea, in lead packets an fancy tins only.

Pay Attention

To the liquoring qualities of your teas! Don't buy them for appearance or you may have them on hand to contemplate while your neighbor is making inroads into your trade. **Good liquor is what you want** and that is what I give you always.

Just in—Ex Steamer "Ockenfels," from Colombo, Ceylon.

175 Half-chests Ceylon Green, fine, bright, flavory, liquoring Teas, natural leaf, at **15½c., 16½c., 18½c.,** fancy finished leaf, at **16½c., 18c., 20c.**

Ex Steamer "Aki Maru," from Yokohama, Japan.

36	Half-chests (4th lot) "Condor" XX Japan Tea, at	**20c.**
25	Bundles, each 8 × 5-lb. boxes "Blue Jay" XX Japan Tea, at	**25c.**
5	" " 4 × 10-lb. " " " " "	**24c.**
5	" " 2 × 10-lb. " " " " "	**23c.**
10	× 30-lb. boxes "Blue Jay" XX Japan Tea, at	**22½c.**

All the small boxes are matted separately like half-chests, making them very attractive and good sellers.

JUST IN STORE—

100	Catties Pea Leaf Gunpowder Tea, well made leaf and choice liquor, at	**24c.**
60	" Large Pea Leaf Gunpowder Tea, very fine liquor, at	**22c.**
18	Half-chests medium Pin Head Gunpowder, a snap, at	**20c.**
16	Chests extra fine liquoring, handsome leaf, Ceylon Black, Broken Orange Pekoe, celebrated garden "Gangawatte," at	**25c.**
36	Half-chests Ceylon Black Pekoe, rich, flavory liquor, celebrated garden "Bandara," at	**22c.**

Ask for Samples. It Pays.

Specialty of High-Class Goods in Teas, Coffees, Spices and Vinegars.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

"EMD" Baking Powder, Vinegar, Spices, Coffee.

P. P. P.

SIZES				
Individuals	4 doz. in case,	per doz.,		$0.95
1s . . .	2 "	"	"	2.40
2s . . .	2 "	"	"	4.50

We also manufacture, prepare and pack ninety other specialties under Premier label. (Send for special list.)

Our King street plant is one of the sights you want to see when you visit the metropolis. It will furnish you with some excellent business pointers and prove conclusively why your big competitors come to New York so often. Write for complete price list quoting over 10,000 prices for food specialties.

THERE is never a dish prepared at home over which there is more worry and anxiety than the popular and intricate Plum Pudding. It is all right to claim that you know of what it is composed, when you make it yourself; but supposing a responsible house, with a reputation for honorable dealing, guarantees that the **PREMIER PLUM PUDDING** they make is clean, wholesome and made of the best materials, and, furthermore, agrees that if it is not satisfactory, or not as represented, they will take it back and refund your money, is it not cheaper to buy their Plum Pudding than to spend your time and patience in making some yourself? We think you will readily admit this after trying a can of our **PREMIER PLUM PUDDING.** It is put together by an expert who has made it a special study, and we do not believe it can be made any better by anybody.

The above argument should enable dealers to sell the first can of **PREMIER PLUM PUDDING**—after that it will speak for itself. To prove these claims they should try a can on their own table and they will be convinced that our claims are just. The fact that our sales of this article are ten times larger than one year ago, is conclusive proof of the appreciation which marks our efforts to give good value by turning out first-class goods.

We follow the same idea in all our departments, and dealers everywhere will find it to their interest to carry an assortment of our food products—PREMIER Specialties.

N.B.—We will mail a sample tin to any dealer who is interested, to make comparisons.

Francis H. Leggett & Company

New York

Office and Salesroom: Franklin Street and West Broadway.
Factory: 132-136 King Street.
Foreign Office: Bordeaux, France.
Telephone: 2230 Franklin.

We issue an Olive Booklet worth reading. Copy for the Asking.

California Seeded Muscatel RAISINS

FANCY 4 CROWN	BOXES	36 1-lb. pkgs.
CHOICE 3 "	"	36 1-lb. pkgs.
CHOICE 3 "	"	45 12-oz. pkgs.
FANCY SEEDED BULK	"	25 lbs. net.

Our First Car is Now in Transit — One of the first cars shipped this season. Due here about October 20th.

QUALITY — Guaranteed the finest packed. Put up by one of the best firms in California. Indications are for higher prices so you should get our—

SPECIAL QUOTATIONS FOR SHIPMENT UPON ARRIVAL.

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Special values are offered by Hudon, Hebert & Cie., Montreal, in all kinds of dried fruits and nuts for Fall delivery.

Balfour & Co. are in receipt of several mail orders for carloads of Tartan goods for the Northwest and British Columbia.

Mr. Duck, fruit broker and importers' agent, 25 Church street, Toronto, has a sample consignment of Porto Rico oranges on the way.

H. P. Eckardt & Co. report a good business doing in "Phonograph" brand of canned pineapple. It is packed in the Bahamas.

Balfour & Co., Hamilton, report large booking of the celebrated five crown, six crown and seven crown cleaned currants.

The attention of the Fall trade is called to the ad. of E. D. Marceau in another section of this issue. Specially attractive values are offered in a range of teas hard to excel.

A shipment of Arguimbau & Whiting's selected valencias, received by W. H. Gillard & Co. are of exceptional merit. That firm also advises arrival of peels and choice table raisins.

A. F. MacLaren Imperial Cheese Co. are expecting a large shipment of Tournade's Kitchen Bouquet to arrive at an early date.

Hickmott's "Monogram" brand asparagus may be had from H. P. Eckardt & Co.

Although pineapples have advanced Balfour & Co. still have some at the old price and report large sales.

A. F. MacLaren Imperial Cheese Co. have a car of Aunt Jemima Pancake Flour arriving next week.

Hudon, Hebert & Cie., Montreal, report arrival into store of large shipment of Gruyere cheese, which they are offering at low prices.

Buyers of shelled walnuts should communicate with H. P. Eckardt & Co.

Fletched codfish in 100-lb. cases is in store at low quotations with The Eby-Blain Co., Ltd.

W. H. Gillard & Co. report that their first shipment of 10-lb. boxes Eleme figs now in store shows a quality and appearance above anything they have ever handled, and price low.

The Eby-Blain Co., Ltd., have received advice of shipment of their first car of new California seeded muscatels in packages. This was one of the first cars shipped from the coast this season and is expected here about two weeks ahead of regular shipments. Buyers would do well to get their quotations for shipment upon arrival.

PERSONAL MENTION.

Mr. Rose, of the firm of Rose & Laflamme, Montreal, visited Toronto this week.

Mr. J. H. McColl, of the house of C. R. Somerville, London, was a visitor in Montreal trade circles this last week.

"The Grocer" is informed that The Cow Brand Soda Co. have serious intentions of locating a Canadian branch of their works at Toronto.

Mr. Reginald G. Beddington, formerly with W. H. Gillard & Co., Hamilton, has accepted a position as traveller with The W. H. Malkin Company, wholesale grocers, Vancouver.

Mr. P. C. Larkin left Toronto on Monday for a visit to the branches of The "Salada" Ceylon Tea Co., in Detroit, Chicago and Pittsburg. He will likely visit St. Louis before returning home.

Mr. Shaw T. Nishimura, representative of The Central Japan Tea Trading Association, is at present making a tour of the Eastern States in the interest of his company, taking in Boston, New York, Philadelphia, Baltimore, etc.

Mr. R. N. Sterling, formerly well-known in the wholesale grocery trade of Hamilton through his connection with the firms of Alex. Harvey & Co., and Balfour & Co., was run down by a butcher cart in Toronto on Saturday last and seriously injured.

AMERICAN SALT COMING IN.

American table salt, of very fine quality, has been freely placed with Montreal jobbing houses this week. It appears that Montreal jobbers are not in such distress as regards being able to procure salt as their western friends, and while at times shipments are a little delayed, on the whole they have been able to supply their customers fairly well.

A RECORD SHIPMENT OF PICKLES.

It is claimed that the largest individual shipment of pickles ever made in the history of Canada from the British Isles was made by Rowat & Co., Glasgow, recently through their Canadian agents, Snowdon, Forbes & Co., Montreal. The number of cases was exactly 1,946, and it goes without saying that this record shipment will long stand as a monument not only to the energetic work of the agents, but as an argument of popularity and excellence of the goods. From the Atlantic to the Pacific Rowat's pickles point a moral. What is it?

DEMAND FOR COD.

Advices from Newfoundland report an unexampled demand for cod. It appears that, owing to the shortage in the Canadian and American catches on the Grand Banks, agents of the large dealers in codfish in Nova Scotia and Massachusetts are now there seeking to purchase 100,000 quintals of codfish for disposal in their markets. The local supply is also short, so that the outlook for speedy and profitable sales is assured. In the same manner cod liver oil, which last year sold for 70c. a gallon, now brings $3, the medicinal dealers fearing an oil famine.

Windsor Salt.

You buy the best butter, why not the best Salt? Do you forget that it is the little things that count? A woman doesn't tell all she knows. Perhaps she has been trading at some other store just because she can't buy Windsor Salt of you. She doesn't say this to you, **but there are a good many chances that she tells her friends.**

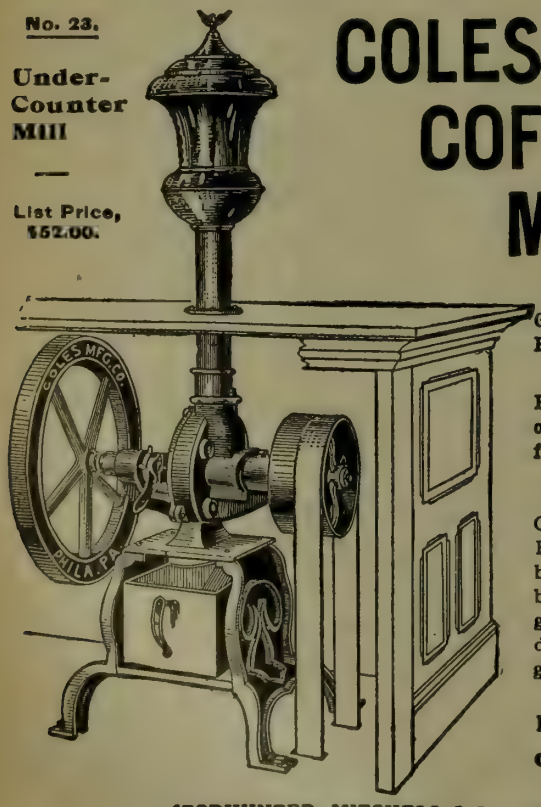
Windsor Salt is pure, white, dry, crystalline—it is nothing but Salt. There is no dirt, no impurities in it. It is the highest quality there is or can be. Think it over—perhaps the woman who is trading elsewhere will trade with you if you sell Windsor Salt.

The Canadian Salt Co., Limited,
Windsor, Ont.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

The Issue of

OCTOBER 23

will be our

SPECIAL FALL AND EXPORT NUMBER

Advertising forms are rapidly filling up and after October 16 we will be unable to accept advertisements. Better act promptly.

The MacLean Publishing Company
Montreal and Toronto

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES.

MONTREAL - - - - 232 McGill Street. Telephone 1255.
TORONTO - - - 10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C.
MANCHESTER, ENG. - 92 MarketStreet. H. S. Ashburner.
LONDON, ONT. - - - Hiscox Building. Walter H. Lindsay.
ST. JOHN, N.B. - - No. 3 Market Wharf. J. Hunter White. A. B. Pickett.
NEW YORK - Room 1241 New York Life Bldg. W. T. Robson.
WINNIPEG, MAN. - 13 Olafson Block, James St. E. C. Hind.
VANCOUVER, B.C. - - Geo. S. B. Perry.

Subscription, Canada and United States, $2.00.
Great Britain and elsewhere - - 12s

Published every Friday,

Cable Address { Adscript, London. Adscript, Canada.

THE PRIZE WINDOWS.

AFTER careful consideration of the comparative merits of the many excellent pictures submitted in our window dressing competition, decision was at last arrived at and the prizes awarded to the successful contestants, whose names are herewith announced :

1st prize—Whitehead & Huether, Walkerton, Ont.—Canned fish display.

2nd prize—John Robertson & Son, 2257 St. Catherine street, Montreal—Summer camp and tourists' supplies display.

3rd prize—Entered by Wm. H. Seyler for J. B. Berthiaume, corner St. Lawrence and Prince Arthur streets, Montreal—Red Heart tonic wine display.

Three others crowded close for fourth position, and received equal awards from the judges.

The class of window dressing exhibited was of unusual merit, and the ingenuity and artistic taste shown in nearly every window submitted was of such a calibre as to be a revelation to the judges.

In the judging of the contests various points had to be considered, and it is possible the attention to a few of these may have lowered the position of many displays which may have had such good selling points as to merit a higher stand. First of all, reproduction was a necessary qualification, as any photograph or drawing submitted had to be such as could be reproduced to enable it to enter the contest. Some half-dozen pictures had to be rejected on this account, either because of small size, indistinctness or careless drawing. After this the judges considered the powers of the window to attract the eye, to hold it and to advertise the goods displayed. A few special windows dropped in value on account of the little advertisement they gave to any class of goods, acting more as an attraction than as a selling agent. Artistic qualifications, of course, entered as a requirement, while ingenuity and care in arrangement were also rewarded.

As soon as possible the awards and payments for accepted pictures will be forwarded to the winners.

MADE IN CANADA.

THE vogue which has been attained by the phrase "Made in Canada" is matter for pride and satisfaction to every Canadian who has a proper regard for his native land. It should do much to bring to the notice, not alone of the foreigner, but of our own citizens the goods which are being produced by our own manufacturers, and should soon make a thing of the past that lingering prejudice in favor of imported goods which prevails in some quarters.

But in undertaking this "Made in Canada" campaign the manufacturers are assuming a responsibility which is no light one, and which is exactly equivalent to the advantage accruing from the use of that now popular motto. "Made in Canada" is a trade mark, a tacit guarantee of quality, or it is a piece of arrant hypocrisy. It must be a finger mark directing attention to merit—not a plaster to hide deficiency.

A self-respecting manufacturer has every right to ask his fellow-citizens to buy his goods in preference to those of foreign manufacture when the qualities are equal, and he will find a generous response to his appeal ; but he has no right to attempt to palm off inferior stuff under cover of the "Made in Canada" cry. No such attempt will prove successful, nor is it in the interest of our manufactures that it should prove successful.

Our permanent success as a factor in the industrial world depends upon the inherent merit of our products. In that and in nothing else.

It is well that this thought should be kept well in the foreground. "Made in Canada" should be our boast, and he deserves ill of his country who through negligence or design brings that boast into reproach. We have the natural resources ; we have intelligent labor ; we have clear-headed resourceful manufacturers. We should yield to no country under the sun in the quality of our products.

WE CAN SUPPLY THE FOOD.

MR. T. CARLAW MARTIN, LL.D., of Dundee, Scotland, editor of The Dundee Advertiser, in an interview with The Toronto News has damned the project of a preferential tariff with a pronunciamento declaring that Britain is dependent upon the United States for her foodstuffs, and that it is impossible to believe that before many years the colonies will be able to surplant the latter. Such a deliverance, coming from a gentleman of such prominence and one who had crossed the ocean for the express purpose of investigating the matter at first hand, might have shattered our hopes for an imperial zollverein this side the millennium had not the eminent doctor innocently revealed to us the source of the information on which he had based his conclusions.

In his efforts to find out what the colonies could produce in the way of foodstuffs, he goes, forsooth, to Chicago, Minneapolis and Texas, where he learns from a number of very amiable grain speculators and meat packers that the only original and reliable firm in the foodstuffs business, first, last and for all time, is "your Uncle Samuel," and that Canada's dream of becoming the granary of the Empire is a figment of youthful imagination, amusing in its way, but scarcely worthy the attention of a hard-headed Briton in search of facts—solid facts.

The subtlety of intellect which prompted the learned editor to set about the investigation of Canada's possibilities in the production of food by visiting the packers of Chicago, the millers of Minneapolis, and the ranchers of Texas is, we confess, beyond us, and is on a par, we submit, with an attempt to discover the merits of British manufactures by consulting the unbiassed opinion of captains of industry of Hamburg, Berlin, or Chemnitz.

In our simplicity we would have supposed that a trip through Canada to Winnipeg and the western grain fields would have been the proper mode of arriving at a just estimate of our possibilities in raising food for the Empire, and so thought the Hon. Thos. Brassey, who, on his return from this trip, declared in Liverpool that he was convinced the territory was capable of producing all the wheat the Empire needed for generations.

We have had sufficient cause for complaint from that class of British tourists who want to see Canada in three days from a parlor car, but if the Chicago-Minneapolis-Texas route becomes popular we may as well shut up shop.

THE FALL OUTLOOK.

THE outlook for the Fall trade seems to be particularly promising. In conversation with the wholesale trade a buoyant feeling is everywhere apparent. Orders of goodly proportions are being received every day. The retail trade seem to be stocking up liberally in all lines in anticipation of a good Fall trade.

The bountiful harvest and handsome prices realized on cheese this season have placed the farmer in easy circumstances, and the good effect is felt up through the retailer, wholesaler, broker and manufacturer. After all, in this Canada of ours the farmer is a factor of the very greatest importance to all.

The bright outlook is a matter of congratulation to the trade all round.

Success is born of the union of Right Buying and Right Selling.

System in the store aids in building up a surplus cash account in the bank.

MR. CHAMBERLAIN'S GLASGOW SPEECH.

THE word has been spoken. Since Mr. Chamberlain unreservedly declared himself for a radical revision of the fiscal policy of the United Kingdom the public have snatched with avidity at every item of news which has purported to throw light on the vexed question of ways and means. The situation has been one of tremendous dramatic interest. The proposal to subvert a policy which has been an unquestioned article of political faith for over half a century is a momentous thing, and doubly so in a country such as the United Kingdom, where men neither adopt nor abandon their political views lightly, where politics is a pursuit, a career, an end in itself, and where it is gratifyingly common to see men retire from offices of the highest position and emolument in deference to principle.

NOTICE TO ADVERTISERS

Thursday next being Thanksgiving Day the forms of THE CANADIAN GROCER will go to press one day earlier than usual for the issue of October 16.

Will advertisers please note that all new copy and changes must be in our hands on Monday morning, 12th inst. We cannot guarantee to change advertisements after that date.

THE PUBLISHERS.

The task undertaken by Mr. Chamberlain is Herculean in its magnitude, as no one knew better than did the late Colonial Secretary when he launched his policy on the stormy waters of practical politics. This is indeed "the parting of the ways." The retirement from the Cabinet, rather than countenance even Mr. Balfour's modest endorsation of fiscal change, of such men as Mr. Ritchie, Lord George Hamilton, Lord Balfour of Burleigh, and, lastly, of the Duke of Devonshire, together with the unbroken front opposed by the for once united Liberal party, is eloquent of the deep-rooted hold the doctrines of free trade have upon the British people, Liberal and Conservative alike.

A less dauntless statesman than Mr. Chamberlain would have quailed before the storm he had raised, but not so the redoubtable man from Birmingham. He revels in a contest, and his indomitable courage will sustain him in what promises to be one of the most notable campaigns in the annals of British politics.

Heretofore Mr. Chamberlain's proposals have been of that general nature which admit equally of acceptance or rejection according as sympathy or aversion biases the mind to which they are addressed. At Glasgow Tuesday night he unmasked his batteries, and henceforth the fight will be in the open. Details are what his opponents have been demanding. To outline a definite policy they have been challenging him. He has outlined his policy, he has furnished his details.

And how have they been received?

Says The St. James Gazette: "It is impossible to imagine anything better conceived than the whole speech, which was sober and restrained, yet instinct with fire, fervor and faith."

Says The Liverpool Daily Post: "Mr. Chamberlain's programme is positively fantastic in its impracticability. There is not a self-governing colony that will listen to his proposals."

A remarkable speech indeed, of which two such contradictory statements can be made!

But what is his policy?

Shortly, he proposes to put a low tax, not exceeding two shillings per quarter (six cents per bushel), on foreign corn, but none on corn from British possessions. Maize is to be free. A corresponding tax is to be placed on flour. A small tax of 5 per cent. is to be imposed on foreign meat and dairy products with the exception of bacon, the food of the poor, which is to be free. Lastly, a substantial preference is to be given to the colonies on fruits and wines. Against these increases he proposes to remit three quarters of the duty on tea, half the duty on sugar, with corresponding remissions upon cocoa and coffee. The net result of these re-arrangements he estimates will be to reduce the cost of living of the laborer from four to

five cents per week. The loss to the exchequer he estimates at £2,600,000. A moderate duty of 10 per cent. on manufactured goods, on the other hand, will yield £9,000,000, which should be used in further remission of taxes. This is the ingenious arrangement by which the great imperialist statesman hopes to be able to tax food and at the same time lessen the cost of living to the workman, bind the colonies closer to the Empire, protect the United Kingdom from the unfair competition of the high protectionist countries of Europe and America, and place the United Kingdom in a position to treat for reciprocal treatment in the matter of tariffs with her great rivals for the trade of the world.

The speech, judging from the incomplete reports at hand, was a remarkably powerful one. Whether his proposals as to the taxation of food will meet with the approval of the British workman, time alone will tell. His data and logic will be relentlessly scrutinized, and upon this point will turn the tide in the battle now on.

The practical stagnation of the British export trade during the last thirty years in the face of 30 per cent. increase in population, its gradual falling off with the protected countries of Europe and America, the great increase in exports of the latter to Britain, were effectively presented as proof of the necessity for a reconsideration of fiscal arrangements.

To anticipate a similar evolution in the trade of the United Kingdom with the colonies, which, says Mr. Chamberlain, is now "more valuable than our trade with the whole of Europe and the United States together," he is bending his energies. But here arises the great difficulty from the colonial and, more particularly at the present, the Canadian point of view. What Mr. Chamberlain wants to prevent is the growth of colonial industries which will compete with those of the Motherland. What we as Canadians want to encourage is the development of our industries to the greatest possible extent, to supply our own markets and to take our place in supplying the markets of the world at large. Mr. Chamberlain says :

"We can say to our colonies : 'We understand your views and aspirations, and do not desire to dictate or think ourselves superior to you; we recognize your right to develop your industries so as not to be dependent on foreign supplies ; but there are many things you do not know how to make, for which we have a great capacity of production ; leave them to us ; do not increase the tariff walls against us ; let us exchange with you for your productions ; do it because we are kinsmen, because it is good for the Empire as a whole, and because we have taken the first step and set you the example ; we offer you a preference ; we rely upon your patriotism and your affection that we shall not be losers thereby.' "

And with this we can very largely agree. We have every wish to buy from the Motherland, in preference to a stranger, those things which we cannot ourselves produce, and in earnest of this witness our preferential tariff.

But Mr. Chamberlain is out of harmony with Canadian sentiment, at least, when he says he believes that the colonies "would reserve to us the trade we already enjoy; also arrange their tariffs in the future in order not to start industries in competition with those already in existence in the Mother Country ; and not only would they enable us to retain our trade with them, but they would give us preference on all trade done with them by our foreign competitors."

With every regard for the Motherland our first duty is to Canada. We are a young country, with, we know, magnificent natural resources, which it is our duty and will be our privilege to develop. We cannot barter away our birthright and pledge ourselves to leave undeveloped industries simply because they might compete with those of the United Kingdom, nor would such a compact tend toward strengthening that bond of empire Mr. Chamberlain holds so dear. Canada and the United Kingdom must regulate their fiscal arrangements with a view to their several necessities. Any other basis must prove disastrous both to industry and sentiment.

Such a view, we hold with the Hon. Thomas A. Brassey, is not irreconcilable with the principle of imperial preferential trade, a satisfactory plan for which we hope to see yet evolved from the present discussion.

THE PICKLE TRADE.

A NEWS item in another column announces a record consignment of pickles from a British firm to Canada. When we consider the advantages possessed by Canada for developing this industry and the fact of a 35 per cent. import duty (less, of course, the preference), the situation seems rather anomalous. Why should we not be exporting pickles to Britain instead of importing them ?

Turning to our trade returns we find that for the year ending June 30 last we imported 208,056 gallons of bottled pickles, valued at $183,420, of which 149,507 gallons came from Great Britain and 46,505 from the United States, and at the same time 103,733 gallons of bulk pickles, valued at $32,296, of which 2,398 gallons came from Britain and 94,670 from the United States. So, in all, our bill for imported pickles for the last fiscal year was 311,789 gallons, valued at $215,716.

This is a very respectable trade, and one which our Canadian pickle manufacturers should make every effort to secure to themselves.

It is noticeable that bottled goods are by far the largest part of our imports, and by far the largest part of these come from Great Britain, which, by the way, sends very few bulk pickles.

Is this not suggestive that perhaps our British friends win out in the greater care they give to putting up the finest quality of goods and in putting them up in the very best style possible ?

THE CANADIAN GROCER has for many years worked hard to stimulate Canadian manufacturers to put up better goods, to put them up in better style, to label them more tastily and to advertise them more vigorously.

There has been a great advance in the Canadian pickle business within recent years, but the figures above quoted would indicate that we have not yet reached the point where we can afford to stop. The pickle men of Canada must, along with our other manufacturers, determine that "Made in Canada" shall be synonymous with the very highest degree of excellence.

A Cash Value Asset At All Times and Under All Conditions

"Just think what this means to you."

The cash value of "**Salada**" Ceylon Tea is the invoice cost redeemable by the packers at "PAR."
These are the sale conditions of "**Salada**"—No risk—no worry—good as bank notes—A man must be dense indeed that will not readily admit the plausibility and dead seriousness of our faith in the matchless quality and value of the Teas we offer.

"Look at our record"—10 years established—11 million packets sold annually throughout the length and breadth of Canada and the United States—and still expanding.

BLACK, MIXED, OR NATURAL GREEN. } SEALED PACKETS ONLY Retailing—60c., 50c., 40c., 30c., 25c. } Correspondence Invited. Samples Cheerfully Furnished. Address "**SALADA,**" Toronto — Montreal.

Branches at NEW YORK, MONTREAL, DETROIT, BUFFALO, PITTSBURG, CHICAGO and BOSTON.

WHOLESALERS ARE NOW OFFERING FOR FORWARD DELIVERY

New Pack "Horse Shoe" Salmon.

For quarter century "Horse Shoe" Brand Salmon has led the Canadian market.

All leading grocers throughout the Dominion sell it.

Of course some people still use other than CELLULOID STARCH. Probably there are some who always will. But our advertising is teaching more people every day that

Celluloid Starch
Never Sticks Requires no Cooking.

is the best starch for particular laundry work. And, what is better, the starch is proving it.

What do your customers think about it?

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, October 8, 1903.

GROCERIES.

TRADE has been very good during the past week, and booking for futures has been lively, especially for nuts, table raisins and other holiday goods. Merchants are stocking up and from the free buying evidenced wholesalers are expecting a very good Fall trade. Collections are reported as satisfactory and confidence is quite general. Country merchants declare that farmers have been prosperous this season and are well supplied with ready cash. There is no particular change in canned goods situation, but the trade are watching the weather with great interest in its bearing on the tomato and corn pack. Coffee has been firming up the last few weeks, but latest reports are of a decline in New York consequent upon favorable rains in Santos. Sugar has declined 10c. all round again in sympathy with the American market and a feeling of uncertainty prevails as to further movements in view of the fact that the largest consumptive season is over. Spices maintain the firm position last reported, while syrups and molasses are also meeting with a demand of satisfactory volume. Rice and tapioca are unchanged. Tea is quite firm in view of bareness of stocks held here. Good common Indian and Ceylons are quite actively sought and China greens despite high prices are selling rather freely. The feature of this week's market news has been the further advance of 1s. in Valencia raisins along with the latest estimate of the crop at 200,000 boxes less than was originally announced. Other dried fruits are unchanged.

CANNED GOODS.

The canned goods situation is still uncertain. The Canners' Consolidated have not, so far, altered prices for tomatoes announced, but it is said that they are not making sales. In the meantime jobbers are asking $1.20 to $1.25 for the output of outside factories. The trade have resigned themselves to the sockeye situation and some little business is being done in cohoes. Buyers are holding back somewhat at the figures demanded, but holders are firm. We quote :

Apples, 3's	0 80	0 90
" gallons	1 90	2 00
Asparagus	2 75	3 25
Beets	0 60	0 95
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	0 85	1 00
Cherries, red, pitted, 2's	2 00	2 10
" white	2 30	2 50
Peas, 2's	0 87½	1 10
" extra sifted	1 40	1 50
Pears, 2's	1 00	1 50
" 3's	1 75	2 00
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 25	1 55
" 3's	2 00	2 50
Plums, green gages, 2's	1 15	1 25
" Lombard	0 95	1 00
" Damson, blue	0 95	1 00
Pumpkins, 3's	0 85	0 90
" gallon	....	2 65
Rhubarb	2 10	2 25
Raspberries, 2's	1 25	1 40
Strawberries, 2's	1 35	1 50
Succotash, 2's	0 85	1 00
Tomatoes, 3's	....	1 10
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	0 15
" " ½'s	....	0 23½
" Sportsman ¼'s	....	0 14
" " ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	0 95	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

Movement has been slow during the past week. Buyers have been holding off on account of the decided advance in both Rios and Santos at New York, there having been a full cent advance in the last month. Latest New York advices, however, report a sharp decline, as generous rains, much needed in Santos, are said to have fallen. We quote :

	Per lb.	
Green Rios, No. 7	....	0 07
" " No. 6	....	0 07½
" " No. 5	....	0 08
" " No. 4	....	0 08½
" " No. 3	0 09½	0 11
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

The firmer feeling noted last week was short lived and this week we have to report a much easier tone to the whole situation. The hope for improvement in raws did not materialize and during the week transactions have been on the lower basis of 3.7/8, duty paid, New York basis 96 centrifugal, and at close there were still sellers on this basis, with refiners indifferent. Offerings were being withdrawn from the market at the moment of writing. The weakness started in Europe, where new crop beets, October shipment, have declined to 8 and 8.1/4d., and for November shipment to 8 and 7.1/2d. The former figure is equal to 3.84 duty paid New York for centrifugal ; that is, without bounty, which was withdrawn September 1. With the differential now in favor of beet root sugar it is more than likely that American refiners will turn their attention to this description for a time. Meltings for week ending September 30 were reduced by 5,000 tons, or say to 40,000 tons, while receipts were 8,000 tons heavier than the previous week and were reported as 35,421 tons. On this basis there was a reduction in stock for week of 4,579 tons. Within the last three months stocks in all hands at United States four ports have declined over 155,000 tons. Combined stocks of United States and Cuba for week under review were 328,665 tons, an increase of 49,016 over last year. Combined stocks of Europe and America at latest uneven dates were 1,528,665 tons, against 1,606,210 tons last year, the decrease being 77,545 tons. The weakness noted in raws has had a similar effect on refined market. Prices at New York declined 10c. all round on Friday, October 2, followed next day by a similar decline in Canadian quotations. The effect has been to check the demand which makes prevailing conditions very dull, as natural consumptive requirements are very much less now than they were quite recently. The outlook for the immediate future is very uncertain and it is not safe to make predictions, but from present indications it would seem wise to purchase only for absolute requirements. We quote :

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb. "	4 68
" "Domino" brand, 50-lb. boxes	4 73
" " " 100 "	4 63
St. Lawrence granulated	4 18
Redpath's granulated	4 18
Acadia granulated	4 08
Maple Leaf granulated (Berlin)	4 03
Crystal granulated (Wallaceburg)	4 08
Imperial " (Dresden)	4 03
Beaver " (Wiarton)	4 03
Phoenix	4 03
Cream	3 88
Bright coffee	3 88
Bright yellow	3 88
No. 3 yellow	3 78
No. 2 "	3 58
No. 1 "	3 48
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

SPICES.

No particular change is to be noted in the situation since last week. The demand generally has been good and prices have been held firm at quotations listed. The outlook is regarded as quite satisfactory and it is thought that cloves and nutmegs will go still higher. We quote :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 14	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 22	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

A good steady trade locally is reported in these lines with an increased demand springing up lately. Prices have, as a result, been held firm at quotations. New York reports a steady demand at firm prices for both New Orleans and foreign molasses, with limited stocks in the hands of dealers. Syrup is unchanged there being a ready demand from exporters for the light offerings made by refiners. We quote :

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½ bbls., "	....	0 02¾
" kegs "	....	0 02¾
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10

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Oranges, Lemons, Bananas,
Oysters, Finnan Haddie, etc.

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Molasses—		
New Orleans, medium	0 20	0 30
" open kettle	0 45	0 50
Barbados	....	0 45
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts, " "	....	6 00

RICE AND TAPIOCA.

A good trade is being done in these lines with quotations firm, especially rice. The southern markets are reported as well maintained for rice in face of full receipts. New York also reports a favorable jobbing trade in tapioca. We quote :

	Per lb.			Per lb.	
Rice, stand. B	0 03¾		Sago	0 03¾	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

TEAS.

A very good movement is reported for tea just at present. The demand on spot for good common Indian and Ceylons is quite active, but supplies barely exist. Pan-fired Ceylon greens are also good sellers. China greens are selling rather freely notwithstanding that prices are very high, values having recently advanced in Shanghai, owing to the scarcity of fine teas and the very unfavorable rate of exchange for export. There is not much change in local prices but it is worthy of note that the stocks in this country are lighter than for years.

London advices indicate a slightly easier feeling in common and medium grades, but teas of desirable quality fully maintain quotations. Buyers have been a little timid owing to reports of increased crop, but latest indications are that the increase will not be maintained and that position of growers will be strong. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

FOREIGN DRIED FRUITS.

Brokers report that the increased price of Valencia raisins abroad has lessened the buying for importation during the past week and it is not thought that half the quantity required for season has been contracted for. Just at going to press a cable to P. L. Mason & Co., from Mr. J. D. Arguimbau advises that present estimate of the Valencia raisin crop is 200,000 boxes less than originally estimated. This leaves the crop at 1,600,000, the smallest since 1890, as will be seen by reference to our report of September 18. In view of this estimate the market has again advanced 1s. Currants are quiet, but steady. Fluctuations in price are more governed by fluctuations in exchange and freight than price of currants in Greece, which has been on the same level for some time.

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MONTREAL.

Tel. Main 778.

The quality is good and a large business is being done. The first direct boat brings 1,000 tons to Montreal, of which one-half was shipped by one house in Patras and the rest by a half-dozen other shippers. Advices from Malaga by cable report that large orders have forced up the market for raisins and prices are likely to rule considerably higher than those of 1901-or 1902. Almonds are now on the way. The market is steady and unchanged. There is nothing new in California fruit. We quote :

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07 0 08
Patras	0 06½ 0 06⅝		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 07 0 08
" selected	0 08½ 0 09
" selected layers	0 09 0 10
Sultana	0 09 0 13
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04 0 05	Fards	0 07½ 0 08
Sairs	0 03½ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04½	60-70s	0 07 0 07½
90-100s	0 04⅝ 0 05½	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 04	Elemes	0 10 0 15
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 08 0 12

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12
Old stock, on track, Toronto, per bag	1 25 1 35
New American, on track, Toronto, per bbl	5 00
Old stock, on track, Toronto, per bag	1 25 1 35
New California, per bush	0 90 1 25

COUNTRY PRODUCE.

EGGS.

Receipts are reported light for the week with demand fully up to supplies. Export demand is good for fresh stock and dealers have also begun forwarding pickled to fill orders taken during the Summer. For first quality prices have advanced. We quote :

Strictly new laid, per doz	0 21 0 22
Candled eggs, per doz	0 18 0 19
Pickled eggs, per doz	0 17

HONEY.

No movement has been noticed nor is expected while the fresh fruit lasts. We quote :

Extracted clover, per lb	0 06½ 0 07½
Sections, per doz	1 00 1 50

WHITE BEANS.

Prices remain unchanged from last week. No new crop has appeared and all advices are discouraging as to outlook for quality. We quote :

	Per bush.		Per bush.
Mixed	1 50	Prime	1 90
Handpicked	2 00 2 25		

DRIED APPLES.

No dried apples are on hand nor is there any demand. Normally prices are unchanged. We quote :

Apples, dried, per lb	0 03 0 03½

POULTRY.

The demand for good poultry is very fair but supplies are scarce. As a consequence, prices are high and firm. In

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Wholesale Commission Merchant and Broker.

a short time now the cooler weather will bring in more abundantly supplies and prices will be lower. We quote :

Chickens, live per lb	0 08	0 09
Old hens " "	0 06	0 07
Ducks " "	0 09	0 10
Turkeys " "	0 11	0 12
Spring chickens, dressed, per lb	0 11	0 12
Old hens, " "	0 08	0 09

GREEN FRUITS.

The wholesale fruit market at the foot of Scott street will probably be open for another week, when supplies will be sufficiently moderate to be handled in the commission warehouses. This week the tone has been rather slow, especially in peaches. Grapes, however, are active. Bananas are high, as also are cranberries. We quote :

Jamaica oranges, per bbl	5 50	6 50
Late Valencias, per box	4 00	4 50
Bananas, large bunches	1 50	2 50
" small	1 25	1 50
Verdilli lemons, new, per box	3 25	4 25
Limes, per crate (8 doz.)	....	1 25
Tomatoes, per basket	0 15	0 20
Apples, per bbl	1 50	2 00
Siberian apples, per basket	0 25	0 35
Cantelopes (musk melons), per basket	....	0 25
Cantelopes, per crate	0 40	0 60
Peaches, white, per basket	0 20	0 30
" Longhurst, per basket	0 30	0 40
" Crawfords, per basket	0 40	0 60
Plums, large basket	0 35	0 50
Pears, winter varieties, per basket	0 25	0 40
Pineapples, per crate	....	4 50
California grapes, Tokay	....	3 00
Cranberries, dark, Cape Cod, per bbl	9 00	9 50
" " per case	....	3 25
Grapes, Concord, large basket	0 30	0 40
" small basket	0 20	0 23
" Niagaras, large basket	....	0 40
" " small basket	....	0 23
Quinces, per basket	....	0 30

VEGETABLES.

The market is brisk, but beginning to show the signs of Fall. Tomato vines have been nipped by the frost but no further damage has been done. We quote :

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 60
Potatoes, per bag	....	0 70
Potatoes, per bag, car lots	0 50	0 55
Sweet potatoes, per bbl	3 25	3 50
Cucumbers, per basket	0 25	0 50
Cucumbers, pickling, per 1,000	2 00	3 00
Onions, per basket	0 30	0 40
Onions, per bag	....	1 25
Spanish onions, per crate	....	1 00
Bunch lettuce, per doz. bunches	....	0 20
Butter beans, per bush	0 75	1 00
Radishes, per doz. bunches	0 15	0 20
Mushrooms, per lb.	....	0 60
Mint, per doz bunches	....	0 10
Parsley, "	....	0 20
Spinach, per bush	....	0 50
Beets, per bush	....	0 40
Cauliflowers, per doz	0 50	1 00
Carrots, per bag	....	0 50
Parsnips, per bag	....	0 65
Vegetable marrows, per doz	0 40	0 60
Green corn, per doz	0 10	0 15
Celery, per doz	0 25	0 50
Green peppers, per basket	0 30	0 50
Red peppers per basket	0 40	0 75
Egg plant, per basket	0 35	0 50
Butter squash, per doz	0 50	1 25
Hubbard squash, per doz	0 75	1 25
Pumpkins, per doz	0 75	1 50
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz	....	0 30
Sage, per doz	....	0 10
Savoury, per doz	....	0 10
Citrons, per doz	0 50	0 75

FISH.

Fish are in good supply and very fair demand, especially for white and trout. We quote :

Whitefish, fresh, per lb	....	0 09
Trout, fresh, per lb	....	0 09
Herrings, fresh, per lb	....	0 07
British-Columbian salmon, per lb	0 18	0 25
Halibut, per lb	0 12	0 15
Perch, per lb	....	0 05
Mackerel, each	....	0 25
Eastern salmon, per lb	....	0 25
Haddock, per lb	....	0 07
Cod, per lb	....	0 07

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The market is a little easier all round this week with freer deliveries, lower prices and a downward tendency. The local demand is heavy and no grain is being exported at present. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	....	0 93½
" Northern " "	....	0 89
Red, per bushel, on track Toronto	0 79	0 80
White " " "	0 80	0 81
Barley " " "	0 48	0 51
Oats " " "	0 33	0 33½
Peas " " "	0 67	0 68
Buckwheat " " "	....	0 45
Rye, per bushel, " " "	0 55	0 56

FLOUR.—No change is reported from last week's quotations. Buyers are holding off in anticipation of a decline. Holders are reducing stocks. We quote :

Ontario patents, per bbl	3 60	3 85
Hungarian patents "	4 50	4 65
Manitoba bakers' "	4 15	4 25
Straight roller, "	3 50	3 60

BREAKFAST FOODS.—An active trade is reported in these lines at prices quoted. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	....	4 25
Rolled oats, standard, carlots, per bbl., in bags	....	3 75
" " " " " in wood	....	3 90
" " " " for broken lots	4 00	4 15
Rolled wheat, per 100-lb. bbl	....	2 25
Cornmeal	....	4 00
Split peas	....	4 75
Pot barley, in bags	....	4 00
in wood	....	4 15
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

HIDES, SKINS AND WOOL.

Trade is reported as fair with no accumulation of stocks. Hides and skins are at unchanged prices, but pulled wools are stronger. We quote :

HIDES.

No. 1 green, per lb	....	0 08
" 2 " "	....	0
" 1 " steers, per lb	....	0 08½
" 2 " "	....	0 07½
Cured, per lb	....	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	....	0 09
" " " 2 " " "	....	0 07
" " " 1 15 to 20 lb "	....	0 08
" " " 2 " "	....	0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins	....	0 60

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 17	0 19
" " extra "	0 20	0 21
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

Montreal, Oct. 8, 1903.

GROCERIES.

TRADE during the past week has been very satisfactory, the jobbing trade reporting good orders from all quarters. Country trade reports from Eastern Ontario and Quebec speak of prosperity, farmers realizing good returns for all their produce, the high prices obtained for cheese placing buyers on good footing. Orders for Fall and Winter stocks are coming in in good shape and volume. Reports from Northwest and Manitoba travellers for local houses speak of splendid business, and, taken all round, a pleasant feeling exists among jobbers for the future. Payments are promptly made. The tea business has been quiet, no special features being noted. Japans are in fair demand, good, medium qualities having been sold at 18 to 18½c.; nothing is to be had under 16½c. Ceylon greens are asked for and cable advices show a firm market. In Chinas, the advance in Chinese exchange has stiffened prices and enhanced values from 1 to 1½c. per pound, according to quality. Indian blacks are easier, also Ceylon blacks. A drop of 10c. per 100 pounds is noted in sugars, both hard and refined, granulated selling at 4.10. A fair amount of business is being done. Molasses are quiet and unchanged from last week's prices. Corn syrups are going out more freely on the contrary. Glucose dropped 10c. per 100 pounds. In dried fruits Valencia cables maintain advances reported last week. Currants are steady and unchanged. Malaga loose muscatels are high and buying has been discontinued, the advance of 50 per cent., reported last week, making buying prohibitive. A feeling exists that the jobbing trade is not taking advantage of the opportunity offered by the high market to realize proper prices. Apricots are reported too high to do much with at present. In green fruits the continued warm weather has somewhat deadened trade, particularly in apples and grapes, the latter having dropped down to 20 to 21c. per basket. Spanish onions are on spot, and a fair trade done in them. A large shipment on the Escalona will no doubt, on arrival of that steamer, bring prices down, though an effort is being made in some directions to corner the supply and hold the price up. The first Canadian chestnuts were placed on the market last Friday, fetching 14 to 15c., but are selling at 11½ to 12½c. Coffee is quiet, though New York reports indicate possible advance. Spices of all grades are very strong and tending up. In canned goods the circular sent out by the Canners' Association that deliveries of corn to 90 per cent. and tomatoes 70 per cent. would be made, is pleasant news for the jobbing trade. It is felt that should the splendid ripening weather continue, the packers ought to be able to make full deliveries in both corn and tomatoes, and it is hoped that this will be possible ; if not, dissatisfaction will undoubtedly prevail. Fish trade is quiet, the warm weather being a drawback to any activity. Shore and Labrador herrings are reported scarce from all accounts and prices must rise. Shell oysters are in good demand ; prices are easier owing to large receipts. Rice and tapioca are unchanged and little doing. The situation in the provision market is much the same as at the time of our last report. There is a slight decline in hams and bacon and also a somewhat easier feeling in lard. The egg market has witnessed a considerable jump, which should please the country dealers. Butter is also firm and in good demand, but the cheese market is uncertain and inclined to be weaker. The bean market, in spite of conflicting reports, seems to be very strong, but there are few transactions on spot. The honey situation is unchanged, buyers still holding off. Evaporated apples are steadier than last week. Flour is weaker and declines have occurred in the grain market. The offerings of feed are limited and some prices have advanced. Ashes are dull. There is a good demand for lambskins, and opposition buyers are all advancing the price.

SUGAR.

In sugars a drop of 10c. per 100 pounds went into effect on Saturday, thus making granulated 4.10 and refineds proportionately lower. Business is good and country orders coming in generally more freely. We quote :

Granulated, bags and bbls	84 10
" ½-bbls	4 25
" bags	4 05
Paris lump, boxes and bbls	4 65
" " ½-boxes and ½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" ½-boxes and ½-bbls	4 65
Phoenix	3 95
Cream	3 80

Verdilli lemons 300's, fancy		3 75
" " 360's, fancy		3 00
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	1 50	2 50
Bartlett pears, boxes	3 00	3 50
Peaches	1 75	2 00
Plums	2 00	2 25
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	1 75	2 00
Canadian peaches, per basket	0 60	0 90
" plums		0 40
" pears "	0 40	0 50
Grapes, Canadian, blue	0 20	0 25
" " red and green		0 25
" Delaware		0 35
California Tokay grapes, per box	2 00	2 50
Jamaica oranges, in bbls		5 00
" " boxes		3 50
Sweet potatoes, per bbl		3 00
Spanish onions, cases		2 50
" " crates		1 00

FISH.

The fish trade during the past week was very quiet. The warm weather militated against good trade. Shell oysters showed most activity, receipts being more plentiful and the price easing off from $10 to $6.50 to $9, according to quality. Lake fish are commencing to come in more freely. What is wanted for this trade, however, is cooler weather. Reports so far this season indicate a shortage in supplies of herrings and prices today are above those of last year, half-barrels being $2.75 and barrels $5.50 for bright, new shore herrings. We quote :

Haddies		0 07
Smoked herring, per box		0 15
Fresh haddock, per lb		0 04½
Dore, per lb		0 07½
Pike, "		0 06½
Halibut, per lb		0 13
Gaspe salmon, frozen, per lb		0 15
Salmon trout, per lb		0 07½
" B.C., per lb		0 15
Steak cod		
White fish, per lb		0 07½
No. 1 Herring, Nova-Scotian, per bbl	5 00	5 50
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb		6 00
No. 2 green cod, bbls. 200		5 00
No. 1 green haddock, bbls. 200		5 00
Green pollock, bbls. 200		3 75
No. 1 large green codfish, new, per 200 lb		6 50
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Skinless cod, cases 100 lb		4 75
Dried codfish, new, per 100-lb. bundles		4 75
B. C. salmon, per bbl		13 50
Standard bulk oysters, per gal		1 40
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		0 90
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size per doz		2 25
Shell oysters, No. 1 Malpecques	6 50	7 00
" " " common	5 00	5 50

VEGETABLES.

Business is fairly good, supplies coming in more freely. Prices are practically unchanged. We quote :

Cabbage, per doz	0 30	0 45
" red, per doz		0 45
Cucumbers, per doz		0 10
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch		0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz		0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 60	1 35

COUNTRY PRODUCE.

BEANS.

The bean situation at present is hard to summarize. Upon the whole the market may be said to continue firm, although it is stated that some brokers are quoting lower prices. In the absence of transactions on the spot it is hard to quote with any degree of exactitude. While some brokers are quoting lower prices they are at time of writing making no deliveries and the western producers who are quoting high prices are making no sales. Evidently the producers anticipate no drop, but buyers do not care to make heavy purchases at present high prices. A prominent broker informs us that he never saw so little demand for beans at this season in any previous year. We quote :

Choice prime, per bushel		2 10
" carlots		1 85
Choice, small lots	1 75	1 80
Ordinary, carlots	1 40	1 50
No. 1 hand-picked, very fine, carlots		2 20

HOPS.

The local market remains firm and unchanged, there being no special features to note this issue. We quote :

Old hops	0 09	0 10
Choice No. 1	0 19	0 20
Fair to good	0 16	0 18
Yearlings		
Choice Eastern Townships	0 25	0 28
Fair to medium Eastern Townships	0 17	0 20

HONEY.

The situation, as described at some length in our last issue, remains unchanged. Offerings are still very considerable, but buyers continue to be conservative in view of their unfortunate experience last year. Prices quoted below are jobbers' prices to retailers, but as was stated in our last issue, producers are, in many cases, holding out for prices as high as those we quote. The local market is influenced to some extent by the expectation of West Indian honey being imported in considerable quantities. We quote :

Strained, white	0 07½	0 08
Clover and basswood	0 08	0 08½

MAPLE PRODUCTS.

There is nothing of special interest to note this week. We quote :

New syrup, in wood, per lb	0 05¾	0 06
New syrup, in large tins	0 70	0 75
Old " "	0 55	0 60
Old " in wood	0 05¾	0 06
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08	0 09

EVAPORATED APPLES.

Market continues steady at prices quoted last issue. We quote the following jobbers' prices :

New, in carlots	0 05½	0 06
New, in jobbing lots	0 06	0 06¼

POTATOES.

The market continues steady and prices are much the same as last week. Dealers, grocers and butchers are beginning to lay in Winter supplies and one contract with a grower is reported to supply 1,000 bags at 55c. per bag of 90 lb.; but other lots have sold at 60c. Merchants are paying 55 and 60c. per bag and are selling in jobbing lots at 65c., and in smaller quantities at 70c.

FLOUR AND GRAIN.

FLOUR.

The local market is weaker and although prices are nominally unchanged there is no doubt that reductions have been made. The smaller Manitoba millers are offering at a decline of from 25 to 30c. per bbl. We quote the following nominal prices :

Manitoba patent		4 80
" first bakers'		4 50
" second bakers'	3 90	4 10
Winter wheat patents	4 00	4 15
Winter patents		4 15
Straight rollers	3 75	3 85
90 per cent. patents	3 55	3 70
Extra	1 65	1 70
90 per cent. bags		1 80
Straight rollers, bags	1 80	1 85

FEED.

The offerings are still limited and the demand is good, hence some advances will be noted below. We quote :

Ontario bran, in bulk	16 50	17 00
" shorts	19 00	20 00
Manitoba bran, in bags		18 00
" shorts	20 00	21 00
Mouillie	22 00	30 00

CORNMEAL.

The market is quiet and prices are unchanged. We quote :

Gold dust, bags	1 80	1 90
" bbls	3 90	4 00
Ordinary, bags	1 40	1 45

ROLLED OATS.

There is some improvement in the demand this week but prices are unchanged. We quote :

Rolled oats, in bbls	3 80	3 85
" " in bags	1 85	1 90

GRAIN.

The following table shows the stocks of grain in store in Montreal on the dates mentioned :

	Oct. 3, 1903.	Sept. 26, 1903.	Oct. 4, 1902.
Wheat	74,855	115,567	116,786
Corn	60,060	65,847	26,308
Peas	34,166	33,466	47,175
Oats	198,226	197,935	212,626
Barley	11,053	11,533	10,240
Rye	2,133	2,133	16,232
Buckwheat	1,126	1,126	561
Flour	14,600	16,330	12,294
Meal	417	726	104

The stock of wheat in store in Montreal shows a decrease of 40,712 bushels compared with a week ago, and a decrease of 41,931 with a year ago.

Corn shows a decrease of 5,787 bushels compared with a week ago, and an increase of 33,752 with a year ago.

Peas show an increase of 706 bushels compared with a week ago, and a decrease of 13,009 with a year ago.

Oats show an increase of 291 bushels compared with a week ago, and a decrease of 14,400 with a year ago.

Flour shows a decrease of 1,730 barrels compared with a week ago, and an increase of 2,306 with a year ago.

Prices locally are somewhat easier this week and some reductions will be noted. We quote :

No. 1 hard Manitoba		0 84
No. 1 Northern		0 82
Rye	0 57	0 57½
Peas	0 72	0 73
Corn	0 54	0 55
Buckwheat		0 48½
Barley	0 50	0 51
Oats		0 34½
Malt	0 75	0 80

BALED HAY.

The market is quiet and No. 1 timothy is slightly reduced this week. There is plenty of hay offering but owing to the wet season much of it is of poor quality. We quote :

No. 1 timothy	10 00	10 50
No. 2 timothy, choice	9 00	9 50
No. 2 timothy, ordinary	8 50	8 75
Clover, carlots	7 50	8 00

LOOSE HAY.

New hay is quoted at $7.50 to $8 per load of 100 bundles of 15 lb. each, and old hay $8 to $8.50.

ASHES.

No change to report. We quote :

First pots		5 85
Seconds		5 50
Pearls, per 100 lb	6 75	7 00

HIDES.

The hide market continues quiet. The hide association has established the price for lambskins at 65c. for this month, but it is reported that opposition buyers are paying more than this figure. We quote:

No. 1 beef hides		0 09
No. 2 "		0 08
No. 3 "		0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 60	0 65
No. 1 calfskins	0 11	0 12
No. 2 "	0 09	0 09½

RAW FURS.

Still no change to report. We quote :

BEAVER—Labrador and choice Eastern	Large $6.00	Medi'm $5.00	Small $2.75	Kitts $1-1.50	Fall Beave $2.00 to $2.50 per pound.		Spring Beav $3.00 to $3.25 per pound.	
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small		3	4	Cubs.	Year'l's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to	$8.00
" Brown "	12.00	7.00	5.00	.....	.....	.....	1.00 to	5.00
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.00	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3			
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25		
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25		
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2	Large 2	Small 3		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large	25-28c.	.10 to.13	8 to 10	2 to 5				
Territory and Western	20c.	5 to.10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00		$1.00 to	$2.00
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50		.25 to	.50
	Large	Small	2	3	4			
RACOON—	75-1.25	.60-75	.33-50	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	75-1.25	.75	.40-.50	.05-.15	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM	$5.00 to $6.00 per pound.							

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Oct. 6, 1903.

THE horse show and carnival this week has attracted many merchants, among others, to the city, and the local dealers have been greeting many friends and customers. Business continues active in all lines, with indications good for Fall business. The crops in this province are good. The lumber industry will be very active during the Winter. Men are scarce and wages good.

OIL.

Trade in burning oils is active and the tendency is toward higher prices. Linseed oil and turpentine are a little lower than two weeks ago. In other lines there is no change in the state of the market. We quote :

American Water White	....	0 19½
Best Canadian	....	0 19
Prime	....	0 18½
Linseed oil, raw	....	0 54
" boiled	....	0 57
Turpentine	....	0 85
Cod Oil	0 32	0 35

SALT.

There is no change in quotations since last report. A recent cargo of 12,000 bags was all sold, and another of 9,000 to come will go quickly. Over 6,000 bags were sent to Eastport last week, and one firm will send out 2,000 bags by rail this week. The stocks are moderate for this season and demand is active. We quote :

Liverpool coarse, per bag	0 59	0 60
English factory-filled, per bag	0 95	1 00
Canadian, per bag	....	1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5 lb bags, per bbl	....	3 10
" " 10-lb " "	....	2 85
" " 20-lb. wood boxes, each	....	0 25
" " 10 " " "	....	0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.

The market has not yet settled down to a definite working basis, and at the moment there is nothing of special interest to add to what has been said. Dealers are awaiting more definite information about this season's packs, which will, of course, affect the trend of prices, which may now be said to be nominal. We quote :

Tomatoes, 2's	$1 25	1 40
" 3's	1 10	1 20
Corn	0 90	0 95
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 60	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3s	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" cohoes	1 25	1 35
" spring	1 35	1 50
" sockeye	....	1 50
Domestic sardines, oils, ½	3 00	3 25
" mustards, ½	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.

Pears, peaches and plums are practically out of the market. Melons are also out. Lemons are firmer. The only oranges are Jamaicas. Apples are in good supply, but bring a fair price for good stock, though there are quite large receipts of poor grades, that sell at auction from 80c. to $1.25 per barrel. We quote :

Jamaica oranges, bbls	5 50	6 50
" " boxes	3 00	3 50
Messina lemons	4 00	4 50
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Apples, N.B. and N.S.	2 00	2 75
Grapes, per bbl	4 50	5 00
Sweet potatoes	....	3 50

DRIED FRUIT.

There is a very strong raisin market all round, and the tendency appears to be upward. Currants are also firm ; dealers have bought quite freely. It is, however, a season between old and new, and values, though firm, are a bit unsettled as yet. Quotations at present are about as follows :

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	0 06	0 06½

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers, new, "	0 08½	0 09

MALAGA RAISINS.

London layers	1 75	1 90
" Connoisseur Clusters "	2 25	2 50
" Royal Buckingham Clusters," ¼-boxes	....	1 15
" Excelsior Windsor Clusters "	4 50	4 60
" " ⅛s	1 30	1 40
Loose muscatels, 50s	0 08	0 09
Malaga, choice, seeded	0 09	0 09½
" fancy, seeded	0 10½	0 11
Loose muscatels, per lb	0 08	0 09
" " seeded, in 1-lb. packages	0 09	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

	Per lb.			Per lb.	
30-40s	....	0 08½	70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06	0 06½
50-60s	0 07½	0 08	90-100s	0 05½	0 06
60-70s	0 07	0 07	Egyptian onions	0 02½	0 02¾

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

ONIONS.

Canadian onions, per bbl	....	3 00

SUGAR.

The market is unchanged since last report, with trade active. We quote :

Redpath s granulated	....	4 30
St. Lawrence "	....	4 30
Acadia "	....	4 25
" " in bags	....	4 10
Bright yellow	....	3 95
Med. "	....	3 65
Paris lumps, in 50-lb. boxes	0 05	0 05¾
Powdered	0 05¼	0 05½

MOLASSES.

Stocks are unusually heavy for this season of the year ; the market, however, remains steady at former prices. We quote :

Barbadoes	0 36	0 38
Porto Rico	0 40	0 45
New Orleans	0 30	0 38

FISH.

Dry cod is decidedly firm, as are indeed all kinds of fish, with stocks light. Reports from the bay tell of a very light catch. The fishermen are preparing for the haddock fishery. There has been a scarcity of bait. Sardine herring have been taken in large quantities in St. John harbor during the last two weeks and taken to the Eastport factories. We quote :

Haddies, per lb	....	0 05
Smoked herring, per lb	....	0 12
Fresh haddock and cod	0 02½	0 03
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	2 00	2 10
Pickled herring, per ½-bbl	2 25	2 35
Dry cod	4 00	4 10
Halibut	0 12	0 15
Fresh salmon	0 15	0 18
" shad	0 12	0 15

FLOUR, FEED AND MEAL.

The flour market continues firm all round. Beans are a little higher than two weeks ago. There is a good demand for oats and feed, but hay is extremely dull. We quote :

Manitoba flour	$5 60	5 70
Best Ontario	4 65	4 80
Medium "	4 15	4 50
Oatmeal	4 10	4 25
Cornmeal	2 80	2 85
Middlings, in small lots	23 00	23 50
Oats	0 39	0 40
Hand-picked beans	2 15	2 20
Prime "	2 05	2 10
Split peas	5 20	5 25
Barley	4 25	4 40
Hay	10 00	12 00

ALWAYS FIRST

THE FIRST carload of NEW CROP OREGON PRUNES, which moved out of Oregon this season, left Salem on October 1, in car U-P 66689, via Union Pacific and Grand Trunk Railway in destination of Montreal and consigned to HUDON, HEBERT & CIE.

This is also **THE FIRST** instalment carload on our purchase of TEN CARLOADS of the well-known "PHEASANT" PRUNES from the Willamette Valley Prune Association.

The **FIRST SHIPMENT** consists of:

708 25-lb. boxes Italian Prunes 40/50
222 50-lb. boxes French Prunes 60/70
155 50-lb. boxes French Prunes 80/90

Some Lines of Canned Goods at Prices Particularly Interesting:

SIMCOE "LYNN VALLEY" BRAND

2-lb. Sliced Sugar Beets	*$0.65 per dozen.*
3-lb. Whole Sugar Beets	*75 per dozen.*
2-lb. Select Table Parsnips	*70 per dozen.*
2-lb. Select Table Spinach	*1.25 per dozen.*
2-lb. Select Table Turnips	*80 per dozen.*
3-lb. Yellow Peaches	*2.40 per dozen.*
2½-lb. Bartlett Pears	*1.75 per dozen.*
3-lb. Bartlett Pears	*1.90 per dozen.*
Gallon Standard Pears	*2.75 per dozen.*
2-lb. Sliced Pineapples	*2.00 per dozen.*
2-lb. Grated Pineapples	*2.20 per dozen.*
3-lb. Whole Pineapples	*2.35 per dozen.*
2-lb. Lombard Plums, Heavy Syrup	*1.15 per dozen.*
3-lb. Preserved Rhubarb	*1.60 per dozen.*
2-lb. Strawberries, Heavy Syrup	*1.25 per dozen.*
2-lb. Preserved Strawberries	*1.35 per dozen.*
2-lb. Succotash, LOG CABIN	*90 per dozen.*

HUDON, HEBERT & CIE.

MONTREAL

The Most Liberally Managed Firm in Canada.

NOTES.

Dearborn & Co. are Maritime Province agents for Tartarine.

John McGrory, retail grocer, Main street, has retired from business.

A schooner will be here this week to take general cargo to Bermuda.

The Imperial Packing Co., of Woodstock, will begin killing cattle this week.

The Bank of New Brunswick now provides all its clerks with a mid-day hot lunch.

O. H. Warwick, wholesale crockery merchant, has gone to the Old Country on a business trip.

Schooner Kipling arrived last week with a cargo of molasses from Porto Rico for L. G. Crosby.

W. F. Campbell has bought out the retail grocery business of Wm. Rankine, 16 Germain street.

Hamm Bros., the Main street bakers, have built a large brick block, and will add the manufacture of confectionery to their other lines.

A Nova Scotia schooner captain who sold inferior apples as No. 1 Gravensteins, was fined last week for violating the Fruit Marks Act.

NOVA SCOTIA MARKETS.

Halifax, Oct. 5, 1903.

THE firm condition of the flour market continues a main topic of interest to the grocery trade. In this city the response to the demands of millers for higher prices has been delayed as long as possible, and even now retailers are not paying as much for some brands as present mill prices would seem to warrant. It is considered that flour at the figures jobbers here ask to-day is a very safe purchase, and no doubt when stocks now controlled by distributing houses are exhausted, still higher prices will rule. Mill-feed has advanced considerably in the last two weeks. All coarse grains are very firm for the time of year. The C.P.R. has given notice of an advance in freight rates ranging from ½ to 2c. per bushel on all grains carried from Ontario to the Maritime Provinces. There is a considerable trade done here during the Winter and Spring in Ontario oats, and this article is now quoted higher. There is a very good supply of P. E. Island oats now coming on this market.

* * *

In provisions, American are quoted somewhat higher in the last fortnight, but this is probably only temporary. The Fall packing season for P. E. Island and domestic mess pork has now opened and packers are anticipating an easier market for these lines. Lard is quoted lower as a result of the opening of the local packing season, and the decline on outside markets. Beef remains steady and unchanged. A good business has already been done in provisions, etc., for lumbermen's supplies, as preparations for the woods have been made somewhat earlier than usual.

* * *

Sugar remains unchanged, but the refinery is occupied chiefly in filling old contracts. Molasses holds its strength and the leading distributors have very firm ideas regarding the future of this commodity, even though for the moment fairly good sized lots are being disposed of at provincial points by outside traders.

The direct fruit steamer from the Mediterranean is expected at Halifax about the end of the month with a supply of raisins and currants for the city wholesale houses. We hear of one firm that is cutting prices on old stock to clear it out before the arrival of the new season's crop. The dried fruit market is in a somewhat unsettled condition, California raisins are higher in the primary market than at this time last year, and if this condition continues, it is unlikely that valencias will long be offered to the trade at to-day's quotations.

* * *

There is a very good demand for canned tomatoes at the prices set by the C. C. Co. Jobbers, however, have been advised that the canners cannot guarantee to fill more than 60 per cent. of the orders now in hand. Canned salmon are also said to be in short supply, although most Halifax houses are satisfied that they have secured enough for their requirements.

* * *

Buyers have been compelled to accept the views of makers regarding cheese, and last week a very large quantity changed hands on the P. E. Island Cheese Board at 12c. This established the price for Nova Scotia and New Brunswick factories also, but dealers who have to take the risk of carrying the stocks into the non-productive season, are afraid they are being compelled to pay too high a price. In the last day or two there has been less disposition shown to pay the extreme figure. Butter is in very good supply, the pasturage continuing good and the make of the provincial creameries above the average.

* * *

Apple shipments at this port are heavy. Some 37,000 barrels were exported last week, and at the present time two steamers—one for London and the other for Liverpool—are loading at this port, while a third is being loaded at Annapolis. The rolling stock of the D. A. Railway is taxed to its utmost to move the immense crop of apples and potatoes out of the Annapolis Valley. All expected a big apple crop, but results have far outstripped the highest predictions. The Gravensteins are now all gathered and the yield is fully 50 per cent. larger than was estimated while the fruit remained upon the trees. So far excellent prices have been obtained on the English market. One fruit grower sent 50 barrels of Gravensteins to London and realized $200 clear, or $4 a barrel. Buyers have been paying $2 per barrel in the orchards, but very many refused to sell at that figure, and the experience of the man alluded to would seem to justify their action.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Oct. 1, 1903.

RECENT arrivals from the north say that the amount of freight lying at White Horse for transhipment down the river to Dawson is very considerable. It is feared that there is little chance to get it all down before navigation closes. The river has never been known to be so low and the steamers as a consequence have no chance to get their full cargoes aboard. This makes the reducing of the big pile of freight a difficult matter.

Dawson advices received this week predict rise in prices of some lines of supplies before long, owing to the approach of Winter. In the markets, it is noted that hay is reported strong at 4½c. per pound and eggs are still at $11 per case. The supply of eggs is said to be limited, and this is notwithstanding the heavy shipments which have left this port for the north. Possibly there are some yet to arrive in Dawson, but it will not be long until it will cost more to ship them than the eggs cost here. Fresh fruits were also reported as scarce in Dawson, delay in receipt of expected shipments having been the cause. It is curious to note the prices mentioned. The remark is made that watermelons have fallen in price from 12½ to 10c. per lb.

* * *

Conditions in Vancouver markets have shown but little change for the past few weeks. There is a good trade being done. The cessation of through or guaranteed shipments to the north, followed by the refusal to receive further shipments, had some effect on the trade of course, but there is good business being done with the interior, and local trade is very satisfactory.

* * *

The visit of the eastern manufacturers, though it has been necessarily a brief and hurried one, will be productive of immense good, both to the east and the west. There is bound to follow an understanding of conditions, which would have been impossible without the personal visit and contact which the manufacturers have experienced. The people here have been most hearty in their reception, and the drawing closer of the bonds between the east and the west is promoted under very happy auspices.

* * *

The produce market shows but little change. Orders for butter have been sent out liberally, and the stocks will be fairly good when the Winter season begins. Still, there have been no great surplus shipments over actual needs so far. The cheese market is firm and advancing steadily. The supply of eggs from Eastern Canada has been better of late. There have been no shipments to the north to any extent for a week or more, so that the local supply is improved thereby. Prices are about at last quotations.

* * *

The fruit receipts from California are almost entirely confined to grapes, which are received fairly liberally and in good quality, the price being in keeping with the stock. A few shipments of peaches of the Salway variety are being received from California, but the Washington stock is done. The local plums are out of the market, and the local Italian prunes are also nearly over. The supply was great while it lasted, but it was so late in coming in that it did not last long.

Local apples are beginning to show up in very large quantities, and the quality this year is very much higher on the average. There have been two or three cars of apples received from the Coldstream ranch, the property of Lord Aberdeen, in the Okanagan district. They are choice in quality and good sellers. From the same ranch there are to be heavy receipts of Winter apples later on in the season.

MANITOBA MARKETS.

Winnipeg, Oct.5, 1903.

GENERAL trade is very active in all lines, prices are steady, and there is little change of any kind to report since last week. Up to Friday the weather was very fine and warm and threshing operations were rushed in all parts of the province, but with Friday came a heavy downpour of rain that was general throughout the entire province and territories and this will again make a serious delay. The amount of wheat coming forward has been very much behind that of last year. The delay of threshing is not the only cause for this. The increased rate for storage and the failure of the C.P.R. to reduce freight rates, as was expected, are factors in the slow movement of the grain.

Among the grocers, the news of the week is the decline of 10c. per cwt. on all lines of sugar. There seems to be no special reason why it should have occurred. The prices now are $4.65 to $4.75 for granulated and $4.05 to $4.10 for bright yellows. The trade is now down to normal demand for domestic purposes, as fruit canning and preserving is over for the season. The new Valencia raisins spoken of last week are now in stock and are proving of excellent quality.

GREEN FRUIT.

There is considerable anxiety in the West as to whether the heavy exports of apples will advance prices to buyers here. So far the offerings have been plentiful, and prices though fairly high and firm, are not exorbitant. The dealers state, however, that although offerings are large, the offerings of real No. 1 apples are comparatively small, while the demand for them is great. Prices are $3.75 to $4.25 Winnipeg, according to quality. Snow apples are on the market this week at $5, but are small and uneven in size. Ontario grapes are coming forward in good shape, but the supply is not equal to the demand and prices are firm at 35c. for blue and 50c. for red Rogers. A few Ontario basket pears arrived and are selling at 60c. Peaches have become very scarce; the demand for them is increasing and the price has advanced to $1.35 per case. Tokay grapes are in. The crates are perfect pictures, the fruit is so fine and so exquisitely colored. They sell at $3; muscat, $2.25. Washington plums are drawing to a close, and are quoted at $1.25. Pears are $2.75 per crate. Cape Cod cranberries have arrived and are quoted at $10 per barrel, sweet potatoes are also in and are quoted at $5.50 for Virginia and $6 for Jersey.

BEANS.

The crop is reported short and beans are a little higher, being quoted this week at $2.05.

CANNED GOODS.

The first of the new pack of tomatoes arrived and the price is firm at $2.50 for the 2-dozen case. No change in the canned vegetable situation can be recorded. In canned meats there has been a decline of about 5c. per dozen on corned beef, pork and beans and roast beef. This is to meet the American prices.

The Finest Preparation of Beans Ever Offered to the Trade.

Clark's Pork and Beans in Chili Sauce.

See the Packages—Bright—handsome—attractive.
See the Goods—Wholesome—cleanly prepared—quick selling.
See the Prices—Absolutely the lowest, quality and quantity considered.

TRY — DELICIOUS ACID FRUITS — TRY
FOR SUMMER USE — CORONA FRUIT MEAT — FOR SPRING USE
TRY — FOR PIES PUDDINGS ETC — TRY

Delicious, Healthful
The **Ideal** Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

Capstan Brand Mustard

is pure and is equal to any in the market.
Try a sample case and be convinced of its high-grade and flavor.
Ask your wholesale grocer for it or see our travellers.
The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

FINEST ORANGES GROWN

Car **Extra Fancy Late Valencias** arriving this week from the celebrated groves of the **Arlington Heights**, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

COFFEE.

Although the New York market continues to advance no advance in local prices has been declared, but the market is very firm.

CURED MEATS.

The packers are getting out a new list on Monday, and it is expected that hams will be higher, but this statement is not yet confirmed.

NOTES.

E. B. Eddy, the great woodenware and paper manufacturer, has been spending a few days in Winnipeg looking into his Western interests and visiting his repre-

New Season's Teas in Store

Gunpowder, 40-lb boxes - - -	16 cents
Y. Hyson Points, half-chests - - -	18½ cents
Moyune Y. Hyson, 3rds - - -	16½ cents
Pan-Fired Ceylon Green - - -	17½ cents

All remarkably good cup quality. Prices speak for themselves.

WARREN BROS. & CO., - TORONTO

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, Post Office Chambers

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

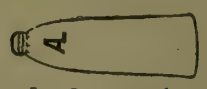
OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this

if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR Delicate in Flavor and Aroma. Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

NO OTHER SHINGLES
will do as well
for you as
EASTLAKE
STEEL
SHINGLES

They prevent fire—are never struck by lightning—can't possible leak, because of their patent side lock—and are the very quickest and easiest to apply of any shingle made.

Their popularity is unparalleled all through Canada.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

DRIED APPLES
WE ARE BUYERS
LARGEST DEALERS IN CANADA
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

To Butchers and Hide Buyers!
We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address C. S. PAGE, Hyde Park, Vt. U.S.A.

BRITISH BUSINESS CHANCES.
Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for
FREE INSERTION
in "Commercial Intelligence," to the Editor
'SELL'S COMMERCIAL INTELLIGENCE,'
Temple House, Tallis St., Temple Avenue, London, E.C.
"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.
N.B.—A free specimen copy will be sent on receipt of a post card.

sentatives in this city, Messrs. Tees and Persse. Mr. Eddy is accompanied by Mrs. Eddy and will visit the coast and Edmonton before returning to the east. When interviewed Mr. Eddy commented on the signs of progress in the West, particularly as indicated by the increased consumption of paper by the newspapers. In some cases this increase had gone from 60 tons to 200 per month.

Mr. Fife, chief inspector of scales for the Weights and Measures Department of the Dominion Government, has been in the city giving a demonstration of a device for weighing grain in the field just as it comes from the thresher. Any machine of this kind, the accuracy of which would be accepted by the Department, would be a mutual advantage to the farmers and the threshers of the West. The men who principally attended the demonstration were manufacturers of and agents for threshing machines.

PORTO RICO ORANGES.

THE Porto Rico orange has been seen on the New York market for a short time each year for some little time back, but until the present has not been able to make much the place for itself it should have done. The reason for this is to be found in the undeveloped state of the country. The fruit has been brought down to the coasts on rafts and mule packs, and as there is only one wharf on the island the greater part of the fruit has had to be lightered out to the steamers. Little attention has been paid to cultivation, and as a result the market has not been getting the best fruit which the island is capable of producing. Nor has the stock been received in good merchantable condition.

Recently, however, some New York merchants have interested themselves in the island orange, and are packing it in California style with most gratifying results.

The Porto Rico orange, it is expected, will prove a competitor of the Jamaica orange, but not of the California fruit, as the latter does not ripen at the same time. The natural flavor is good, and the orange very sweet and juicy, although, like all seed oranges, it has a certain amount of tissue which puts it in the same class with the Spanish and Florida. The noticeable light color is due to being ripened by artificial heat. These oranges are worth to-day $2.75 to $3, New York, for sounds. The first consignment to Canada is expected by a Toronto fruit man at any time in the immediate future.

It is seldom that one sees a boiled fish alive, yet there are such in the boiling lake of Amatitlan, Guatemala. These fish, it is asserted, often pass days in the boiling water, which comes from numberless hot springs.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

CIGARMAKERS — Good jobs, from ten to eighteen dollars. Box 100, CANADIAN GROCER, Toronto. f

FIRST-CLASS miller; with good references; steady employment to right man; steady habits. Apply, stating age, experience, wages expected. Box 102, CANADIAN GROCER, Toronto. f

GOOD clerk for general store; must be well posted in dry goods. Box 107, CANADIAN GROCER, Toronto. f

MILLER—For general work; must be capable of taking shift if required; state wages expected. Box 106, CANADIAN GROCER, Toronto. f

SALESMAN—Dry goods or general experience; state age; experience, salary and expenses; Box 104, CANADIAN GROCER, Toronto. f

SECOND miller for one hundred barrel mill; steady job for the right man. Apply, stating experience, wages expected. Box 101, CANADIAN GROCER, Toronto. f

YOUNG man—Either to learn flour milling or to pack flour and to handle grain in mill; state age, experience and wages wanted, with stamp for reply. Box 103, CANADIAN GROCER, Toronto. f

SITUATION WANTED.

AS miller—To take charge; twenty years' experience; temperate; would like steady position; can come at once. Box 105, CANADIAN GROCER, Toronto. f

AGENTS WANTED.

WANTED—Eggs, butter and provisions of all kinds; fruits, fruit-pulp, especially raspberry, strawberry, black currant, apricot, etc. Apply first instance to John Crisp & Co., 24 Wellington Road, Birmingham, England. (44)

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (44)

I Can Sell Your Grocery Business
no matter where it is or what it is worth. Send description, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Philadelphia.

FLOUR AND CEREAL FOODS

We Can Supply the Empire.

THE Hon. Thomas Brassey, M.P., who has just returned to England from a trip through Canada to gain by personal investigation an adequate conception of our possibilities in the matter of supplying the food needs of the Mother Land and who, it will be remembered, delivered a remarkable address on the trade relations between the United Kingdom and the colonies at the reception to the manufacturers in Toronto a few weeks ago, has delivered his opinion in the following words.

"I am convinced that the territory is capable of producing all the wheat the Empire needs for generations to come. Mr. Chamberlain has taken the right course by resigning."

This endorsation of Canada's claim to be the future granary of the Empire, by a man of such prominence, and one who is so little given to rash predictions as Mr. Brassey showed himself to be in his public deliverances in Canada, should have no inconsiderable weight in raising Canada in the estimation of the Mother Land.

Ogilvie Extensions in the West.

MR. F. W. THOMPSON, vice-president and managing director of The Ogilvie Flour Mills Co., who has been in the West on a tour of inspection of the company's interests there, in speaking to the representative of a Winnipeg paper recently, said :

"I may state emphatically that we will proceed immediately with the erection of the proposed mill and elevator at Fort William. I will, before returning east, complete all necessary arrangements so that the work can be advanced as far as possible this Fall, and orders will be at once placed for all necessary supplies. It is my intention, if possible, to have the mill in operation by October 1 of next year.

4,000 BARRELS PER DAY.

"The capacity of this mill will be four thousand barrels per day, and it will be the largest flour mill in the British Empire. The elevator to be built in connection with the mill will have a capacity of three quarters of a million bushels."

Speaking of the improvements to their Winnipeg mill Mr. Thompson said that they were at present making a large addition to the mill on Higgins street, which would increase its capacity by 500 barrels per day. They also intend to increase their elevator facilities at this point. In the country, he said, they had built eighteen new elevators this season, and would build a number more next year.

Speaking of the crop conditions in the west Mr. Thompson expressed the hope that the results of the recent unfavorable weather would not be as serious as some seemed to anticipate, but at any rate the high prices prevailing for wheat would more than compensate the farmers for any depreciation in the quality of grain that might be caused by the rain.

Breadstuffs in Trinidad.

Gordon, Grant & Co., of Port-of-Spain, Trinidad, writing September 10, say of breadstuffs :

"There have been no arrivals between mails but stocks which are working down are still ample to meet present light requirements until the arrival of the steamer Maracas, now due. There is a steady, although light, demand for flour and we quote bakers' quality at $6 to $6.25 ; extras, $5.70 to $5.90, and superfine at $4.40 to $4.65, according to brands. Some small parcels of Canadian flour have lately come to hand, but this description having been out of the market for some time is not now enquired for, and the trade which at one time looked promising will have to be practically built up again. We quote for cornmeal $4.25, but stocks although small are moving slowly owing to the absence of any Venezuelan demand."

Reduction in United States Grain Rates.

A reduction of one cent per bushel was announced on grain shipped from Buffalo to New York this last month, says The Flour Trade News. The reduction in rates is the result of protests by New York grain merchants against the high rates current to that port which were, it is claimed, forcing the bulk of the grain exports through the Gulf ports and Montreal. The new rates apply to Boston and Philadelphia, as well as New York. Baltimore has a differential of 4 mills. The grain trade of Boston, Philadelphia and Baltimore have been quite as strong in their complaints as that of New York.

The reductions were not granted by the railroad people until after a most thorough discussion, and the reduction was made in the face of active opposition from some of the lines. Although the reduction that shippers are now hopeful of receiving is not all that the eastern seaports should have in order to meet the Montreal competition, yet export and steamship men feel that it is a move in the right direction on the part of the railroads and they hope that the railroad managers may be prevailed upon to make a larger reduction.

Fine Canadian Flour.

Canadian Government Agent Ball, at Birmingham, England, quotes one of the largest flour dealers in England who has lately had a trial order of 500 bags of flour from a Chatham, Ont., miller, as saying : "We beg to say this is the finest Canadian patent we ever saw. It makes a splendid loaf, in both bloom and texture. We are trying to buy a line for shipment, and we feel bound to say if your Canadian millers can ship us flour of this kind, and keep shipping up to this quality, they will have very little trouble in displacing the fine Winter patents on our market that we are now getting from the United States."

Grain Standards Fixed.

STANDARDS for grain grown east of Port Arthur were on Monday last fixed by the board appointed by the Dominion Government, consisting of W. D. Matthews, chairman ; Thomas Flynn, H. N. Baird, J. L. Spink, John Carrick and C. B. Watts, of Toronto ; John I. A. Hunt, of London ; James Dunlop, of Hamilton ; William Brodie, of Quebec ; E. F. Craig, chief Dominion grain inspector, Montreal ; E. Adamson, chief grain inspector at Toronto, and J. Hurley, grain inspector at Peterborough.

Generally speaking, the standards for most grains grade higher this year than last, although there was not a little inferior grain submitted that had to be rejected altogether. Mr. W. D. Matthews, chairman, however, expressed his pleasure at the unusually high quality of the grain. For some lines standards were not made, owing to the lack of samples, these including No. 1 Spring wheat, No. 1 goose wheat, extra white Winter wheat,

The 10c. Package

Put up by TILLSON'S is value given. 50 per cent. more, or 15c., the price for a package of fad cereals of equal weight, enriches—whom? Certainly not the grocer. 50 per cent. more is worth having, but who gets it?

The Tillson Cereals

are good for the grocer. They sell to-day, will sell to-morrow. They are made right, priced right, sold right.

THE TILLSON COMPANY, Limited,
Tillsonburg, Ontario.

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

No. 3 and No. 4 barley, and No. 1 and No. 3 peas. In other varieties of wheat the standards were higher than the act calls for, and standards were made for No. 2 Spring, No. 2 goose, No. 1 white Winter, No. 2 white, No. 1 and No. 2 red Winter.

In respect to peas it is pointed out by the board that the quality is not yet what it should be. Last year the examiners directed attention to the spread over the province of the pea bug, and said that unless something was done to check this pest the industry would be seriously injured. This year some little improvement was shown, due, it was believed, to some extent to the action of the Government in placing proper information before the farmers.

The examiners considered that for oats the weights should be the same for white, black and mixed, and the Department of Trade and Commerce will be recommended

John MacKay

Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.

Correspondence solicited.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. **SATISFACTION GUARANTEED.**

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

to instruct the inspectors to issue certificates in accordance with this decision.

The standards for corn were left as in the past to the Montreal Board, and the standards for buckwheat were left for the Toronto examiners to deal with. Both will be fixed later.

The weights per bushel in the other standards were arranged as follows:—Oats, No. 1 white, 34 pounds; No. 2 white, 32 pounds; No. 3 white, not less than 30 pounds; rye, No. 1, 57 pounds; No. 2, 56 pounds; barley, No. 1, 49 pounds; No. 2, 48 pounds; No. 3, extra, 47 pounds.

The Army of Corn.

All Summer long the army stands
In ranks erect and clean,
The garrison of level lands
And of the hills between.
The armies of the wind and rain
Come shouting to the fight;
Alert upon the spreading plain
The corn waits in its might.

It flaunts its tasseled banners high,
And beats each swaying shield,
Until the Summer's battle cry
Is chorused from the field.
Victorious and sturdy still
It rises from the fray,
And rustling chants of gladness fill
The long hours of the day.

The dawn's first tender, rosy blush—
The hailing of the morn—
Finds, shrouded in a peaceful hush,
The Army of the Corn.
But friendly breezes come and go
Till dying afternoon
Hears, faintly sighing, soft and low,
The echo of a croon.

And so, serene and bold and brave,
All through the Summer long
The gleaming banners proudly wave
In cadence with the song.
Until the golden Autumn morn
When there will come to spoil
The standing Army of the Corn
The hopeful Troop of Toil.

—Chicago Tribune.

Flour Mills in Manchuria.

The number of flour mills at Harbin has increased to six, with a daily production of 8,000 poods (288,896 lb.)—a little over 1,474 bbls., writes Henry B. Miller, United States Consul at Niuchwang. This flour is pronounced entirely satisfactory in quality wherever it is used, and is gradually controlling the market of Manchuria. It has reached Port Arthur in small quantities, but has not yet interfered to any appreciable extent with the importation of American flour, although doubtless it will have its effect in time.

Oregon Wheat Crop Short.

The Portland Oregonian estimates the wheat crop of the Pacific Northwest as follows:

	Bush.
Oregon	11,400,000
Washington	19,100,000
Idaho	4,250,000
Total	34,750,000

These figures show a shortage of 7,000,000 bushels, compared with those of last year, and are 12,000,000 bushels under those of the record year of 1901.

This shortage should supplement the Osaka Exhibition in developing the demand for Canadian breadstuffs in the Orient.

Cereal Notes.

The Toronto agency of The Natural Food Co. has been demonstrating of late for the benefit of the representatives and staff of several of the local wholesale houses.

The "Force" Co. are inaugurating another advertising campaign in which our old friend Sunny Jim again figures, but this time in an up-to-date and recent photograph.

The large factory of The Swiss Food Co., Toronto, is being worked to its fullest capacity and is unable to cope with the largely increased demand of the present season. Outside of the local distribution the export trade is very satisfactory, and heavy shipments have recently been made to European countries.

The French are the largest bread eaters in the world. The consumption of wheat in France is sufficient to give every man, woman and child in the republic 480 pounds of bread a year, or about one and one-third pounds per day. This is considerably larger than the per capita consumption in England and that, in turn, is at least a bushel per capita more than our own.

A few years since wheat bread was consumed by the generality of people in Germany only in such forms as rolls, rye bread being the staff of life, "Weissbrodt," as wheat bread is usually called, was distinctively a breakfast bread. Now, however, we are told that wheat bread is commonly found on the supper table, as well as at breakfast, and is supplanting rye bread to a great extent.

The nutmeg supply of England and her colonies is almost entirely in the hands of Dutchmen. The bulk comes from the Island of Banda, and over 80 per cent. of the world's crop from the Dutch West Indies. The fruiting powers of the trees are remarkable. They start fruiting when about 12 years old, and yield regularly for 60 or 80 years. They carry blossoms and fruit without intermission through every month of the year.

TEA REPORTS.

IN their tea circular, dated London, September 24, William James and Henry Thompson, say: The market this week presents no new features. Common tea has been rather easier and medium grades devoid of character have also participated in a slight reaction, but those invoices with desirable cup quality have sold freely at fully previous quotations. Home consumption this month to date shows an expansion of over three quarter million pounds, but export has fallen off some 600,000 pounds, the total clearances, however, showing a slight increase.

INDIAN.—Total offerings of this season's tea to date, 259,000 packages, against 304,000 packages a year ago. The tone has been firm for price teas and at decline quoted on 17th inst. buyers have come in freely. Fine and finest are getting scarcer but continue to command good prices.

CEYLON.—A steady demand for good teas which have again been strengthened by competition on behalf of exporters. Common tea has been competed for on rather lower basis than previously ruling.

CHINA.—Chief demand continues for common to good low grades of black and red, both old and new seasons, from 4½d. to 5¼d. per lb. Medium to good have sold in some quantity from 6½d. to 10d., but there is hardly anything doing above that price in the absence of export enquiry. Green teas in auction have passed with better spirit.

Gow, Wilson & Stanton, under date of September 25, report that buyers are showing timidity owing to increased crop reported, but private cables show increase is not continuing in same proportion, and should official wire confirm these, growers will be in a strong position.

INDIAN.—Some indifferent teas have been offered and quotations for same have been marked down quite ¼d. per pound. A few mediums have sold at slightly cheaper rates, but a good demand at satisfactory quotations has been recorded for best liquoring kinds.

CEYLON.—Market has been fairly steady, and quotations, except for lowest grades, have been maintained. Only small quantities are expected to be brought out for the present.

JAVA.—Javas were mostly of useful character and met with a steady demand at prices showing little or no alteration on previous quotations.

The Dairy Commission of Minnesota has made a ruling to the effect that coal tar colors shall not be used by creamery managers after January 1.

JUST A WORD.

Don't buy condensed milk in big lots. Buy in small quantities and often. Not that the quality of the goods depreciates to any extent, but the labels get soiled and appearance spoiled by standing exposed on the shelves.

"Reindeer" Brand

condensed milk is tastefully put up.

THE TRURO CONDENSED MILK AND CANNING CO., Limited, TRURO, N.S.

Wee McGreegor's Breakfast Food

Graun' for the Morn's Mornin'.

The F. J. Castle Co., Limited

OTTAWA, CANADA.

Swiss Food.

This is no 1903 Mushroom. Has been sold for years. Has grown in favor year by year. To-day every first-class grocer carries a stock of **SWISS FOOD.**

Why push American fads whose life is short and swift? It is in every way wiser to build up a trade on a food that began naturally and by force of its own worth has established a demand that is constant.

SWISS FOOD is scientifically prepared in a mill than which there is none better and by men who are proud of what they make.

Grocers: Talk **SWISS FOOD**—for your own sake.

P. McINTOSH & SON, Millers,

TORONTO.

TRAVELLERS ENTERTAINED.

ON Friday last Francis H. Leggett & Co. entertained their travellers to a luncheon at their factory, on King street, in New York. This luncheon was unique, because of the fact that nearly every article served was of their Special Premier Brand. Fruits, fish, meats, olives, butter, cheese, vegetables, coffee, in fact everything was of Premier standard, and the guests thoroughly enjoyed the luncheon, over two hundred people partaking of this delicious repast.

Mr. F. H. Leggett, president, and Mr. John C. Juhring, vice-president and secretary, were present and did the honors for the firm. After the luncheon the party were shown through the factory, equipped with all the latest automatic machinery for the preparation of the food stuffs made by this firm. Over six hundred hands are employed in this factory; everything is kept clean, and the goods packed in handsome packages. In the shipping room were noticed boxes and cases labeled in a number of different languages. While there a very large shipment was being prepared for South American points.

Among the novelties noticed was the telautograph, an instrument for electrically reproducing, at a distance, handwriting, drawings and similar matter, and may properly be called the writing telegraph. This machine is in operation between the office in the warehouse on Hudson street and the factory on King street. The operator writes on the machine, which somewhat resembles a telephone, except that it has a large glass case in front on which is recorded the exact handwriting of the operator on the other instrument. There is no chance for mistake, the reproduction is exact, and a copy is kept of each day's messages. The telautograph has been adopted by the United States army, and is a machine of very great merit, and reduces the danger of mistakes which so frequently occur by telephone.

After the enjoyable inspection of the factory and the sampling of the goods at the luncheon, over a hundred jolly travellers and their friends, making a party of over two hundred people, went aboard a neat little steamer, chartered for the occasion by the firm, and were given an enjoyable trip around the Island of Manhattan, where an excellent opportunity was afforded of inspecting the magnificent harbor of New York. Mr. Juhring, of the firm, was active in looking after the interests of his guests, who joined in a very hearty vote of thanks to the firm for the very enjoyable day. Almost every State in the Union was represented by the travellers, one of whom, who represents the house in West Virginia, was F. J. Fortier, formerly of Prescott, Ont. On board the steamer was a first class lecturer who pointed out and explained to the visitors points of interest in a bright and entertaining manner.

Last year this firm gave their salesmen and friends a coaching party, which was also very enjoyable. It is needless to say that the relationships between employer and employe in this firm are of the most harmonious nature.

ITALIAN FIGS

THE fig forms an important article of the diet of the poorer classes in Italy; in fact, the total failure of the crop would be a grave national disaster, says The Scottish Trader. Figs are susceptible of various kinds of treatment. They are, perhaps, the most nourishing of all fruits. They can be canned, stewed, preserved, candied, made into puddings, and used in a variety of ways which seem at present unknown. Their introduction as a popular food would be a great boon to the carrying trade, to the importer, and to the general public. Of the fig-growing districts of the world, South Italy is one of the most important, for, although the tree grows all over the country, it is only south of the Tiber that the fruit can be dried for export, the most northern district being Pozzuoli, which includes the island of Ischia, where the cultivation of the plant is very extensive. Going further south we find centres of cultivation at Reggio, Bari, and Cantanzaro, not to mention Sicily and the Lipari Islands, where a large business is done. As a fresh fruit it forms an important article of food, as the different varieties last through the months of June to September. Soon after this the dried figs come in, and these are sent all over Northern Italy, and are also a large item of Italian export to France. The Italian fig is smaller and less sweet than the Smyrna variety, hence the latter has the command of the British market, and the export of Italian dried figs to the United Kingdom is a negligible quantity. That the best Italian fruit might find a profitable market there seems likely, especially as those grown on the volcanic alluvium of Ischia and Pozzuoli are well flavored, have a fine white skin, and are particularly sweet. They are, besides, grown quite near the coast, and this is always a beneficial condition, probably owing to the climate being damper than it is inland. The trees require very little water; in fact, the growers never resort to irrigation, the natural rainfall in Italy being quite sufficient for them. Dry weather is essential at the time of the fig harvest, as the fruit should be sun-dried, and when the weather is wet the fruit is either spoiled or else artificially dried in primitive ovens, and in order to do this it is often split up.

The Italian fig is preferable to that of Spain, Portugal, or France, but in size and quality is inferior to that of Smyrna. In the important question of albuminoids, upon the presence of which the nutriment contained in the fruit depends, Italy again takes the second place and Smyrna the first, but in fatty qualities there is no appreciable difference.

The packing and curing in Italy are also behind the age. As the fruit is grown so largely for home consumption the packing is done as cheaply as possible. Moreover, those which are exported are not very largely used as human food, but for distillation and for the adulteration of coffee and similar substances, and consequently neatness of packing and general appearance are not studied as they deserve to be. There are three principal ways of curing in Italy, adopted promiscuously throughout the country. The usual way is to pick the fruit at daybreak and split it up as far as the stalk. The fig thus split is laid in the sun. This plan has many advantages, because bad or sour fruit can be readily detected, the sun has more power, and the labor of turning the figs which is necessary when the fruit is dried whole is avoided. When picked and split the fruit is laid on wicker frames or straw mats with the interior part upward, otherwise the contents would run to waste. They are left thus for eight or ten days, according to the weather, and are then put in baskets and immersed for a minute in boiling water. As soon as they are dry again they are ready for packing.

Another method is to split and dry the figs as above, and to insert into the pulp an almond or a piece of citron, or simply sprinkle the whole pulp with aniseed. Figs so treated are largely used in Italy, and find a certain amount of favor in the foreign markets.

The third way of drying is to dry the fruit whole. This is effected by spreading it out on mats made of cane upon low beds of earth to ensure greater warmth, and turning the figs every day or oftener if labor is procurable. The most careful curing in this district is done at Catanzaro, whence some 800,000 pounds weight of figs are exported annually.

Owing to the scarcity of wood very primitive methods of packing are used in Italy. Mats containing about 40 pounds weight of fruit are made of Esparto grass, and are the most common packages for all figs destined for distillation and kindred purposes. Table figs are generally exported in round drums made of thin wood, containing about 15 pounds of fruit. For home use the figs are generally strung on split canes or Esparto straw. Two canes are thrust through the figs till a flat mass of figs is formed, four inches wide by 20 inches long. The best of the many varieties grown in this district is the "Fico Trojano" or Trojan fig, its name clearly indicating its Asiatic origin.

CUP QUALITY COUNTS—Therefore handle

Established 1845

S. H. & A. S. EWING'S High-Grade COFFEES

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

"It pays to handle the **RIGHT** goods."

Send for sample packets for free distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited, TORONTO TELEPHONE, 1618 MAIN.
BRANTFORD " 483

A STORE IN PEKIN!

The business streets of the cities and towns of the Celestial Empire are remarkable for the number of long signs of many colors announcing the articles for sale on the shelves.

We show to-day a true picture of a store front in Pekin where **CHINESE STARCH** is sold.

This product, next to tea, commands the largest sale. Its general use can be noted by observing the pedestrians, all dressed in immaculately-white and well-glaced linen.

It is a well-established fact that **CHINESE STARCH** is king and master of all that pertains to starching and glacing. Its superior qualities have won the favor of all laundresses and **no other starch can displace it.**

CHINESE STARCH is also a favorite with the grocer, as it is easily sold; it is never complained of by his customers and never returned.

Ladies do not require to send their linen out if they use **CHINESE STARCH**—the labor is light and the work turned out perfect.

If you have not tried it, order a case from your jobber. It is **sold everywhere.**

RETAILS AT 10c. PER PACKAGE.
SHOWS YOU A GOOD PROFIT.

MANUFACTURED ONLY BY

OCEAN MILLS, = Montreal, P. Q.

OUR AGENTS:

John E. Cox,	Ottawa, Ont.
R. S. McIndoe,	Toronto, Ont.
W. A. Simson,	Halifax, N.S.
McKinnon & McNevin,	Charlottetown, P.E.I.
Boivin & Grenier,	Quebec and Levis, P.Q.

FOR SALE BY FOLLOWING JOBBERS:

H. N. Bate & Sons,	Ottawa, Ont.	Lucas, Steele & Bristol.	Hamilton, Ont.
S. J. Major,	Ottawa, Ont.	Foley, Locke & Larson,	Winnipeg, Man.
Provost & Allard,	Ottawa, Ont.	Jobin-Marrin Co., Limited,	Winnipeg, Man.
The F. J. Castle Co., Limited,	Ottawa, Ont.	Hudson's Bay Co.,	Winnipeg, Man.
Joseph Grant	Ottawa, Ont.	Codville & Co.,	Winnipeg, Man.
H. P. Eckardt & Co.,	Toronto, Ont.	Wilson Bros.,	Vancouver, B.C.

JAM DEAR IN BRITAIN.

NOT for five and twenty years has jam been so dear as it will be for the next twelve months, says The Scottish Trader. The soft fruit season has just closed, and raspberries made as high as £45 and even £50 a ton. The plum season is in full swing, but values range from £30 to £40 a ton, so that jam cannot possibly be cheap. The above quotations refer to jam fruit only. Of course, dessert raspberries made considerably higher prices. We saw quantities sold at 9d. and 1s. a pound first hand, these prices being equal to £84 and £112 a ton respectively. As to the plums, the Victoria, Ponds Seedling, and Prince of Wales plums are making from 7s. to 10s. a half-bushel. The former is largely used by jam makers, being in fact one of their stock plums. At from £30 to £35 there are buyers open to purchase hundreds of tons of plums. These fruits, especially the imported samples, are more plentiful than raspberries, currants, or strawberries were. The jam manufacturer is depending upon the plum to replenish his stocks, though the latter will at the end of the stone fruit season be far under the average of previous years. The bulk of the plums on sale at the present time come from Holland, Germany, and France. Though it is stated in the official statistics that American plums are on the market here, they are never used for jam, being far too expensive. Continental plums are plentiful. About 100,000 packages of these fruits have been unshipped in English ports during the past six days. Out of this quantity over 80,000 packages full had been grown in Germany. This season German shippers are monopolizing the plum trade of the British markets. Quite 75 per cent. of the plum jam that will be sold as new season's jam this year will have been made from German plums. Of course, these increased foreign fruit shipments are due to the failure of the British fruit crop. If German plums were not used in English jam we should get little of that popular preserve this season. As it is, despite the seemingly large arrivals referred to, English jam will be unusually dear. The Scotch, and particularly the Blairgowrie growers, furnished large quantities of raspberries for the jam manufacturer this year. They asked and obtained very high prices for their fruit, but it was good. The industry is a growing one, and the prices that were realized during the past season cannot fail to stimulate extended culture. The representatives of the commercial jam-makers journey long distances to this famous raspberry and strawberry growing centre for their jam fruits. With such prices ruling, and the shortage, also a slight rise in the cost of sugar, jam, and in fact all fruit preserves, will be dear during the next year. It is unfortunate that jam-makers have not only had to face a great shortage of fruit and high prices, but that sugar has also increased in value.

THE COCOANUT'S BY-PRODUCTS.

A cocoanut grove begins to bear fruit after six years, the crop being gathered about two years later. Almost every part of the tree can be utilized. The coarse fibre of the bark is woven into the familiar cocoa matting, and used for all sorts of rough purposes. The leaves will serve as a thatch, and the strong midribs make excellent brooms or twine. The big central leaf bud is cooked and eaten, tasting much like cabbage. On the more southern islands the flower bud is often sliced off at the tip, a small bamboo tube is hung under the cut and the sap is collected. It is the sap which is the "tuba" or palm wine often referred to. The same sap of the cocoa, when boiled down, yields sugar which compares favorably with that of the maple in its seductive flavor.

CANADIAN PRODUCTS FOR DUBLIN.

A DUBLIN correspondent writes to "The Grocer" as follows: "The object of the proposed exhibition in London of Canadian products is to stimulate Canadian trade with Great Britain, but it is doubtful if Canadian trade with Ireland or Scotland will be benefitted by this exhibition. If Canadian exporters are really desirous of getting a market for their goods in Ireland or Scotland the surest and most expeditious way of doing so is to hold exhibitions of Canadian products in Dublin and Glasgow, either permanently or temporarily. In Ireland some such method is absolutely necessary in order that the people may see for themselves the class of goods which can be bought from Canadian manufacturers, and thereby close the Irish market to American and other exporters. As regards the proposed London exhibition, it will have no effect on the consumers or traders here, not one-tenth of whom will as much as hear of the exhibition. It may be mentioned that the writer suggested to the Canadian Department of Agriculture some months ago the advisability of having an exhibition in Dublin of Canadian goods, and, while admitting the advantages to be derived, the Department did not see its way to take the matter in hand. It therefore remains for the Canadian exporters desirous of extending their trade to Ireland to take the matter in hand, and it is very probable that if they do so they will receive the same assistance from the Canadian Government as is being given to the London project. Dublin, it may be mentioned, is exceptionally suitable for such an exhibition. It is the chief city of Ireland. The world-famed Horse Show is held annually in Dublin, as well as Spring and Winter cattle shows, when the city is thronged with people from all over Great Britain, and at all times during the year large numbers of country people come to town, so that an exhibition in Dublin of Canadian products would popularize them not only amongst the people of the city, but amongst the people of the country. A permanent store to exhibit and push the sale of Canadian products is absolutely necessary in Dublin.

A. J. STEWART, LIMITED.

THE CANADIAN GROCER paid a short visit recently to the new premises of The A. J. Stewart, Limited, corner Duncan and Adelaide streets, Toronto. Equipped with extensive and up-to-date machinery, this firm are largely confining themselves to the manufacture of confectionery of the highest grade. Mr. Roelofson, the managing director, says that the opening up of their Fall business has so far exceeded their most sanguine expectations.

A CORRECTION.

In our report last week of the dinner tendered by Mr. Shaw T. Nishimura, representative of the Central Japan Trading Agency, to his Montreal tea friends, it was stated, "Mr. John Carsley, of Carsley & Co." This was an error. Mr. John Carsley is sole proprietor of The Ozo Co., Limited, and the M. Lefebvre Vinegar Works, and is in no way connected with The Carsley Co., Limited.

A NOVEL DEVICE.

An up-to-date grocer in a certain district of the metropolis is about to employ a rather novel method of calling the attention of his customers to both old and new lines, says Grocery (London, Eng.) Last year he used the same method with much success.

It is this. He picks the largest walnuts he can find, and splitting them in two, he extracts the nut. Then he inserts a short and pithy circular printed in three different styles, and glues the two halves of the walnuts together.

Then he places three of those loaded walnuts in a small bag to which a neat ticket is attached, bearing the legend: "Some nuts for you to crack." These bags he gives away to customers, and finds that this device answers the purpose very well.

How is Your Coffee Trade?

Good, Eh!!—

Then you must sell our famous

CLUB COFFEE

——Put up in 1-lb. and 2-lb. Tins.——

A POPULAR BLEND.

Manufactured only by—

S. H. EWING & SONS

96 KING ST., MONTREAL.

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

A SELLING ARTICLE.

We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. **The low price** at which we have been able to sell it, notwithstanding the advance. 2. **The quality**, which has always been the same.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

"ACME"

TABLE SALT

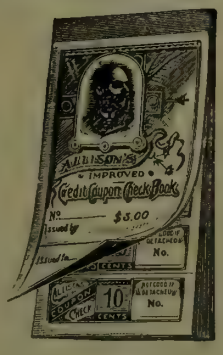
Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

Agents for the Canadian Salt Co., Windsor, Ont.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

COWAN'S

Perfection Cocoa (Maple Leaf Label).
Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

BERLIN BRUSH CO.

WATERLOO.

Manufacturers of

Fine Whisks, Brooms, and Brushes

We want your trade, and if your name is not on our travellers' list, let us know and we will send our quotations or have a man call at earliest opportunity.

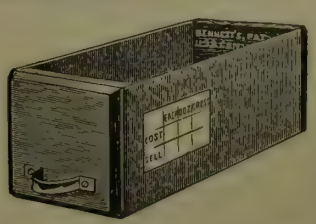
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware, Grocery, Seed and Drug Trades



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Dependable Wrapping Paper

is what you need. Our brown and manilla wrapping papers protect your parcels. They wear well. Every order is full weight and full count.

MADE IN CANADA.

Canada Paper Co., Limited

TORONTO MONTREAL.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

The Essex Tobacco Crop.

THE Essex County tobacco crop is estimated to be 300,000 pounds short of last year, when about one million was the amount grown. Rot, which attacked the young plants in the Spring and made it impossible for growers to get sufficient plants for their tobacco fields, is given as one reason and for another the excessive cold nights during the Summer stopped growth and prevented full development. It is expected by the growers, however, that competition for the crop will keep prices up and so partially compensate for the shortage.

London Tobacco Notes.

THE month of September was a very busy one with London manufacturers. Following we give the Inland Revenue returns for September.

Cigars, ex-factory	$11,299.14
Cigars, ex-warehouse	4,954.65
Tobacco, ex-warehouse	1,392.25
Raw leaf tobacco for use	5,876.66
Malt	7,576.26
Spirits, ex-warehouse	6,079.58
Other collections	75.24

In several of the factories preparations for the Christmas trade are already being made. Handsome packages appropriate to the coming festive season will be turned out by several, if not all, of the factories.

As mentioned in previous notes, the continued wet weather is causing considerable inconvenience, it being next to impossible to get tobacco dried, and in some instances fires have been resorted to.

Mr. Gar Stirton is now representing Stirton & Dyer on the Winnipeg to coast trip. This firm have recently opened a warehouse in Winnipeg for distribution of their goods in the West.

J. A. Thomas, Brener Bros.' representative for the West, reports business booming in Manitoba and the Territories, as a result of recent immigration and abundant crops. The situation in British Columbia is also much improved, strikes in various places having been amicably adjusted.

O. E. Brener returned from Dawson on September 21 and is much pleased with his trip to and from that country as well as with the country itself. Mr. Brener does not advise anyone to go to Dawson unless they are in possession of a sum of money amounting to at least three or four thousand dollars. This amount represents the capital necessary to work a claim. Prices have settled down to almost normal conditions, it being now possible to secure A1. board at ten dollars per week, whereas a few months ago a dollar was charged for a steak, and trimmings extra. Mr. Brener is interested in several mines in Dawson, and may possibly go in again next Spring.

Mr. Young, late with J. Warttig, has joined the staff of The Daly Cigar Co.

For the small sum of $4 a smoker can get a very good cigar in Cuba, and he will get considerable for his money. This particular cigar is packed in a handsomely decorated box and wrapped in imported Japanese rice paper; it measures sixteen inches long and nearly one and a half inches in diameter and is made from a choice selection of leaf grown on a well-known Cuban plantation.

Much may be said for and against cigarette smoking, considerable of which pro and con is superstition and imaginative. Many seem to think that cigarette paper is poisonous, while, as a matter of fact, it is absolutely pure. The paper contains no arsenic and cigarettes do not contain opium, as some seem to think. Inquire the price of opium per ounce, if you are able to obtain it, and it will readily be seen that its high cost prohibits its use in cigarettes, which are comparatively cheap.

Found 500 Cigarettes.

A resident of l'Ange Gardien found a tag in the woods near there last week which was redeemed at the office of The American Tobacco Co., Montreal, for a box of 500 Sweet Caporal cigarettes. On Labor Day night, at the illumination of Montmorency Falls, three balloons were liberated, each one of which contained a tag—one entitling the finder to a box of Sweet Caporal cigarettes, another to a box of Glorias, and the third to a box of Red Cross smoking tobacco. This is the first tag reported found. L'Ange Gardien is about seven miles from the spot at which the ascensions occurred.

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

PAYNE'S
CIGARS
HOLD
TRADE.

Trial order—free.

J. Bruce Payne, Limited
Granby, Que.

EVERY DAY

HAROLD H.
KIM
AND
LA FAMA
} CIGARS

MAKE

NEW FRIENDS

BRENER BROS.

Cigar Mfrs., - - LONDON, CAN.

T. & B., 10-Cents

In sorting Tobacco Stock it is **SO** easy to grade carelessly. It is the rigidly careful grading that makes **T. & B.** a better Tobacco than any other on the market. **T. & B.** quality was established years ago, and has never varied.

Grocers : You can attract men to your store by having **T. & B.,** 10C. size.

The Geo. E. Tuckett & Son Co., Limited, Hamilton.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

When you are talking up cut tobaccos, mention

QUEEN'S NAVY

You will do both your customer and yourself a good turn.

ERIE TOBACCO CO.,
Limited
WINDSOR, ONTARIO

HORROCKS'

RONTO

5c. Cigar

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

—British Navy
—King's Navy
—Beaver
—Apricot

CHEWING

—We know more about tobacco making than most others. And we know how to make our brands **good.** **Their goodness sells them.**

SMOKING

—Tonka
—Solid Comfort
—Pinchin's Hand Made

The McAlpin Consumers Tobacco Co., Limited, TORONTO.

A Remarkable Exhibition.

A LARGE number of people have visited the shop of Mr. P. Roy, 1921 St. Catherine street, just west of St. Lawrence street, Montreal, to see a notable display there. On exhibition was the box in which Hardy, the famous tight-wire performer was encased when he walked across the Montmorency Falls. The box is three feet by four feet and a half. The holes show where his arms came through and the lookout hole is where the intrepid acrobat gazed out on the great landscape and saw the yawning abyss and mighty torrent over which he was walking. The box was an exact representation of a package of Sweet Caporal cigarettes. Tastefully arranged about the box in Mr. Roy's window are frames containing photos of the event. There is the vast concourse of people on the bridge, headed by the brass band. The mighty gathering looking at the daring feat, the cheering multitude welcoming Hardy after he had accomplished it. The wire upon which Hardy walked was four hundred and sixty feet in length and three hundred and thirty-five feet above the water. From eighteen to twenty thousand people witnessed the startling performance which, it may be mentioned, was one of the original and remarkable advertising devices of The American Tobacco Co., the manufacturers of "Sweet Caps." Mr. Roy's cleverly arranged window shows a background of Sweet Caps, and few window decorations on the street were examined with more interest than that which so well illustrates one of the most daring feats since the days of Blondin, the crossing over the Montmorency Falls on a wire, by a man encased in a box.

Crossing Montmorency Falls on a Wire.

"Honors have come to men,
My juniors at the Bar;
No matter—I can wait,
So I have my cigar.

"Ambition frets me not,
A cab or glory's car
Are just the same to me,
So I have my cigar.

"I worship no vain gods,
But serve the household Lar;
I'm sure to be at home,
So I have my cigar.

"I do not seek for fame,
A General with a scar;
A Private let me be,
So I have my cigar."

Thos. Hood.

Failed to Smoke Her Out.

A company of Edinburgh students were starting for Glasgow on a football excursion and meant to have a railway carriage to themselves. At the last moment, however, just as the train was starting, in hastened an old woman. One of the young fellows, thinking to get rid of her easily, remarked, "My good woman, this is a smoking carriage!" "Well, well," answered the woman, "never mind, I'll mak' it dae"—and she took a seat. As the train started the word was passed round, "Smoke her out." All the windows were closed accordingly, and every student produced a pipe, and soon the car was filled with a dense cloud of tobacco smoke. So foul became the air that at least one of the boys began to feel faint. As he took his pipe from his mouth and settled back in his seat the old woman leaned forward. "If ye are dune, sir," she said, in wheedling tone, "would ye kindly gie me a bit draw? I came awa' in sic a haste I forgot mine!"

Whiffs.

Horrocks, the Toronto wholesale tobacconist, has recently made several large shipments of the Ronto cigar to Manitoba and British Columbia.

The Steele Co., Scott street, Toronto, have received several new consignments of pipes during the past week. Their stock is now very complete and calls for the early attention of the grocery trade.

S. H. AND H. TRADE MARK.

PIPES

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

McDougall's Scotch Clay
PIPES
are the standard of the world.
D. McDougall & Co., Glasgow. Scotland.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

The Time to Advertise is When You Want More Business.

IN a recent issue of The Chicago Sunday Tribune appears an interesting article on the psychology of advertising by Prof. Walter D. Scott, of the Northwestern University, who for years has been studying the leading advertising mediums, both periodical and daily newspapers, for Mahin's Magazine, a Chicago advertising journal.

He has conducted any number of experiments in order to determine the effect of various styles of ad. on the human mind, and his deductions as they have appeared in Mahin's Magazine have been particularly interesting, instructive and valuable.

Summing up his opinions, formed during his exhaustive study of the subject, he says:

Successful advertising is a form of hypnotism.

All men are naturally obedient.

Use the form of great command.

Make the ad. contrast with its environment.

Place the ad. near what will give it a pleasant impression.

Place the characteristic feature first.

Repeat the essential mark at every reappearance of the ad.

Have the illustration—or headline—represent what the ad. is, and not what it is not.

"It is assumed," Prof. Scott says, "that advertising efforts have a relation to psychology because psychology is the study of the minds of the people whom the advertiser seeks to influence. The advertiser's entire effort is to influence the minds of customers, and psychology teaches him how to do it.

"Advertising is a serious thing with the business men of to-day. It is estimated that the business men of the United States are spending $6,000,000,000 a year on advertising. What the advertiser is after is to learn the customer's wants, what will catch the attention, what will impress itself upon his mind and lead him to buy.

"He wants to know the minds of his customers.

"The theory of advertising is nothing but a stubborn and systematic attempt to understand and explain the workings of the minds of these very persons.

"Among the first requirements for the successful advertisement is that it make the least possible demand upon the intelligence of the reader. It must be simple, clear, direct, and therefore easily understood. It must at once attract attention.

"To do this it must be either a new thing attractively presented or an old thing presented in a novel manner.

"Direct command is the most effective form of advertising.

"'Try Ford's Pepsin' is a much better form of advertising than 'Ford's Pepsin is Excellent,' or 'Nothing better than Ford's Pepsin.'

"This is because people are naturally obedient. They are influenced unconsciously by suggestion. Unless their attention is called to the fact that they are following the will of another, they will, without realizing it, do as they are told because it saves them the trouble of thinking for themselves."

Another psychological principle which lies at the foundation of successful advertising is this: We think in terms of things. That is, men are for the most part not given to abstract thinking. Concrete forms, images of taste, smell, sight, hearing or touch form the coin of thought. The more concrete an advertisement is, therefore, the better advertisement it is.

It is here that the illustration is of importance. The function of illustration in advertising is two-fold—it must attract attention; it must aid perception.

Text and illustration must combine to emphasize by concrete symbols the important features of the thing advertised. If a piano is being advertised, pleasant sounds should be suggested. If it's candy, the mouth should be made to water. A pair of shoes should be made to impress one not only with their style, durability and cheapness, but also with their comfort.

As an example of the importance of suiting the character of the image suggested to the thing advertised, take the recent advertisement of a piano firm. There is nothing in the advertisement which points directly and peculiarly to pianos. Substitute the word "incubator" for the word "piano" in the advertisement and it is quite as intelligible, and reads as follows:

> "Ticknor Incubators.
>
> "If any one offers you a 'just as good' incubator at a lower price than the Ticknor costs, buy it, but be sure that it is 'just as good.' A reputation for reliable goods is better thaa a reputation for low prices. Our prices must be right, however, or there would not be to-day more than 76,000 Ticknor incubators in use."

There is nothing about sound in the whole advertisement, nothing suggestive of pianos or of this piano in particular.

Hardly second in importance is the position, or environment, in which the advertisement is placed. To make an impression the advertiser makes the generalization that it is necessary to look well to the make-up of the page upon which his advertisement is to appear.

Don't let the health food advertisement impinge upon the death column.

Don't let the advertisement of some "get rich quick" concern, that will arouse suspicion in the mind, appear next to the "ad" of the old reliable firm, or the latter will suffer.

Colors are important. Red is better than violet. Black letters on white are better than white letters on black.

In spite of the enormous increase in the amount of money spent in advertising during the past five years it is safe to say that every month sees a large increase in the intelligence shown in the expenditure of the money and a proportionate increase in the value of the returns.

In his investigations Prof. Scott studied 4,000 magazines and periodicals, examined 25,000 newspapers, read 75,000 letters, collated all the advertisements ever published by the leading magazines. He spent 500 hours on a single line of ads.

That Delicious Fresh Fruit Flavor

is always found in

GOODWILLIE'S FRUITS

Put up only **IN GLASS.**

HAVE YOU ORDERED?

ROSE & LAFLAMME, Agents,
MONTREAL.

PATERSON'S WORCESTER SAUCE

is admitted by grocers and the public generally as the very best sauce at a moderate price.

ROSE & LAFLAMME,
Agents,
MONTREAL.

EVERY GROCER

WITH BUT FEW EXCEPTIONS
HAS SAID
IF THERE WERE A REALLY FIRST-CLASS ARTICLE
MADE IN CANADA
IN THE WAY OF A RELISH OR SAUCE
"WE WOULD PUSH IT"
IN PREFERENCE TO FOREIGN MANUFACTURED GOODS.
NOW IS YOUR OPPORTUNITY
TO RECOMMEND A STRICTLY CANADIAN PRODUCT,
LEES & LANGLEY'S
WORCESTERSHIRE SAUCE

It has taken years of experimenting to accomplish the height of excellence attained by this most superior relish, and should deserve the patronage of every one requiring an article of superior merit.

Branch Offices:
London, Eng.
New York, U.S.A.

Lees & Langley,
109 Front St East,
Toronto.

I. S. WOTHERSPOON

is sorry that your postal card asking for sample and price of

Grimble's

BRAND.

Vinegar

has gone astray.
—Drop another card and
—your sample will come.

Brewery: LONDON, England.
Canadian Agent—I. S. WOTHERSPOON,
204 Board of Trade, MONTREAL.

and thousands of dollars for investigation and correspondence.

These figures give some idea of the amount of work done, and add strength to the arguments and conclusions he sets forth. Lots of people have thought that advertising was too practical a thing to be aided by psychological study and academic theorizing. When, however, Prof. Scott comes forward with some hard-headed sensible conclusions as to the form and contents ads. should have in order to be most effective — when these conclusions are based on such a vast amount of study and experimenting, the psychological side of advertising becomes important to those of us who spend any considerable amount of money and effort in influencing the minds of the people.

It is interesting to note, for instance, that a suggestion by direct command, as "Use or Try Smith's Soap" has been found to be more effective than a simple passive statement, such as "Smith's Soap is Best." Since Prof. Scott started his experiments several large advertisers have adopted his suggestion in this connection and proven his conclusion a correct one. To know that this direct command form of advertising is best, is of practical value to all of us, as one of the troubles we have had to contend with in doing effective advertising is the uncertainty of it. Anything then that will inform us so that we may be more certain of the possible results from our advertising, helps to make advertising a better investment. We have had no sure way of knowing what would best attain our end—this conclusion ought to help us considerably.

Prof. Scott hasn't solved the problem of human nature yet, but he has found ont a good many things which if we knew we could apply to our business with advantage. Medical science is more or less uncertain, too, but enough is known to render the guesses which medicine men make of practical value in a large proportion of cases.

It is iustructive to learn that all men are lazy. If we are to interest them we must make our ads. simple and plain so that no effort will be needed on their part to comprehend and become interested in what we say.

It is encouraging likewise to learn that it is the nature of men to obey. If we can convey our wishes to them without arousing their suspicions or combativeness we can lead them to do what we wish. Prof. Scott does not point it out, but this is a great argument for calm, common-sense, reasonable style of advertising, against the circus style, the exaggerating, impossible statements which must necessarily arouse suspicion and show the reader at once that he is being experimented with or that an endeavor is being made to fool him or lead him.

A fine, common-sense lesson which Prof. Scott learns from his studies is that men are attracted more readily by concrete statements than by abstract ones. This is an argument, therefore, for illustrations in ads. when they can be afforded, and also for specific incidents and examples, rather than grenalizing about our great bargains, the wonderful growth of our business, our desires to do business on the square, our great solicitude for our customers' welfare, our "finest in town" arguments, and so on. Think of the hundreds of merchants who sin against this rule every day.

Better read again this brief summary of what Prof. Scott has learned about advertising and its effects from actual investigation and test. Think it over a few times, practice his precepts, and get value out of his exhaustive study in the art of advertising.

OPENING OF A BRANCH TEA HOUSE.

THE consumption of the teas of India and Ceylon, both in Canada and the United States, has grown during the last decade to such proportions that many of the London and Eastern tea houses have found it expedient to pay steady and close attention to the requirements of the Trans-Atlantic markets, and agencies have been established in nearly all the larger cities on this side. This action on the part of the English tea houses is an indication of the value placed on the Canadian and United States trade by the more progressive English houses and the planters of India and Ceylon. When it is considered that of the 100,000,000 lbs. of tea imported into America last year 25,000,000 was produced by India and Ceylon, it is not to be wondered that London, Calcutta and Colombo are giving thought and consideration to this trade, and that branch houses are being established in the larger distributing centres. Of those tea merchants who have studied and watched this particular trade the house of Harrisons & Crosfield, London, and its Eastern branches, Crosfield, Lampard & Co., Colombo, and Lampard, Clark & Co., Calcutta, have taken a step which will undoubtedly be of great moment, not only to their respective houses but to the tea trade of Canada and the United States as well. Mr. A. Lampard, of the London house, some few months ago visited this country and the United States, and made a thorough canvass of the various tea distributing centres of the continent. His investigations and experience led to the opening in Montreal of a branch house under the name of Crosfield, Lampard, Clark & Co., and offices and sample rooms were opened in the Coristine Building. Mr. A. J. Williams, who was for many years on the London tea market, has been appointed general manager for North America. Mr. Williams is an experienced and expert tea man and his appointment is a tribute to his ability. Associated with Mr. Williams is Mr. A. Suter, who has also passed through the London tea market with many years experience. It is the intention of the firm to branch out and develop the trade in Indian and Ceylon teas, and agencies will be opened in the larger American cities as the trade requires. Owing to the growth of the trade in Indian and Ceylon teas in the United States, which trade, rapidly as it has developed in the past few years, is but in its infancy, it will no doubt be found necessary to open up further agencies. It will be the province of Mr. Williams to cultivate and stimulate the demand for Indian and Ceylon green teas in this market and to supply the grade of tea suitable for same.

A representative of THE GROCER visited the offices and sample rooms this last week, and through the courtesy of Mr. Williams a description of same was furnished him. The sample room is large, airy and well-lighted, with every modern convenience for tea sampling and drawing, well and systematically arranged shelves, canisters, tea drawers and tasting counters, and desks and tables for the clerks and typewriters. The private office is also fitted up conveniently and is on a smaller scale a duplicate of the larger one, so far as it contains a tea-sampling counter and appliances. All the supplies in connection with the sampling outfits were secured in London, and everything is of the latest and most convenient types. Counters, desks, and tables are of finely-polished quartered oak, and it is indeed one of the best equipped and handsomest tea sampling rooms on the continent. Mr. Willians is to be congratulated on having secured such splendidly equipped offices. The location is right in the centre of the tea and wholesale grocery trade of Montreal, and that city is favored in being selected as the headquarters for the American branch of such an old and well-established tea house as Harrisons & Crosfield. THE GROCER is pleased to find another evidence of the importance of Canada in the eyes of its English friends in the establishment of such an important branch house in this country.

WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.

Polishes without brushing, thereby saving time, labor and brushes.

"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY. FINEST QUALITY.

For Sale by all Wholesale Grocers.

More than half

the total consumption of **BICARB SODA** in Canada last year was

Brunner, Mond & Co.'s

This brand has been used exclusively for many years by the most important Baking Powder manufacturers, on account of its Purity and Even Strength. These facts are significant. Grocers—Be guided accordingly.

Winn & Holland

MONTREAL Sole Agents for Canada

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE. Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

LAUNDRY BLUE

The best season for Laundry Blue is now commencing . . .

See that you have a good stock of . . .

KEEN'S OXFORD BLUE

The delight of the laundry

KEEN'S Oxford BLUE
KEEN'S Oxford BLUE
KEEN'S Oxford BLUE

Current Market Quotations for Proprietary Articles

October 8, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

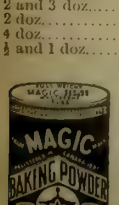
W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED.

	Doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 35
" " " B, 4 "	3 95
Boeckh's Bamboo Handles C, 3 strings	3 70
" " " D, 3 "	3 50
" " " F, 3 "	3 20
" " " G, 3 "	2 95
" " " I, 3 "	2 60

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland 9 50	10 00
½ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lo
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate 0 21	0 32
Mott's Sweet Chocolate Liquors 0 20	0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

—don't worry about
—the high price of Molasses.

Our **CROWN** Brand
SYRUP

is infinitely better, and your trade will be better pleased.

It is the purest Syrup in Canada.

See that the CROWN is on the package. If it's there it is our make—and it's good.

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, QUE.

Cocoanut.

L. SCHEPP & CO.

	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
½ and ¼-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	15 00
Small size "	12 00
Roquefort—Large size "	2 40
Small size "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books .....3 cents each
5 00 books .....4 "
10 00 " .....5½ "
15 00 " .....6½ "
20 00 " .....7½ "
25 00 " .....8 "
50 00 " .....12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews).	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams "	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case per doz.	1 50
5 and 7-lb. tin pails per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
(fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
case of 4 doz.	$3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins....per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00

RECKITT'S BLUE and BLACK LEAD

Always give your Customers Satisfaction

Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar		0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
"Old Crow," 12-lb. boxes—		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.		0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked " "	"	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per
" " 10 oz., cases, 96 pkgs.	case
" " 16 oz., cases, 60 pkgs.	$2 75

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

		Per case.
No. , cases, 60 1 lb. packages		$ 2 75
No. 2, " 120 ½ lb. "		2 75
No. 3, " { 30 1 lb. " / 60 ½-lb. " }		2 75
No. 5 Magic soda—cases 100 10-oz. pkgs.		
1 case		2 85
5 cases		2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

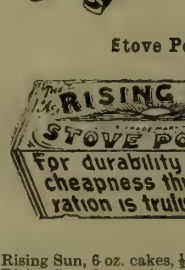
Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05¼
Benson's enamel—per box 1 25 to	2 50
Culinary Starch	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¼
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06¾

ST. LAWRENCE STARCH CO., LIMITED. Ontario and Quebec.

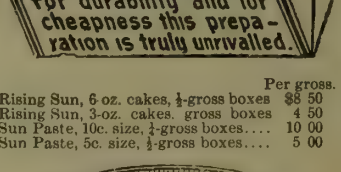
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06¾
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6 oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

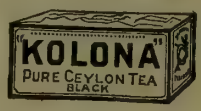
	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

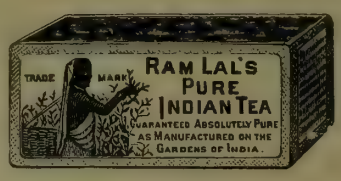
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.			$0 35
" " 60 ½-lb.	}		0 35
" " 30 1-lb.	}		
" " 120 ½-lb.			0 36

LUDELLA-CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25	
Blue Label, ½'s	0 19	0 25	
Orange Label, 1's and ½'s	0 21	0 30	
Brown Label, 1's and ½'s	0 28	0 40	
Brown Label, ½'s	0 30	0 40	
Green Label, 1's and ½'s	0 35	0 50	
Red Label, ½'s	0 40	0 60	

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½'s	$0 35	$0 50
Blue Label, 1-lb. and ½'s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½'s	0 20	0 25
Japan, 1's	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0 42	
" II 40-lb. boxes	0 40	
" III 80-lb. "	0 37	
"Condor" IV 80-lb. "	0 33	
" V 80-lb. "	0 30	
" XXXX 80-lb. boxes	0 25	
" XXXX 30-lb. "	0 26	
" XXX 80-lb. "	0 22½	
" XXX 30-lb. "	0 23½	
" XX 80-lb. "	0 20	
" XX 30-lb. "	0 21	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30	
Black Teas - "Nectar" in lead packets—		
Green Label, retails	0 26 at	0 20
Chocolate Label	" 0 35 at	0 25
Blue Label	" 0 50 at	0 36
Maroon Label	" 0 60 at	0 45
Fancy tins—Chocolate, 1-lb	0 32½	
" " —Blue, 1-lb	0 42½	
" " - Maroon, 1-lb	0 50	
" " —Maroon, 1-lb	1 50	
"Condor" Ceylon black tea in lead packets—		
Green Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 25 at	0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 30 at	0 23
Yellow Label, ½s and 1s, 60-lb. cases, retail	0 35 at	0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 40 at	0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 50 at	0 34
White Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 60 at	0 40
Black Teas "Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1 per lb.		0 35
No. 2 "		0 30
No. 3 "		0 25
No. 4 "		0 20
No. 5 "		0 17½

LIPTON'S TEA (in packages).

			Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages.		$0 35
	(25 1-lb.	"	0 34
No. 1, cases 50 lb.,	in 5-lb. tins		0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.		0 29
	(25 1-lb.	"	0 28
No. 1, cases 50 lb.,	in 5-lb. tins		0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages.		0 23
	(25 1-lb.	"	0 22
No. 3, cases 50 lb.,	in 5-lb. tins		0 23
Green Ceylon, No. 1,	(50 ½-lb. packages		0 35
	(25 1-lb.	"	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages		0 29
	(25 1-lb.		0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 25
" Crown	1 30
" Improved Globe	1 45
" Standard Globe	1 55
" Original Solid Globe	1 70
" Superior Sld. Bk. Globe	1 85
" Jubilee	1 85
" Pony	1 05
Tubs, No. 0	10 75
" " 1	8 60
" " 2	7 50
" " 3	6 45
Pails, No. 1, 2 hoops	1 77
" " 3 "	1 93

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

Wasting Your Energies ?

If it pays to push an article, it pays to push it to some purpose and to push more with an object of gaining permanent trade than of temporary profit. If the demand for any article stops when you stop pushing it 95 per cent. of your energy has been wasted.

You waste no energy whatever in advocating the sale of the "Griffin" Brand of Dried Fruits and the "Thistle" Brand of Canned Fish, because people who buy them once will buy them again and again. Briefly, the intrinsic merit of both these articles backs up the highest praise you can give them.

"Griffin" Brand Dried Fruits.

Seedless Raisins and Prunes. Dried Apricots Peaches and Pears in all their original goodness. A revelation to the grocer who has been buying other Brands.

Selected with the greatest care and shipped in original boxes right from the Vineyards and Orchards on the Pacific Coast.

Look for the "Griffin" trade mark before you buy.

"Thistle" Brand Canned Fish.

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N. S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

ARTHUR P. TIPPET & CO., AGENTS,

Montreal. Toronto.

ARE YOU USING OUR

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG. Limited

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

The Scale With Brains.

A great many merchants with brains are using Toledo Springless Automatic Computing Scales. The reason all merchants with brains are not using them is because they have not seen them. As soon as the merchant with brains sees The Toledo Scale, the Scale with brains, he recognizes an affinity and orders one. No down weight, no over weight, no human aid necessary.

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

James Ewart

MANUFACTURER OF

High-Grade Delivery

WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 118

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

MANUFACTURERS OF—

Crown Brand Flavoring Extracts and Confectioners' Specialties.

SOLE AGENTS FOR CANADA FOR . . .

"Kkovah" Household Specialties.

"KKOVAH" specialties have established a record wherever introduced. They give every satisfaction to the user and good profit to the grocer.

"KKOVAH" Jellies (all flavors).
"KKOVAH" Custard Powders.
"KKOVAH" Blanc Mange Powders
Etc. Etc.
"SY MUZ" Linen Glosser,
unequalled for the laundry.

THE GREIG MANUFACTURING CO., LIMITED, MONTREAL.

Do You Realize What You Are Losing?

On your way to the bank, if you had an accident like the above you would thank a fellow who stopped you, and helped pick up the money you were losing.

Why not thank us for showing you where you are doing the same thing every day before you start to the bank. Fact is, we never had the chance to help you pick up the money we know you are losing.

We've got a mighty nice fellow who visits your town, and he will appreciate an invitation to call on you next trip. He can tell you all about The Dayton Computing Scale, our Systems of Moneyweight, of Nearweight and profit, also about Downweight and loss, and the Systems that will

Ask Dept. M. for Catalogue. *Save three Pennies* DO IT TO-DAY

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.

"Sterling" Brand Catsups

catch trade.

The catsup that pleases your customer is valuable to you. Satisfaction of customers has a cash value. "Sterling" Brand Catsups are good always. The rich quality never varies.

The **T. A. LYTLE COMPANY, Limited**

124-128 Richmond St. West, TORONTO.

"It pays to handle the **RIGHT** goods."

Send for sample packets for free distribution.

TIP-TOP SOAP CHIPS

IN CARTON PACKETS

The Industrial Soap and Oil Co., Limited,

TORONTO TELEPHONE, 1618 MAIN.
BRANTFORD " 483

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

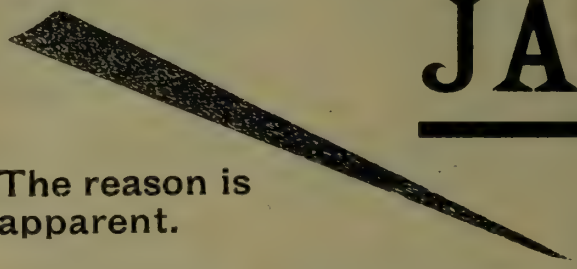
Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Ever Increasing

is the sale of

JAPAN TEAS



The reason is apparent.

they have the **quality, flavor** and healthfulness possessed by no other teas grown—

—they are popular, they please your customers, and they hold your trade.

Don't be without **JAPAN TEAS.**

The Chinese Woman is not Pretty

She is of very fragile type, generally small, with a complexion something like a rainy day; eyes badly cut, but which shine like a spark, indicating intelligence. Notwithstanding this unflattering portrait, the little Chinese is very attractive, thanks to her clean-looking costume. Her clothes, so **white** and **glossy,** show the great care she takes of her person. **Chinese Starch** plays a great part in that oriental costume.

One must visit China to see the agility of the little ironer—see how her iron slides easily over the ironing board by a twist of her hand, piles of clothes receive an incomparable finish.

Our pretty Canadian ironers, we say it to their credit, use the iron with equal ability. To see their clothes is to buy **Chinese Starch** manufactured only by

OCEAN MILLS, Montreal, P. Q.

OUR AGENTS:

John E. Cox,	Ottawa, Ont.
R. S. McIndoe,	Toronto, Ont.
W. A. Simson,	Halifax, N.S.
McKinnon & McNevin,	Charlottetown, P.E.I.
Boivin & Grenier,	Quebec and Levis, P.Q.

FOR SALE BY FOLLOWING JOBBERS:

H. N. Bate & Sons,	Ottawa, Ont.	Lucas, Steele & Bristol,	Hamilton, Ont.
S. J. Major,	Ottawa, Ont.	Foley, Locke & Larson,	Winnipeg, Man.
Provost & Allard,	Ottawa, Ont.	Jobin-Marrin Co., Limited,	Winnipeg, Man.
The F. J. Castle Co., Limited,	Ottawa, Ont.	Hudson's Bay Co.,	Winnipeg, Man.
Joseph Grant	Ottawa, Ont.	Codville & Co.,	Winnipeg, Man.
H. P. Eckardt & Co.,	Toronto, Ont.	Wilson Bros.,	Vancouver, B.C.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

When Children Bring Home

big appetites the mother knows nothing gratifies them like good home-made bread and Tea Rose Drips. This is one of the many reasons for the steadily growing sale of this pure cane sugar syrup.

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

MACHINE CUT MIXED PEEL

½-lb. and 1-lb. Drums.

ALL CUT AND MIXED and READY FOR USE.

PREFERRED

by the housewife on account of its **quality** and **convenience.**

How is your stock?

ROSE & LAFLAMME,
Agents,
MONTREAL.

CEYLON TEA exactly suits the palate of the Canadian people. It pleases wherever it goes.

CEYLON TEA

BLACK and GREEN

Stands absolutely **Top**

"Do not waste time pushing other growths.

"**Ceylon Tea** sells without pushing."

BRITISH COLUMBIA SALMON.

——The **New Season** packs are well **to the front.**

——To secure the best brands you must **move quick.**

——Up-to-date buyers are **well a-head.**

Maple Leaf, Lowe Inlet, Golden Net, Empress.

Four brands to bring you profit and give satisfaction.

The British Columbia Packers' Association,

VANCOUVER, B. C.

All Storekeepers

work too hard and should have another clerk, but they say they can't afford it. We can put you in the way of hiring the extra clerk

Without Cost to You.

WRITE US FOR PARTICULARS.

THE DOMINION CANISTER CO.

LIMITED

DUNDAS, CANADA.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

Christmas Candy.

Our representatives are now on their rounds with samples for the Christmas trade. Don't leave your order till the last moment. Let us have it now and it will be filled just when you want it.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. *King and Bathurst Streets, TORONTO.*

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

WE TAKE IT

that you are in business to make money by the lines of least resistance. You don't want to have to fight for trade, if you can pull it in smoothly.

JAMES' DOME LEAD

sells itself, if you keep it in stock.

W. G. A. LAMBE & CO., Canadian Agents.

Notwithstanding Short Pack

we will positively guarantee delivery for your season's requirements of

TOMATOES, CORN and PEAS.

"Boulter's," "Little Chief," "Lakeport," "Simcoe," "Aylmer," "Log Cabin."

The F. J. CASTLE CO., Limited, OTTAWA

P.S.—The above holds good until our stock is exhausted.

CATCHY | FETCHY

ADS

One Cent Each

THE grocer who possesses a copy of **"100 Good Ads. for a Grocery Store"** has no trouble preparing good, sensible, result-producing ads.

The ads. therein contained are suitable for use by any grocer anywhere—can be used as they are—and suggest as many more bright thoughts for ads.

A lot of short, crisp sayings for the headings and showcards are included, together with an introductory talk on the how, when and where of grocery advertising.

A dollar bill brings a copy to your address, postage paid.

MacLean Publishing Company, Toronto

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

Would you buy a lamp which shows your goods in daylight colors?

No. 29
200 Candle Power.

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

HAY CASTLE

PARADISE

CHOICEST GROWTHS FROM THE MOST FAVORED DISTRICTS IN GREECE.

PACKED UNDER ROYAL PERMIT

exclusively for our trade in Canada. These currants possess a peculiar and delightful flavor—so foreign to ordinary fruit.

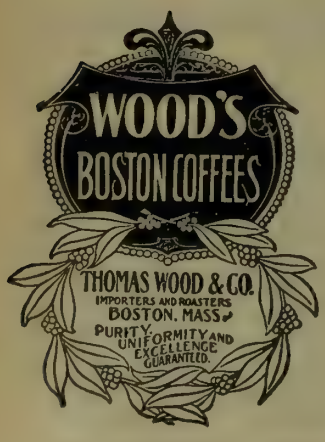
YET WE CAN OFFER THEM AT PRICES VERY LITTLE ABOVE THE GOODS YOU WILL BE SHOWN—OF INDIFFERENT FLAVOR AND QUALITY.

We have all grades and qualities of currants to offer at low prices.

See our travellers' samples and secure something special in currants to please and hold your trade with.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.



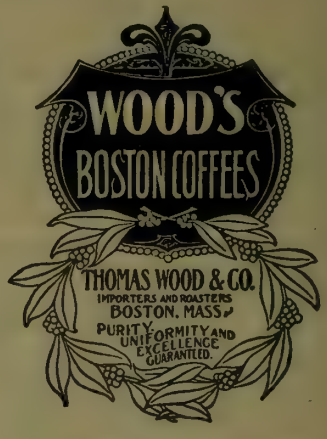
WOOD'S COFFEES

Their continued use builds your business. They have a more-ish character which is irresistible.

THOMAS WOOD & CO.

Canadian Factory and Salesroom,

No. 428 St. Paul St., - - MONTREAL.



Raisins California Seeded will be more popular than ever. We have the handsomest carton in the market, "Horseshoe," Fancy, 16 oz.

Jars We have a few Mason pints left which we will sell at $6 10 per gross.

Teas We have some shipments of Indian and Ceylon Greens and Blacks just at hand. We can give you great values in these.

Sardines We quote:

Mikado ¼ key opener . . . **8½ cents.**

We have other brands of imported sardines, key openers, at less money.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main. 870 "

48 WELLINGTON ST. EAST, TORONTO.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

CANADA is undoubtedly a fruitful country, and yet Goldwin Smith observed with truth that we produced here more politics than any other product per acre. It is said, give a Kentuckian a plug of tobacco to chew, a biscuit box to sit on, and a political opponent to argue with, and he is provided for for a whole day at least. From this we must take it that political interest is a marked characteristic of our race wherever found, and it will be found no less powerfully developed in the well-educated than in their less learned fellows.

* * *

The proof of this last assertion was once more given when, on Wednesday, Oct. 7th, Mr. Talbot, of Bellechasse, continued the revelations begun by Mr. Marcil, of Bagot, with regard to the G.T.P. petitions referred to in our last issue. He was cheered by his fellow Liberal members for making disclosures of conduct so disgraceful that silence would have been in better taste, silence that would undoubtedly have prevailed in affairs of private life, but which was broken because of the heat of party feeling, partisans seeing an advantage for themselves, and rejoicing in that rather than sorrowing in the disgrace to our political life as carried on apparently with organized effort and strong financial backing.

Mr. Talbot said in part: "Wholesale forgery has been committed by over zealous partisans, urged by unscrupulous but important newspapers of Montreal. These petitions contain the names of mere boys, names of people who live in the United States, names of people who have been dead for years, names of people who ought to be in lunatic asylums, names of people who, owing to their advanced age, are absolutely irresponsible, names of people who knew nothing of these petitions, and of people who when asked to sign absolutely refused."

Can anything more outrageous well be conceived? The right to petition Parliament is one of the most ancient and valued recognized by the British Constitution. True, owing to abuses in the past much more venial than those herein charged, the importance of petitions has been greatly minimized, but still they have retained no mean place in our constitutional machinery. If the perpetrators of such outrages as these are allowed to remain outside the prison walls, petitions in the future will be simply scoffed at, and impudent effrontery in public life encouraged. Nor is this the only aspect of the case. Even to-day it is difficult very often to induce our best citizens to enter political life, because of the unsavoriness of its surroundings—its intrigues, its trickiness, sometimes its foul corruption and dishonesty. In the United States this has become the rule, fortunately with us so far at least it is the exception. If such practices as these are to continue, we will in turn find ourselves in the same position as the United States—politics entirely given over to "professionals," with all that such "professionalism" implies.

In this particular case consider for a moment the hard place in which Mr. Borden, Mr. Clarke, Col. Tisdale, Mr. Brock and a score of other Conservative members find themselves. These men are the soul of honor, and yet these petitions are presented to check a scheme which they are opposing, and for them they will be in a measure held responsible, not responsible exactly, the members who actually presented the forged petitions will have to bear that, but associated with them, which is surely bad enough. Such tactics in a country like Canada, which has still that valuable asset, a public conscience, invariably come back on the heads of those who employ them, so that even from the standpoint of party expediency they are a miserable failure, and the charge of stupidity must be added to that of dishonesty.

* * *

We have referred to the fact that the Liberal members cheered Mr. Talbot, and we have reflected on their good taste for doing so. We credited this mistake on their part to the strength of party feeling, which we said was no less strong in the better educated than in the masses. Speaking of the latter, the writer was once present at a political meeting where one of the speakers assured his audience, which was largely made up of political opponents, that the Government which he was supporting had a surplus of several millions of dollars, and was in a most prosperous way financially. This announcement was received in silence, as was his assertion of great undeveloped natural resources; but when the rival orator assured the very same people that they had been plunged deeply into debt by the Government in question, and that their undeveloped resources were merely in the imagination and not in existence, this dismal picture was cheered with much apparent satisfaction and enthusiasm.

Of course, the feature of the week has been the passing of the Supplementary Estimates and the bringing down of the railway subsidies. The Conservatives say that the large amount of each is a sure sign of an approaching general election, while the Liberals do not admit the soft impeachment, but speak of the very rapid development of the country and the large outlay necessary to provide facilities for new neighborhoods and the increasing wants of old ones.

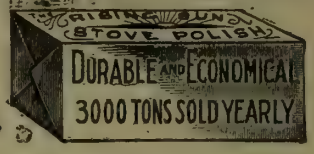
However this may be, the Conservatives seem really to expect an appeal to the country before another session of Parliament, and many, though not all the Liberals, are of the same opinion. Should it come, the chances are that a Winter campaign with all its attendant hardships would be thrust upon the poor politicians. Endless drives along the side lines through mud, through snow banks, in all sorts of inclement weather, and then an election day at last, upon which many voters, taking Canada as a whole, would necessarily be weather-bound, introducing still another element of chance into that conflict which Sir John classed with a horse race for the uncertainty of its issue.

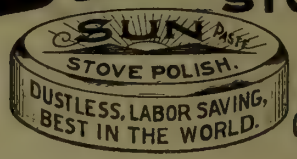
* * *

The older members dread the prospect exceedingly. To a man who has already lived the three score years and ten and who is now drawing on the bounty of nature, so to speak, for his continued existence, a Winter campaign is a risk for which the life insurance companies should charge an extra premium as much as for active service in war, or a visit to a country of unhealthy climate. Fancy the school-house meeting; small room with a stove burning furiously, with a crowd of eager men, with a coal-oil lamp or so, and with a final heat of somewhere from 85 to 95. In this a man has to speak for an hour or two, and speaking warms the blood of the speaker at least, even if it fails to warm also, as it is intended to do, the blood of the listener. Then at last the meeting is over, and, thoroughly heated through, the unfortunate "spell-binder" betakes him to his cutter and drives perhaps ten or twelve miles through the bitter cold of a mid-winter night—result, pneumonia, with an even-up chance for life or death. Let the prosperous merchant who cons these pages think twice before he allows himself to be tempted from the calm and comfort of successful commercial life into the heart-burnings and hardships of politics, deceived by their glamor, coaxed

RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE





IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

by the importunities of well-meaning friends who assure him of his great popularity, and that he is the only man who can carry the riding.

* * *

But to return to the supplementary estimates. Of course, the main expenditure is in connection with public works. Each little community presses for this, that or the other expenditure which, by petition or deputation, it asserts, is absolutely necessary and justifiable. Of course, say these special pleaders, we are against a large expenditure, we are economists of the most pronounced character, but we only ask $10,000, and, you see, in our case it is in the general interest of Canada that so prosperous a community should receive the government aid necessary to its proper development. And so, perhaps with a whispered word as to political results (this last not the least potent with any government), the $10,000, small sum that it is, is promised. But what a surprise! When this $10,000 is added to the other ten thousands promised throughout this great, big land of ours, we are startled by a total of millions —the sum which confronts us now.

There is no escaping the conclusion that in a young country, rapidly developing, with numerous requirements, expenditure will be large under any government, always provided times are prosperous and the revenue abundant. The Opposition of the day invariably enters solemn protests against the "extravagance" of the Government, as evidenced by the "enormous" total, and just as invariably refrains from challenging by a recorded vote any particular expenditure as it comes up in committee for fear of losing political prestige in the community which is seeking the grant.

In the nature of these grants this session there is nothing at all unusual—public buildings, piers, wharfs, light houses, etc., the same old things, but in larger measure. True, poor Captain Bernier has tried to introduce a new element in getting a grant for a Canadian expedition to discover the North Pole. But the captain has met with a reception to which the icy blast of the Arctic Circle would seem but a Summer zephyr. He forgot in his calculations that there is as yet no vote to be conciliated in that far away quarter of Canada, so his application must be pressed some other day. We have not time to consider it just now.

In saying that this year's vote is about the same as usual, we must except the vote on the militia, which has at last assumed fair proportions. When at the Colonial Conference in 1902, the Canadian representatives were pressed by the British Ministers to endorse a scheme by which a considerable force would be organized in the colonies for Imperial service, subject to the control of the British Government in case of war, the colonies, headed by Canada, objected to this scheme as a surrender in a measure of the powers of self-government. We will agree, said they, to improve our own defensive forces, and to this end will gladly receive the advice of experienced Imperial officers, but the disposition of the force must be ours, in war as in peace.

Lord Dundonald certainly ranks as "an experienced Imperial officer," and he has been most busily engaged since his arrival in Canada in formulating with the Minister of Militia a scheme for militia betterment. Thursday's session was entirely occupied with an exposition by the Minister of this scheme, with the criticisms called forth from other members of the House, and in voting the money necessary to make a beginning of it. While at present we have rather less than 40,000 stand of arms, with a requirement of not less than one hundred thousand, under the plan adopted, and as a rifle costs twenty-five dollars, it will at once be apparent that a very considerable sum of money is necessary to put matters on a better basis. Then there is the artillery, both field and garrison, for which more and newer guns are required, to say nothing of clothing and other military stores. For all these purposes a vote of $1,300,000 was asked, and it speaks well for the general acceptability of the measure that not one voice was raised against it, while the only complaints heard were from some honorable gentlemen who wanted a somewhat larger vote in order that the pay of the militia might be increased from its present rate of fifty cents a day to something nearer the current wage in other employment.

Lord Dundonald's plan contemplates a force of one hundred thousand men, of whom sixty thousand will be liable for active service only, with no compulsion to attend camps of instruction, but with a rifle for each man and a fair measure of instruction in its use. Of the remaining forty thousand all the city corps will drill each year at headquarters as is the present custom, and of the country regiments about half the strength will be called out for training.

CANADA'S CONSUMPTION OF TEA.

A correspondent writes to THE GROCER asking us to publish the consumption of tea per head in Canada and, if possible, by provinces. The statistics by provinces are not available, but by reference to the Trade and Navigation Returns for the last fiscal year the following interesting information has been gleaned :

	Lbs.
Tea imported under free list	18,008,331
Tea imported dutiable	611,776
Total imported	18.620,107
Total exported	1,859,820
Net tea consumed in Canada	16,760,287

Population of Canada by last census, 5,338,883.

Average consumption of tea per head in Canada for the fiscal year ending June 30, 1903, 3.139 lbs.

AMERICAN RICE TRUST.

American grocers are being asked to take shares in a combination of southern rice growers and promoters, who have organized a concern incorporated under the laws of New Jersey, with $6,000,000 capital. Shares are placed at $5 each. The company is said to own 15,000 acres of land and expects to buy more.

A Few Seasonables Just To Hand:

Shinola Boot Polish, Black Beauty Boot Polish, Ash Sifters, Puddine, McEvoy's Honey, New Currants, New Raisins, New Peels, Bollman's Vinegar, Burnett's Coffee Clear, English Rock Candy.

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Jersey Cream Yeast Cakes.

Always Reliable.

Best in Canada.

Social Teas
Social Coffees
Social Cocoas

Always give the best satisfaction.

Jersey Cream Baking Powder

Absolutely pure.

Best in Canada.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

LUMSDEN BROS., Hamilton and Toronto.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Lovely Spanish AND Smyrna Fruits

at tempting prices. Now is the time to get in before our stocks are broken up.

Boxes "Rein's" Choice Clusters.
Boxes "Rein's" Choice Clusters, each 28 - 1s Cartoons.
Boxes "Rein's" Dehesa Clusters.
Boxes "Rein's" Cock Brand Shelled Almonds.
Boxes "Solari's" Eleme Figs, 10s.
Boxes "Solari's" Eleme Figs, 14-oz. Glove boxes.
Boxes "Solari's" Finest Figs, each 24 - 1s Cartoons.
Boxes "Solari's" Pulled * Magnum, extra choice, each 28 lb.
Boxes "Solari's" Imperial Sultanas.
Boxes "Solari's" Royal Sultanas.

JAMES TURNER & CO.

Wholesale Grocers, = = = = HAMILTON.

IN STOCK
NEW CROP
SELECT VALENCIA RAISINS
CANDIED PEEL
LEMON, ORANGE and CITRON PEEL.
Thos. Kinnear & Co., 49 FRONT ST. EAST, Toronto.

"NOTHING BETTER."

NOTHING WILL BE IN GREATER DEMAND WITH YOUR TRADE THAN

MacLAREN'S IMPERIAL and ROQUEFORT CHEESE

DO YOU SEE THE CONNECTION ?

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
MANUFACTURERS AND AGENTS, - TORONTO.

S. PRICE & SONS, LIMITED.

LETTERS patent have been issued creating and constituting Stephen Price, Arthur Price, Thomas Price, Harry Price and George Price, all of the city of Toronto, dairymen, a corporation for the purposes and objects following : (a) to produce, buy, sell and deal in (1) milk and cream and all beverages, food compositions and supplies into which milk and cream or any of their products enter, (2) mineral, aerated, distilled and other waters and (3) meats, foods, beverages, compositions and supplies, and all products of the farm and dairy ; (b) to purchase, lease, maintain and operate farms, mineral springs, stores, shops, restaurants and marts for the production, storage, distribution and sale of the above mentioned products ; (c) to acquire as a going concern or otherwise the business and the assets and good will of any persons, firms or corporations carrying on any business which the company hereby incorporated may be authorized to carry on ; and (d) to acquire, hold, buy and sell shares, stock, etc., in other companies having similar objects. The corporate name of the company is to be S. Price & Sons, Limited. The share capital of the company is to be $50,000, divided into 500 shares of $100 each, the head office of the company to be in Toronto, and the provisional directors the men mentioned above.

INVITED TO NEW YORK.

Mayor Cook, the aldermen, grocers and bakers of Ottawa, who a few months ago entertained the Clique Tourists of New York, have been invited to be the guests of the Clique Tourists and the grocers of New York and Brooklyn at the Sangerbund Hall, Brooklyn, on the 29th inst.

Business Changes

ONTARIO.

McCUAIG, CHENEY & CO., general merchants, etc., Vankleek Hill, have disposed of their tinsmith business to Fred Gaudreau.

H. M. Tudhope, grocer, Wingham, has sold out.

Thomas Hayes, grocer, Wallaceburg, has sold out.

James Buckley, grocer, Wingham, has sold his business to James McKelvie.

John McMartin, hotel and grocer, London, is closing out his grocery business.

J. W. Desjardin, general merchant. Plantagenet, has assigned to Alex. Langlois.

Shushack Bros., general merchants, Wilno, will now be styled Shushack & Yerick.

Marion & Cunningham, grocer sundries, etc., Ottawa, have dissolved partnership ; M. J. Marion will continue the business.

J. T. Newton, general merchant, Milberta, has assigned to A. N. Morgan ; a meeting of the creditors will be held on the 19th inst.

QUEBEC.

A. Boyer, groceries and liquors, Montreal, has sold out.

Marchand & Trottier, grocers, Shawenegan Falls, have registered.

T. Lemyre & Co., general merchants, Grandes Piles, have registered.

Francois Monette is starting a grocery and liquor business in Monette.

Chas. Lapierre is starting a grocery and liquor business in Montreal.

Poirier & Marty, grocers and butchers, have registered in West Shefford.

Deslaurier & Co. have sold out their grocery and liquor business in Montreal.

The assets of the general store business of Nap. Belanger, Plessisville, have been sold.

The assets of the general store business of M. Goldenberg, Grand Mere, are to be sold.

A. D. Spear, general merchant, St. Adolphe de Howard, has assigned to Gagnon & Caron.

The assets of the general store business of Abraham Le Page, Rimouski, were sold on Oct. 14.

Napoleon Laroche, grocer, Quebec, is giving up business and advertising stock for sale.

Theriault & Theriault, general merchants, Griffin's Cove, are offering to compromise at 30c. on $.

Richard & Frere, grocers and butchers, Montreal, have dissolved, and R. P. Laroche and A. E. Neveu have registered.

PRINCE EDWARD ISLAND.

J. E. McDonald, general merchant, etc., Cardigan, is deceased.

NOVA SCOTIA.

I, C. Hipson, general merchant, Bear Point, has assigned and the business will be discontinued.

MANITOBA AND N.W.T.

Kinkade & Dallin, general merchants, Frobisher, have dissolved partnership.

Smith & McKim, general merchants, Blackfalds, are asking for a partial extention.

Schofield & Co., general merchants, Cowley, have sold their business to Knight & Cook.

BRITISH COLUMBIA.

Gammie & Gordon, general merchants, Kelowna, have dissolved partnership.

A. Skojeski, general merchant, Fernie, is removing his stock to Sirdar.

M. Skojeski, general merchant, Sirdar, has succeeded A. Skojeski.

UPTON'S
JAMS, JELLIES
and
MARMALADE

ARE THE EQUAL OF ANYTHING OF THE PRICE ON ANY MARKET, DOMESTIC OR IMPORTED.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

We offer exceptionally good values in

MOLASSES

Barrels and Half-Barrels

PRICE LOW.

—ALSO—

"FALCON BRAND"
CHOICE BAKING MOLASSES
in 2-lb. and 3-lb. Tins.

THE
Davidson & Hay,
LIMITED,
Wholesale Grocers,
TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Government Creameries in N. W. T.

PROFESSOR J. A. RUDDICK, assistant dairy commissioner for the Dominion Government, in conversation with a representative of a Winnipeg paper recently, had the following to say of the dairy interests in the Northwest :

"On October 1 the output of the Northwest creameries exceeded that of last year by 100,000 lb. The increase has been mainly in Alberta. This year all our butter has gone to western markets or to the Orient. We have not exported any to the British markets, whereas last year we exported five carloads. The exhibit of dairy products at the Japanese fair at Osaka was an excellent advertisement and has already borne fruit ; we have two customers in that country as direct results of that exhibition. The trade in butter for the Orient is for the European resident there and not for the natives, and we have hope of working up quite an extended trade with warships touching at Nagasaki for coal. It is a good thing that this trade with the Orient has been opened up by the Government creameries as it requires some financing, and could scarcely be handled so well by private enterprise ; as it is necessary to have every facility for studying the market and also to be in a position to ship at once on receipt of a cablegram. Take the trade with the warships ; they sometimes stay two weeks at this coaling station and in that time it would be possible to get a supply of fresh butter to them from the coast. Part of the butter, especially in the Summer months, went forward in tins, but we are also shipping a considerable quantity in boxes of assorted sizes and it stands the journey very well and has been reported in very good condition on arrival. The Yukon trade is increasing and we have shipped to that point in boxes also.

"We are finding the plan of collecting the farmers' eggs and holding them for storage an excellent one. It worked well in the first season and has improved ever since ; but we find the greatest improvement in the eggs this year. Our plan is as follows : Each creamery patron has a number and this number we require him to mark in pencil on the eggs. No driver will accept the eggs without the number being on. These eggs are held at the creamery for a short time and then sent to the storage at Calgary. There all the eggs are examined and classified by an expert who has the egg lists in front of him and every farmer is credited with the exact number of each classification of eggs he has sent. We advance 15c. per dozen on the eggs at the time they are received and later the farmer gets the balance, according to classification. This year the average price to the farmer will be just about 20c. per dozen for the season, and we will have handled about 30,000 dozen. Last year we handled 21,000 dozen and the town of Calgary consumed the whole lot. We find that first-class eggs greatly increase the consumption, and it will be some time before this trade could possibly be crowded, because there is a market in the Kootenay and an ever-growing market in the Northwest Territories."

Frankfort Sausages.

The following directions for making the well-known "Frankforts" is given by The Butchers' Advocate : Take 25 lb. of pork, from very young, light pigs. The meat may be taken from the forelegs, the neck or the breast, and before weighing should be freed from all bones and outside skin, and then hung up to cool. The proportion should be two parts lean to one part of fat. Mince the pork into pieces about the size of a hazelnut, add ¾ lb. of salt, ¾ oz. of white Singapore pepper, ½ oz. nutmeg, and mince the whole, turning it often and continually cleaning the knives, adding a quart of water gradually while mincing. If very stiff, more water may be added. Then mince the mass into pieces the size of barley grains, and divide it all into chunks of the size required for each sausage, and throw them from hand to hand two or three times without kneading at all. Then prepare the filling machines, taking care always to fill the cylinder very full of meat, so as to leave no room for air. Put the meat into narrow pig skins, filling them very full, then turn each end up and tie the two ends together in pairs, weighing from four to five in every pound. Hang the sausages on clean smoking sticks and let them dry for five or six hours, then hang them pretty high up in the smoke house. Smoke with fresh oak, with an equal temperature of 72 to 78 degrees. Let them hang until they have a red-yellow color, which will be in about 10 hours.

Provisions in Trinidad.

Gordon Grant & Co.'s commercial review, dated September 10, Port of Spain, Trinidad, reports :

All hog products are in supply with a very small business passing. For ribs, loins, tails there is some inquiry, but short-cut pork and heads are in overstock and barely moving. Family beef is still much in excess of actual requirements, and there is not likely to be any improvement in values for some time. There is but a limited demand for Morlaix butter, which continues to be offered at $11 for old and $11.50 to $11.75 for new crop. Supplies of both are still largely in excess of requirements. Cheese is almost unsalable, the recent heavy arrivals, principally from Canada, having glutted the market.

English Potted Cheese.

A Windsor despatch announces that Mr. E. Harris, of Montreal, has been in that city looking for a suitable location for a wholesale cheese establishment. It is said to be Mr. Harris' object to make Windsor the headquarters for supplying Ontario with potted cheese manufactured in England.

New York's Meat Bill.

New York is the greatest meat-eating centre of the country, if not of the world, says The New York Times. There are in packing houses, butchers' shops and cold storage rooms about 3,500,000 lb. of beef on the average all the time, with 6,000,000 lb. of pork and 500,000 lb. of mutton and lamb. Roughly speaking, the city eats about 20,000,000 lb. of meat a week. A day's supply of pork averages 2,000,000 lb. and of lamb and mutton 250,000 lb. Most of this meat is killed and dressed in the West and shipped in refrigerator cars. The modern movement to make New York's meat free from all

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

The Hunting Season

Opens Nov. 1st.

We can supply you promptly with requirements for parties going into camp.

FEARMAN'S ENGLISH BACON, unequalled in quality.

"THREE STAR" HAMS and BACK BACON.

LARD, in 3-lb., 5-lb. and 10-lb. pails.

CREAMERY BUTTER, in 10-lb. Boxes.

STILTON CHEESE, 10-lb. each.

ORDER EARLY.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots

The Park, Blackwell Co., LIMITED

PORK PACKERS,

TORONTO, ONT.

contamination is not a simple problem, but much has been accomplished. The ideal method will come in a few years, when the fresh meat will not be exposed to the air at all nor handled by ungloved hands from the time the animal is killed untll it reaches the kitchen.

Cheese Markets.

London, Ont., Oct. 10.—Seven factories offered 510 boxes colored and 280 boxes white cheese; 180 colored sold at 10¾c.; bids, 10½, 10⅝, 10 11-16 and 10¾c.

Belleville, Oct. 10.—At our Cheese Board to-day 31 factories offered 2,355 boxes of white and 200 boxes of colored cheese. Sales were as follows: Watkin, 120; Grant, 160; Magrath, 100; Brenton, 280; all at 10¾c.; balance sold on curb at same figure.

Watertown, N.Y., Oct. 10.—Cheese sales, 4,200, at 11¼c. for large and twins; 11¼ to 11⅜c. for small singles.

Cowansville, Que., Oct. 10.—At the weekly meeting of the Eastern Townships' Dairymen's Exchange here to-day 36 factories offered 1,625 boxes of cheese; 19 creameries offered 1,068 boxes of butter. Cheese sold at 10½ to 10 9-16c.; butter at 20½ to 21⅛c.

Canton, N.Y., Oct. 10.—Twin cheese, 11¼c.; butter, 20½c.

Cornwall, Oct. 10.—At the Cornwall Cheese Board to-day 1,802 boxes were boarded. All sold except 150 boxes; 600 boxes brought 10⅞c., and balance went for 10 13 16c.

THE PROVISION MARKETS.

Toronto.

The provision market is showing a firm tone. Medium hams are very scarce, and the same may be said of backs. The brisk trade in fresh loins is said to be the cause of the shortage in loins. Lard is off slightly since last week, and dressed hogs have shown a decided decline in value. Other prices are maintained without change. We quote:

Long clear bacon, per lb	$ 0 10½	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 12
Medium hams, per lb	....	0 15
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	....	0 16
Heavy mess pork, per bbl	19 00	20 00
Short cut, per bbl	21 50	22 00
Shoulder mess pork, per bbl	16 00	17 00
Lard, tierces, per lb	0 09½	0 09½
" tubs "	0 09½	0 09½
" pails "	0 09½	0 10
" compounds, per lb	0 08½	0 09½
Dressed hogs, light weights, per 100 lb	7 25	7 50
" " heavy " "	7 00	7 25
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

Montreal.

There is nothing special to add to our report of last week. Prices as given in our last issue are unchanged. We quote:

Heavy Canadian short cut mess pork	$19 00	$20 50
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 13	0 14
Hams, per lb	0 12½	0 13

There are no changes in lard. We quote:

"Boar's Head" brand	....	0 08½
Carloads, less	....	0 00½
60-lb. tubs, over tierce	....	0 00½
20-lb. tin pails, "	....	0 00½
20-lb. wood " "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01
Pure lard, in pails, 20 lb	....	1 85
" in tubs, 50 lb., per lb	....	0 09½
" in tins, per lb.	0 10½	0 10½

IF YOU DON'T

stock it, others do, and you are losing trade.

"Reindeer" Brand

Condensed Milk is the oldest brand on the market, and still retains its position ahead of all others. Don't buy in large quantities.

THE TRURO CONDENSED MILK AND CANNING CO., Limited, TRURO, N.S.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

NEW FRUITS, Etc.

Per ss. "Georgia." We have taken into stock a carload of choice, re-cleaned Currants, comprising Filiatras, Amalias and Vostizzas, in cases and half-cases, which came to hand last week, and we are booking orders for present and future shipment at prices that you will find interesting.

Per ss. "Philadelphian." Also a large shipment of Crosse & Blackwell's goods.

Per ss. "Federica." A shipment of Trenor's Blue Eagle Selected Valencia Raisins. We have a further shipment of Valencia Raisins to follow and can name a very low price for delivery in about six weeks.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

The Modern, Up-to-date 20th Century Grocery Store Has

everything arranged to save time in handling, weighing, measuring. Everything put up in package form, everything clean, bright and temptingly put up.

Why not handle GILLETT'S Pure Cream Tartar

put up in handsome

½lb. and 1lb. **Screw-Top Cans**——**also** ¼lb., ½lb. and 1lb. **Paper Packages**—**the** handsomest packages, and the **purest** and most reliable goods on the market.

They show you a splendid profit. Ask your Jobber for them.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

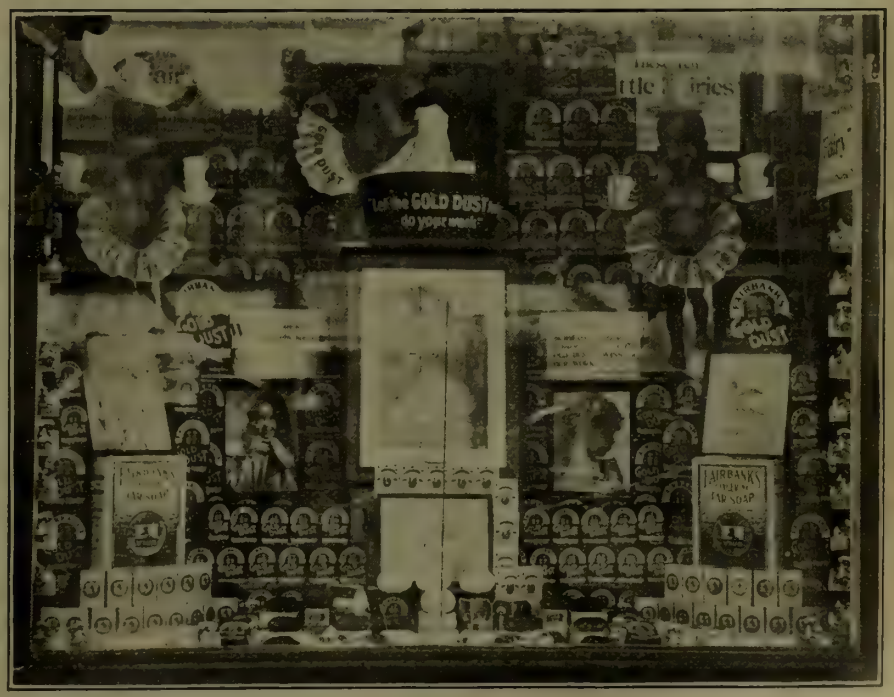
73-75-77 Colborne Street

Telephone Main 2491. Toronto.

THE accompanying Window Display of the N. K. Fairbank Co's products is in the store of Mr. J. A. McKerchar, Winnipeg, Man.

Merchants interested in this equipment will be entitled along with it to goods which have a retail value of $5.00, in payment for the use of their window for a period of 30 days.

The proposition is one which absolutely insures the sale of the goods and pays a profit of about 60 per cent. as well as being a great trade attractor. Over 200 merchants have accepted this offer.



THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

DAIRY PRODUCE.

Toronto.

BUTTER.

Stocks are light with receipts not large, as against a very fair demand. It is difficult to secure first-class dairy and any offered is readily taken up. Creamery has maintained firmly the prices last quoted, and dairy has shown a strengthening in all grades.

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 21
Dairy rolls, large	0 17	0 19
" prints	0 16	0 17
" in tubs, best	0 12½	0 14
Under qualities		

CHEESE.

The market is again easier this week, as shown by quotations on cheese boards The recent inflation was not warranted by the condition of the market, and with the present reduction prices have probably reached their normal level, although a cable on Tuesday reported a further decline of a shilling on the English market. It might be of interest to note that for the week ending Oct. 5 the exports of Canadian cheese from Montreal and Portland totalled 108,877 boxes as against 26,264 boxes for the corresponding week last year. We quote :

	Per lb.	
Cheese, large	0 11½	0 11¾
" twins	0 12	0 12¼

Montreal.

EGGS.

There is nothing special to add to our report of last week. There has been active demand throughout the week for eggs of all kinds and the local market has been very firm throughout. Prices cannot be said to be higher although the market is in the sellers' favor. The small quantity of fresh eggs now offering, and the almost certainty of a constantly increasing demand, makes holders very independent. Advices from England are of a firm tendency, which also has its effect upon the local market. Pickled eggs now on the local market are quoted at 18 to 19c. For strictly new laid eggs as high as 21 to 22c. has been obtained. Selected stock is quoted at 20c., while for the ordinary common stock the price is 18c.

BUTTER

The market continues steady, although concessions on the part of sellers are said to be obtainable from last week's quotations, which we give again this issue. Factory men report that the make is falling off very rapidly. If receipts continue to decline there will not be much more butter coming forward than will be equired for the local trade. In any case the present prices are said largely to be due to local jobbers buying for their current trade, rather than for any export demand. The U. S. prices for creamery are considerably lower than are the Canadian and importers have been buying U. S. creamery in preference to the Canadian on account of the difference. Some Eastern Township creamery is quoted at 22c.; August butters are quoted at 20 to 21c.; held 19 to 19½.

CHEESE.

During the past two weeks the market has sagged from 1 to 1½c., and even at the lower prices the export demand is light, as is usually the case on a declining market. Recent rains will no doubt help pastures and sustain the present rate of production. Prices locally in a jobbing way are 11½ to 12c.

Provision Notes.

Sir Thomas Lipton is said to have disposed of his whole packing house interests in Chicago to a combine composed of rival packers, who will either completely change the management of the concern or close it down altogether.

A SHREDDED WHEAT LUNCHEON.

A complimentary luncheon was tendered the Toronto Press Monday noon by The Natural Food Co., at their offices, 32 Church street, Toronto. Manager Hewett, with radiant geniality, presided over a daintily spread board, and the men of the press were surprised and delighted at the various appetizing ways in which Shredded Wheat Biscuits and Triscuits could be served.

The menu called for tomato soup and meat sandwiches, oyster pates and cheese points, fruit salad dressing, olives, cafe noir and salted nuts, Shredded Wheat Biscuits or Triscuits forming the base o most of the dishes.

At the conclusion of the luncheon Mr. Humble, Toronto representative of La Presse, expressed the appreciation of the guests in a most eloquent and finished manner.

Among those present were : Messrs. J. A. Cooper, of The Canadian Magazine ; Nicholson, of The Globe ; English, of The Telegram ; Aikens, of The Star ; Humble, of La Presse ; Harris, of Saturday Night ; Anger, of The Canadian Churchman, and Gillies, of THE CANADIAN GROCER.

The luncheon was prepared by Misses Fluker and Reynolds, graduates of the Oread Institute of Domestic Science at Worcester, Mass., who have been attached to the company's staff. The services of these young ladies, together with refreshments, are placed at the disposal of churches and mistresses of households contemplating giving teas.

This is the third in a series of luncheons given by The Natural Food Co., who have thus hit on a most convincing manner of demonstrating the merits and possibilities of their products.

TEA REPORTS.

William James & Henry Thompson, writing from London, October 1, say : Reports of bad flushing weather continue from Ceylon, and the shipments thence for September, 5,500,000, make the reduction since June 1 over 5,000,000 in supplies available for the United Kingdom, or 7,000,000 for the nine months of this year.

INDIAN. — The demand noticed last week has been maintained, the buying being well spread over the trade both at home and abroad. There has been a general improvement in values of good tippy brokens, showing advance of 1 to 2d. on prices ruling early this month. Teas for price are lower. Importers feel statistical position hardly justifies the decline. Advices from Calcutta report a rather easier tendency.

CEYLON.—Offerings have been smallest for some time, and met with keen competition for nearly all grades, common qualities forming the exception, but even these were in the main steady.

CHINA. — Little change to report ; business has been on a reduced scale, but prices are quite maintained for all common to fair blacks from 4½ to 6d. per lb.

McMeekin & Co.'s notes for the month of September are in part:

INDIAN.—Tone of market has at no time during month been very active except for specially good teas, buyers being unwilling to go into stock. The average sale price for the month, however, was 8d. per lb., against 7½d. per lb. for the corresponding month last year.

CEYLON.—A moderate improvement in quality; at the same time a gradual diminution in the volume of the offerings. The average of public sale prices for the month was 7¼d. per lb., as against 6½d. for the corresponding month last year.

WILL FIGHT THE ICEMAN.

Cleveland, Ohio, grocers have organized a $200,000 company to supply retailers direct with ice and coal. The company has been formed as the result of the exorbitant prices grocers have been forced to pay for ice and coal in the past.

IN STORE—GET OUR QUOTATIONS ON—NEW SEASON'S

EXTRA QUALITY—10, 20, and 50-lb. BOXES GOOD, FINE, CHOICE AND FANCY

Eleme Figs—Sultanas

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS, TORONTO.

THE SALT SITUATION.

Editor CANADIAN GROCER:

Sir,—Referring to article in a recent issue of "The Canadian Grocer" headed "The Salt Situation," I beg to say that this company is neither directly nor indirectly connected with any other salt manufacturer, and is not a member of what your correspondent terms a "combine," therefore I cannot speak of anyone but ourselves.

Unfortunately we have not been able to supply our customers promptly, but the cause is far beyond our control. We were idle for five weeks, as it was impossible to get fuel delivered, although purchased at more than three times the ordinary cost; in addition, extensive alterations and additions, which should have been completed last May, are just nearing completion now, owing to the fact that iron and copper could not be procured by the contractor early enough to enable him to finish the work at time specified. As these alterations interfered with the existing plant, our output was reduced by more than a third, hence the delay complained of.

Is it fair we should be punished for the failure of the mines and railways to deliver fuel to enable us to make salt, or to enable foundrymen to make castings, or coppersmiths cast copper?

We are anxious to make shipments without any delay, and regret the inconvenience caused, but trust in a short time our capacity will be large enough to meet any demand which may be made upon it.

Your obedient servant,
E. G. Henderson, Manager.

The Canadian Salt Co., Limited, Windsor, Ont.

SCOTCH AND IRISH WHISKY.

A VISITOR to the Toronto office of THE GROCER this week was Mr. J. C. MacLean, of Mitchell Bros. Co. and Mitchell & Co., Limited, distillers, of Glasgow and Dublin. Mr. MacLean landed in New York off the Campania, September 12, and has spent the intervening time in calling on the trade of New York, Boston, Montreal and Toronto, having experienced, as he quoted from an American friend he had met, "the time of his life" in Toronto. He was accompanied by Mr. J. H. Calvert, the company's representative for Toronto and West.

The Canadian people, like the Americans, says Mr. MacLean, in taking their whisky high-balls or like concoctions have not cultivated the discriminating taste which is only achieved by the connoisseur who takes his whisky neat. He was, however, very much taken with our country, and reported that Mitchell's whisky, both Scotch and Irish, was meeting with a very satisfactory demand, being found at all the best places. There was a good deal of Scotch whisky used in Canada, and he was of the opinion that the demand for higher-class goods was growing here.

In Scotch, Mr. MacLean mentioned Heather Dew, Extra Specially Cured, and Mitchell's Finest Old Scotch; and in Irish Mitchell's Cruiskeen Lawn and Special Old Irish as being of the right sort.

From Toronto Mr. MacLean left for Niagara Falls, and will take in Buffalo, Detroit and Chicago and most of the large American cities as far west as St. Louis.

He reports very encouraging results from his trip up to date.

E. C. Brochu, general merchant, St. Agathe, was burned out.

Special Sale of Currants

Half-Cases. Cleaned Abroad.

CANNED GOODS. We fill all orders in full and quarantee ***Tartan Brand*** quality.

TARTAN TEAS are a blend of the finest Ceylon and Indian Teas grown.

NEW ARRIVALS—Kippered Herring, Herring in Tomato Sauce, Domestic and Imported.

'PHONE AT OUR EXPENSE, OR WRITE

Market Sure to Advance. ORDER NOW.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

If you examine most packet teas you will readily see they are made up of teas of the cheapest quality.

Not so with

Blue Ribbon *Ceylon* Tea

however. We obtain this tea direct from certain tea estates in Ceylon—the quality is always uniformly the best. Sell it and you will always have your customer's good will.

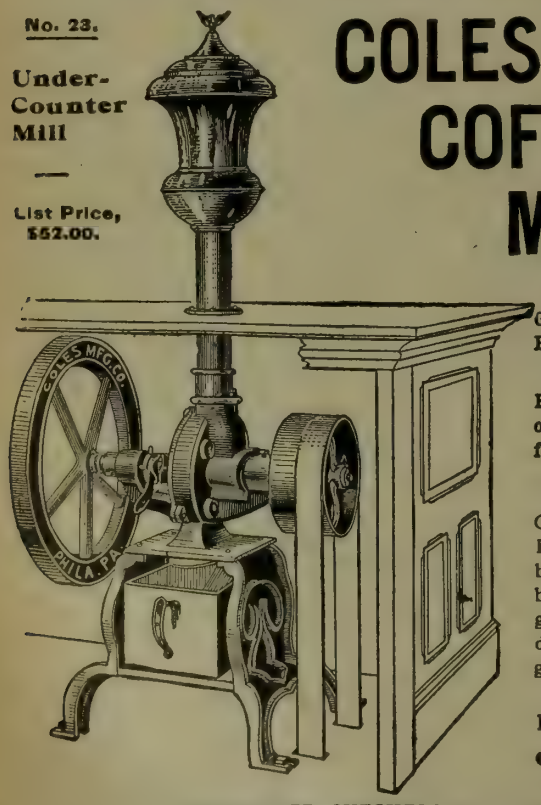
Push the Red Label Brand. Every Grocer our agent.

No. 23.

Under-Counter Mill

List Price, $52.00.

COLES COFFEE MILLS



None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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for you to send in an advertisement for the FALL NUMBER, after this reaches you. We will be able to take new advertisements until Monday, October 19. This is positively the last day.

Don't let your resolve to advertise get "sicklied o'er with the pale cast of thought."

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THE CANADIAN GROCER

Montreal and Toronto

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
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PREFERENTIAL TRADE.

THE papers have been busy since last week with the discussion of Mr. Chamberlain's proposals for a radical revision of the fiscal policy of Great Britain. The contest is growing in interest, and despite the tremendous inertia of settled opinion which he has to overcome Mr. Chamberlain seems to be arousing the most enthusiasm. The man with a positive aggressive policy always commands an admiration and arouses an enthusiasm which is denied to the critic, criticize he never so wisely. His policy, moreover, is one calculated to appeal most strongly to what in no disparaging sense may be called the imaginative class. The unimaginative, hard-headed, pseudo-practical man can see in the preferential proposals only a tax on food, which means dearer bread, which means a smaller loaf for the working man, and is unable to see that there are immediate compensating advantages, and that the encouragement thus given to the production of food in the Colonies would soon enable the latter to produce sufficient quantities of grain to throw the whole burden of the tax on the foreigner.

However much free trade has done for Britain, and it is folly to dispute its benefits, the fact that all the other great powers have adopted protection puts a different aspect on the case. The mere assumption of retaliatory powers would, it should appear, bring about a modification of many of the more outrageous tariff thrusts which have been aimed at Britain by her commercial rivals. Of necessity raw materials must be free if the little island is to remain the workshop of the world, and the by no means indefensible inclusion of foodstuffs among raw materials must still further thicken the mist which is gathering round the perplexed Briton.

In the general wrack of political and economic faiths it would not be surprising should old John Bull turn from the brain-fatiguing crowd of political tonguesters, philosophic golfers and lone furrow orators to the one man who has a great definite programme, and confide his political destiny to the tender mercies of the late Colonial Secretary.

The comments of the British press have continued to be of the same contradictory nature indicated in our last issue. The weakest point in Mr. Chamberlain's plan, as pointed out by THE GROCER last week, was the assumption or argument, as Sir Wilfrid Laurier euphuistically termed it, that the colonies would "arrange their tariffs in the future in order not to start industries in competition with those already in existence in the Mother Country." It is yet possible that this part of the speech may be capable, satisfactory explanation, although comments thereon by the British press would tend to confirm the interpretation put on it here.

In any event such an arrangement is altogether out of the question. We intend to manufacture in Canada everything for which a bountiful nature has equipped us. But we realize that there are many lines we are not in a position to produce ourselves, which we are already importing from foreign countries or which we shall shortly so import.

Along these lines, and they are neither few nor unimportant, must our trade with the Mother Country be developed. Upon these let us increase the preference if necessary, and raise the tariff walls against those countries which exclude our products. Thus can we benefit at once ourselves and the Motherland.

Upon these lines we are thoroughly convinced can be formulated a preferential trade arrangement that will meet the approval of all men of moderation.

DRUMMING UP TRADE.

ONE development of the grocery business that is attracting more attention every day from the most progressive grocers is the winning of new customers. In the cities the grocers have acquired a craftiness in this respect that is worthy of remark. Every reputable means of securing as customers the strangers who may come in for casual orders is adopted. Bargains may be advertised in such lines as flour or sugar or some other lines which will have to be delivered.

In the delivery the fine work is done. The delivery clerk is chosen by the shrewdest grocers with care. He need not be as neatly dressed as the clerk behind the counter. (The nature of his work prevents that). But he must be courteous and, if possible, a good talker. When he takes his parcel he makes a point of seeing the housekeeper if he can, and with his most engaging manner he asks if there is anything more she would like "brought over in a hurry?" If not, would she like him to call to-morrow, or some day later in the week? All attempts may fail; then he departs, but the number is remembered, and some day during the next week or so, when there is some particularly nice fruit on sale, he brings over a basket for her to see at her own home.

In some cases, in the majority of such cases, the customer is not secured, but the average of new customers gained in this way is sufficient to induce the grocer to continue it year in and year out.

Another habit of many city grocers which has, after years of trial, been acknowledged as profitable in every sense of the word is that of calling once, and in some cases twice, each week for orders,

which are delivered the same afternoon or the following day. This "order trade" is considered by some of the largest grocers to be the most satisfactory they do. Customers who send their orders in that way give the bulk of their trade to one man, can thus be depended upon for a certain amount of business each week, and as they trust the grocer as to matters of price and quality, there is little trouble on that score if the grocer knows his business properly.

Methods similar to these have, of late, been adopted in several country towns. A few months ago an enterprising general merchant, after deciding that his grocery business was not what it should be, secured the services of a young man with experience and a full knowledge of the grocery trade. In addition to a liberal salary he was promised a commission on all business secured over and above the past year's total.

The young man canvassed the town thoroughly, from house to house, prepared a series of bargains which at little loss attracted much attention and brought many new buyers to the store. In two years the grocery business done by that firm more than doubled. The new business done at the grocery counter had its effect on all departments of the store, which has, in fact, been given a great impetus by the young man's methods. All over the country more and more attention is being paid by grocers to "drumming up trade." The prophecy is made by some observers that the grocery store of the future will consist of a reception room wherein customers may be seen once in a while, but that the great bulk of the orders will be taken in the kitchen or over the 'phone and that the chief part of the grocery store will be arranged for the most economical storage, packing and delivery of orders.

A FOOLISH ARGUMENT.

"THIS country," said Mr. Ritchie, "must guard against giving the United States any cause for resentment against Great Britain, which would be the case if their neighbors, the Canadians, were allowed to send their wheat into England at 2 or 3s. a quarter less than America could. America would certainly punish Canada."

The above cabled extract from the speech delivered by the ex-Chancellor of the Exchequer, explaining to his constituents the reasons for his resignation from the Balfour Government, has created much surprise and no little indignation in Canadian circles. Such a statement by a responsible British statesman incicates either a poverty of argument or a deplorable ignorance of the condition of affairs on the North American Continent. "Whom the gods would destroy, they first make mad," and it would seem that the gods have marked Mr. Ritchie for complete annihilation, or he would never have had the madness to give utterance to such nonsense. We greatly mistake the temper of the British people if such pusillanimous arguments have the effect upon them which Mr. Ritchie desires. In fact, it would seem that Mr. Ritchie's own constituents repudiated the argument at once, for, if reports be correct, the uproar that ensued threatened to break up the meeting. Unless the hitherto proud self-reliant spirit of Britain has undergone a complete transformation, Mr. Chamberlain must gladly welcome this foolish argument of his opponents.

It is not surprising if some Canadians are asking how it is that Mr. Ritchie was ever considered eligible to fill the high and important position which he has just resigned. There are so many things, which it is evident, he does not know, and which any Canadian school boy could tell him. Some school boy could tell him—for evidently he does not know it—that there is a Congress at Washington which legislates in what it believes to be the fiscal interests of the United States without any consideration of British opinion. A glance at Mr. Balfour's "Economic Notes on Insular Trade" would show him that the average duty on the principal articles of British export to the United States is 72 per cent. Some one should tell Mr. Ritchie that Uncle Sam gives a preference in his markets to the products of Porta Rica, and that Cuba will shortly have a preference in the American markets under the name of reciprocity. Surely, what the United States does, Great Britain is free to do without fear of giving offence. Far from being offended, it may be that Uncle Sam's vanity would be tickled, since imitation is the sincerest flattery. If the American people have any weakness, it is their susceptibility to flattery.

But "America would certainly punish Canada," says Mr. Ritchie. And how, forsooth, would America punish Canada? Surely not by a hostile tariff, for in that respect the United States Government have already done their worst. The addition of a few feet more to the already insuperable tariff wall with which they have hedged themselves about is a matter which we might well regard with profound indifference. In what other way can Uncle Sam punish Canada? It would seem from an explanation which Mr. Ritchie has issued to the press that he has taken seriously the vacuous vaporings of Andrew Carnegie with regard to the possible withdrawal of our bonding privileges. To that idle threat reference has already been made in these columns, and it is scarcely necessary again to refute what no one in Canada or the United States takes seriously and what it is doubtful if the multi-millionaire himself regards as a serious threat. Mr. Ritchie should remember that those bonding privileges are reciprocal, and that the United States stands to lose as much or more than Canada from their withdrawal. To quote a vulgar phrase, Uncle Sam is not likely to "cut off his own nose to spite his face." We are by no means dependent upon American ports or shipping for our access to English markets, and should the American Government take this unkind and foolish step we can survive it as we have survived McKinley and Dingley tariffs.

This fiscal battle must be fought out on its economic and political merits. Canadians are not asking Great Britain to alter her fiscal policy unless she is quite persuaded that it is to her own advantage to do so. Very properly, we think, the Canadian Government are observing a strict neutrality. But so foolish and misleading an argument as that advanced by Mr. Ritchie should not be allowed to pass without a protest from this side of the water.

AN INVITATION.

SUBSCRIBERS to THE GROCER who at any time are in Montreal or Toronto on our day of publication (Friday) are invited to call at our offices and secure a copy of the current week's issue. If on a purchasing trip a glance over its pages may put you in possession of information of very material importance. By no means infrequently do subscribers tell us of having made this or that profitable stroke through information derived from our market reports or from hints thrown out editorially. The grocer who does not keep a keen eye on the markets is not conducting his business intelligently, as the competition of the age demands that he should.

While this invitation is extended especially for the latter end of the week it is by no means confined to that time alone. Our subscribers are always welcome at any of our offices.

MANITOBA MARKET NOTES.

WINNIPEG, Oct. 12, 1903.

Professor J. A. Ruddick passed through Winnipeg on his way west last week, and give some very interesting information on the success of the Northwest Government creameries in opening up a trade in the Orient, referred to at length in the dairy and provision department of THE GROCER.

The creameries are nearly all closing this week, and in a short time it will be possible to give the figures showing the make of the season. From what can be gathered from dealers and buyers the make will be well in advance of last year. Just what the average price has been, it is impossible to say at present.

The indications are that the make of cheese has been smaller, and this, in face of an increasing demand. It is known for certain that five cars of Ontario cheese are already under order, and some of them in transit from the east.

Mr. Wright, who represented The MacLaren Imperial Cheese Co. on the manufacturers' excursion, is reported to have done no end of business in the West.

Many of the manufacturers realized for the first time, that if they only make things good enough there is always a market for them in the West.

The windows which secured first and second prize in the window-dressing competition will appear in the Special Number of THE CANADIAN GROCER, which is issued next week.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

In store with S. J. Major, Ottawa, large shipment of Dubois, Frere & Cagnon brandies, in casks and bottles.

H. P. Eckardt & Co. are selling a good flavored cane sugar syrup in half-barrels at a low price.

S. J. Major, Ottawa, report arrival into stock of fine lines of new salmon, pink and red sockeye, "O-Wee-Kay-No" and "Lion" brand, also pink Alaska salmon. Buyers interested should find values by writing for quotations.

Rowat's pickles in stock with Laporte, Martin & Cie., are offered at taking prices. A full assortment of all grades is carried in stock.

H. P. Eckardt & Co. report a large business doing in Ubero Coffee.

Buyers open for new valencia and loose muscatel raisins are referred to Laporte, Martin & Cie., who say they are ready to sell at interesting ptices.

"Wee Macgreegor," the new breakfast food offered by The F. J. Castle Co., Limited, Ottawa, has pushed into excellent favor. Inquiries are flowing in ahead of the firm's capacity to turn the goods out—It's "graun for the morn's mornin'."

The R. & J. H. Simpson Co., tea importers, Guelph, have recently taken into stock a large importation of new crop Japan teas to retail at 25c.

"Special values in new Eleme figs, 12-oz., 14-oz. and glove-shaped boxes, also 10 and 28-lb. boxes, are to be had," say L. Chaput, Fils & Cie., Montreal.

Simcoe Brand Chicken Soup may be had from H. P. Eckardt & Co.

New Eleme figs, extra choice quality, in 10, 20 and 50-lb. boxes and 1-lb. glove boxes, are in store with The Eby, Blain Co., Limited.

Laporte, Martin & Cie., have a small lot of new Eleme figs in 14-oz. and 10-lb. boxes, which they are selling at very low prices.

W. H. Gillard & Co. are in receipt of another lot of large samples of Paradise and Haycastle currants, of which they expect several carloads in a week ar at latest ten days. They state that this year the quality of Haycastle and Paradise is if anything finer than ever.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, have received large shipments of dried fruits during the last week and report having booked a great number of orders for later delivery.

The Eby, Blain Co., Limited, are quoting low prices on new seeded muscatel raisins in packages. They have a car now in transit, and in view of the recent advance made by the California Seeded Raisin Association, their quotations are especially interesting.

L. Chaput, Fils & Cie. are offering special values in vinegars during the next few weeks. Some 25,000 gallons in barrels and half-barrels are offered, freight prepaid, in any quantity, to any railway station in Ontario, Quebec and the Maritime Provinces.

It will pay you to get prices from H. P. Eckardt & Co. before placing orders for new nuts.

PERSONAL MENTION.

Mr. J. H. Gregg, the hustling young representative of Surprise soap, has had Ottawa City added to his eastern territory. A representative of THE GROCER ran across him in Ottawa last week, and the "Capital City" is now covered with signs declaring the merits of the goods he sells. Mr. Gregg reported very satisfactory orders.

That old veteran, Mr. John Everett, who has for more years than "man knoweth of" declaimed to the Canadian merchants the merits of Christie, Brown & Co.'s biscuits, was in Ottawa last week. John never grows old or tired, but then he says he has "the goods" to sell. John is never without THE GROCER. It comes to his home and he reads it. He says "it's the best that has been."

McGREGOR, HARRIS & CO.

A representative of "The Canadian Grocer" visited the factory of McGregor, Harris & Co. on Monday last and was surprised to note the many improvements recently made in their Pearl street factory. Their office is a model of neatness and comfort and their plant is of the newest and most up-to-date description. Cleanliness in everything appears to be a prime consideration, and the neat and bright appearance of the large staff of employes is fully in keeping with everything else in the building. The products of the McGregor-Harris firm have already an established reputation, the demand for their "Quaker" brand of marmalade being very large in the United States as well as in the home market of the Dominion.

T. Marion & Co., general merchants, Rapide de l'Orignal, are about to remove to Pembroke, Ont.

V. E. Paradis has been appointed curator to A. Lajoie, general merchant, L'Anse au Foin.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Oct. 14, 1903.

GROCERIES.

A GOOD movement in most lines is reported by the wholesale trade this week. In fact, although the busiest season has not yet arrived, this Fall has compared very favorably with last as regards business, and indicates that we are still on the right side of the wave of prosperity. In spite of the trouble at the Soo, orders for the north have not materially slackened. Indeed, generally there is an improved demand for high-class goods. The outlook is regarded as bright. In canned goods the continued fine weather has relieved much of the anxiety about tomatoes, but there has been no change in quotations. A restricted demand is reported for coffee in face of the firm prices. Spices have shown no considerable movement since last writing, but maintain recent firmness. A fair trade is setting in in molasses and syrups at quotations given. In tea a scarcity of low priced is reported with a good demand for India and Ceylon greens. On British market teas of good quality are firm and little anxiety is felt as to excessive supplies. In dried fruits Valencia raisins are quite firm at the advanced prices. California fruit presents no particular feature. Prunes are inclined to be firm and currants easy. Locally the trade is reported as brightening. The sugar market, in which last week a decline of 10c. was announced, is firming to a rise, though no change has been made as yet, the indications being that New York prices will shortly advance, in which case Canadian may be expected to follow.

CANNED GOODS.

The continued fine weather has considerably relieved the anxiety as regards the tomato crop and it is now pretty generally believed that a pretty fair pack will be realized. The outlook for corn is not so encouraging. The high prices which prevail, however, will doubtless seriously affect consumption, for with corn at 90c. and tomatoes at $1.05 to $1.10 three for a quarter leaders will be out of the question. Were not the pack coming on a bare market there would be not so much cause for complaint on the point of supply. Salmon are still difficult to secure. We quote:

Apples, 3's		0 90
" gallons		2 20
Asparagus	2 75	3 25
Beets, 2's		0 90
Beets, 3's		2 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	0 90	1 00
Cherries, red, pitted, 2's		2 20
" white		2 40
Peas, 2's	0 87½	1 40
" extra sifted	1 40	1 50
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's		0 95
" gallon		2 50
Rhubarb, 3's		1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's		1 00
Tomatoes, 3's		1 10
Lobster, talls		3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes		1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s		0 15
" ½'s		0 23½
" Sportsman ¼'s		0 14
" ½'s		0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies		1 00
Kippered herrings, domestic		1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "		18 50
Lunch tongue, 1-lb. "	2 85	3 00
2-lb. "		6 00
English brawn, 1-lb. "	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "		2 20
Soups and Boull, 2-lb. "		1 80
" 6-lb. "		4 50
Sliced smoked beef, ½'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

The coffee situation locally is strong with prices too firm for much trading. Stocks are light with dealers holding back for a fall rather than pay the high prices. An upward tendency is reported from the New York market with strength most marked in speculative circles. We quote:

	Per lb.	
Green Rios, No. 7		0 06¾
" " No. 6		0 07¼
" " No. 5		0 07½
" " No. 4		0 08¼
" " No. 3	0 09	0 10
Mocha	0 23	0 28
Old Government Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

We have this week to report a greatly improved condition in the market. After going to press last week there were sales of centrifugal at 1-32 less than 3 5/16c., but since then the market has recovered this fraction and considerable business has transpired at the former figure, at which refiners are still buyers, but no sellers, holders being firm, and the indications are that next sells will be at a further fractional advance. Sales of raws total over 30,000 bags of various sorts. The apparent reason for the firmness is the improved condition of the European market, owing to the unfavorable weather for the beet crops, and prices there have advanced from 8s.8¼d. f.o.b. Hamburg, October shipment, to 8s. 11½d., and as we go to press, are quoted just fractionally lower, say, at 8.10½d. The weather conditions in Louisiana have also been very unfavorable, and present indications are that the crop will be only 215,000 tons as against 300,000 last year. Receipts at United States four ports for week ending October 7 were the smallest for many weeks, being only 13,276 tons. There was a reduction of 5,000 tons in meltings, which were estimated at 35,000 tons for the week. From these figures it will be seen that the total stocks for the week were reduced by about 22,000 tons, and the official figures are 150,941 tons, over 13,000 tons less than same time last year. Since the first week of July stocks in all hands have gradually been reduced 177,000 tons. All grinding operations have finished in Cuba, and the latest advices indicate that the remaining stock is only 117,500 tons, being 8,500 tons less than previous week. Combined stocks at European and American ports at latest uneven dates were 1,523,441 tons, which is 50,150 tons less than same time last year. It is estimated that these are 185,000 tons afloat to United States ports against 300,000 tons same time last year. Present indications are that the statistical position at Atlantic ports will continue to improve for some time to come. The firmness in raws has communicated itself to the refined market, and all cuts and concessions which American refiners have been making, have been discontinued, and there has been a largely increased demand from the country, the impression being that prices have touched bottom, as the margin between raw and refined ranges from 62⅛ to 67½c. as against 90c. per 100 pounds last year. There is no change to note in the situation locally, prices remaining as last advised, but there has been moderate buying following improved deliveries, and an expectation that Canadian refiners will quickly follow any upward movement in New York. We quote:

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb. "	4 68
" "Domino" brand, 50-lb. boxes	4 73
" " " 100 "	4 63
St. Lawrence granulated	4 18
Redpath's granulated	4 18
Acadia granulated	4 08
Maple Leaf granulated (Berlin)	4 03
Crystal granulated (Wallaceburg)	4 08
Imperial " (Dresden)	4 03
Beaver " (Wiarton)	4 03
Phoenix	4 03
Cream	3 88
Bright coffee	3 88
Bright yellow	3 88
No. 3 yellow	3 78
No. 2 "	3 58
No. 1 "	3 48

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

Spices are holding firm although there has been but an ordinary trade done. New York reports announce that nutmegs are firmer with much higher prices more than probable. The market there is active, with large trading in cloves, nutmegs, pimento, cassia and pepper, with large exports of cloves to London. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 20	0 35
" white	0 23	0 27	Cream of tartar	0 24	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

Trade is reported improved in these lines locally, with a good demand setting in. Offerings of syrups were restricted in

Don't Let Him Catch You!!

THE BAIT MAY LOOK TEMPTING
BUT THE HOOK IS THERE. . . .

Every Grocer's Safeguard

The plausible salesman with the (so-called) "just as good" Tea as "**SALADA**" Ceylon Tea is continually in your path, making all manner of absurd offers and promises, if you will only allow him to unload his burden upon you.

Don't you do it—you have probably quite enough "culls" already on your shelves that were guaranteed (?) to sell well, but didn't.

"**SALADA**" is the most profitable Tea to handle, because it has an established reputation for Quality, selling and pleasing everlastingly . . . and, there being an entire absence of "HOOK" about our ways of doing business, you can never get caught.

A few moments consideration to the foregoing will not be out of place.

Black, Mixed or Natural Green... Sealed Lead Packets Only. Retailing 25c., 30c., 40c., 50c., and 60c., per pound—net weight. Correspondence Solicited. Address: "SALADA," Toronto or Montreal.

Branches at NEW YORK, MONTREAL, DETROIT, BUFFALO, PITTSBURG, CHICAGO and BOSTON.

Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French

"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, ... TORONTO.
MONTREAL, 301 St. James St.,

Celluloid Starch is of the "now." It is the starch that fills a present want. Those of your customers who are worth pleasing will be pleased with

Celluloid Starch

Never Sticks Requires no Cooking.

It is the starch that gives satisfaction to the users and the merchants.

Is it in your stock ?

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

Sell "Quaker"

Marmalade. Made from a Scotch formula; absolutely pure; equal to anything imported; better than any other of domestic manufacture; packed in good-sized glass jars; labelled attractively; and in every respect

A Perfect Marmalade.

No reason under the sun why a perfect Marmalade shouldn't be made in Canada. It is purely a matter of willingness. Costs more of course than the ordinary quality, but there are people who won't use the ordinary quality. "QUAKER" quality was made for the people who discriminate.

We are the people who make the high-class confectionery.

McGregor-Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S
SWISS MILK CHOCOLATE
is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS
WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

Butter Eggs
Poultry Game
CORRESPONDENCE SOLICITED.

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

the New York market, with prices firm and unchanged. In molasses, on the same market, there was a confident feeling manifested from the limited nature of dealers' stocks and the crop outlook. We quote :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 20	0 30
" open kettle	0 45	0 50
Barbados	....	0 45
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

RICE AND TAPIOCA.

Rice is fairly firm and tapioca slightly higher. Both are meeting with a fair demand. We quote :

	Per lb.			Per lb.	
Rice, stand. B...	....	0 03¾	Sago	0 03¾	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06			

TEAS.

The tea market, on the whole, is quiet. There is a scarcity reported in low-priced teas. Japans are in demand but with very few offerings. A fairly good business is being done in India and Ceylon greens, and in medium grade Ceylon blacks of good cup quality. China teas are quiet. In the London market the clearances for the month of September for all teas from the London warehouses as per official returns, were 18,323,525 pounds as against 17,179,860 pounds for the same month last year. Poor teas have been very low, but fine and finest have been strongly competed for, while the best Broken Pekoes, with a good show of tip, have met a keen demand and mark an advance. Excessive supplies are regarded as improbable, as the excess over last season available for the United Kingdom, estimated at about 12,000,000 pounds, can be easily dealt with. We quote :

Congou—half-chests, Kaisow, Moning, Paking	....	0 12	0 60
caddies, Paking, Kaisow	....	0 19	0 50
Indian—Darjeelings	....	0 35	0 55
Assam Pekoes	....	0 20	0 40
Pekoe Souchongs	....	0 19	0 25
Ceylon—Broken Pekoes	....	0 36	0 42
Pekoes	....	0 27	0 30
Pekoe Souchong	....	0 17	0 35
China Greens—Gunpowder, cases, extra first	....	0 42	0 50
" half-chests, ordinary firsts	....	0 22	0 28
Young Hyson, cases, sifted, extra firsts	....	0 42	0 50
" cases, small leaf, firsts	....	0 35	0 40
" half-chests, ordinary firsts	....	0 28	0 38
" " seconds	....	....	0 23
" " thirds	....	0 16	0 18
" " common	....	....	0 15
Pingsueys Young Hyson, ½-chests, firsts	....	0 28	0 32
" " seconds	....	0 18	0 19
" half-boxes, firsts	....	0 28	0 32
Japan—½ chests, finests May pickings	....	0 38	0 40
Choice	....	0 33	0 37
Finest	....	0 30	0 32
Fine	....	0 27	0 30
Good medium	....	0 25	0 28
Medium	....	0 21	0 23
Good common	....	....	0 20
Common	....	....	0 19

FOREIGN DRIED FRUITS.

The last direct steamer for Canada, the Bellona, sailed from Denia on 10th, reaching Malaga the next day. All business for direct shipment in valencias is now, of course, done. No further change in valencias, which are firm at recent advances. Malagas are also dear in sympathy with the high values of valencias and muscatels. In California fruits,

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

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or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

Butter, Eggs, Cheese, Poultry, Fish, Game, —and also—

DRIED, GREEN, EVAPORATED APPLES.

WE HAVE THE BEST MARKET IN CANADA TO GET YOU GOOD PRICES. GIVE US A TRIAL SHIPMENT.

Quick Returns, Capital Fruit & Produce Co.,
Cor. O'Connor and Albert Sts., OTTAWA.

G. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of ...
Skinner's Queensland Turtle Soup
Dealers in ...
Fraser River Canned Salmon
British Columbia Herrings

IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

nothing new has developed, although an advance in seeded is not improbable before long. The currant market has developed a somewhat easier feeling. Prunes show a somewhat firmer tendency, but buyers are very cautious in view of their experience last year. The same situation prevails as to Comadre figs. We quote :

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07 0 08
Patras	0 06½ 0 06¾		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 07 0 08
" selected	0 08 0 09
" selected layers	0 09 0 10
Sultana	0 09 0 13
Californian seeded, 12-oz.	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04 0 05	Fards	0 07½ 0 08
Sairs	0 03½ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04½	60-70s	0 07 0 07½
90-100s	0 04¾ 0 05½	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 04	Elemes	0 08 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

COUNTRY PRODUCE.

EGGS.

Receipts are slight and stocks of fresh-laid eggs are light. The demand for the latter has been very good. Pickled eggs are being sent forward quite freely in filling earlier orders. Prices have firmed up to an advance of a cent for both strictly fresh and candled stock. We quote :

Strictly new laid, per doz	0 22 0 23
Candled eggs, per doz	0 19 0 20
Pickled eggs, per doz	0 17

HONEY.

There has been no change in the honey situation since last writing. Prices contioue steady at former quotations. We quote :

Extracted clover, per lb	0 06½ 0 07½
Sections, per doz	1 00 1 50

WHITE BEANS.

The market is hard to determine. Holders are holding back for higher prices, and buyers are in doubt as to what to offer, as there has as yet been obtainable no reliable information as to the exact state of the crop. We quote :

	Per bush.		Per bush.
Mixed	1 50	Prime	1 80
Handpicked	2 00 2 15		

DRIED APPLES.

This line is featureless. There are scarcely any offerings, and no material demand. Prices are nominally at quotations. We quote :

Apples, dried, per lb	0 03 0 03½

POULTRY.

Receipts in early part of the week were free and demand brisk for Thanksgiving. The prices quoted are on the Thanksgiving basis, and will doubtless relax at the end of the week. We quote :

New Smyrna Figs—3, 4, 5, 6 and 7 Crown — Glove Boxes and 12oz. squares. FINEST QUALITY. ORDER A TRIAL LOT.

CAPE COD CRANBERRIES

Fresh Car. Finest Dark Cape Cods. Well Screened and Solid Packed.

Headquarters for SYDA & COUSINS' Scotch Cured FINNAN HADDIE.

OUR WEEKLY PRICE LIST FOR THE ASKING.

WHITE & CO.,

Wholesale Fruit and Produce — TORONTO.

References—THE TRADE. L.D. 'Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker,

Correspondence Solicited. TORONTO, CANADA.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

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27 St. Sacrament Street,

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Harwich, England. Leith, Scotland.

Agents for the A. F. McLaren Imperial Cheese Co., Limited, Toronto, are open to receive consignments of best sorts of Canadian Apples.

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Cable Address, " Nalbro " Harwich.
" " " Nalbro " Leith.

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In Lemons, Oranges, Berries and Vegetables.

GET OUR QUOTATIONS.

CLEMES BROS.

37 to 41 Church St. TORONTO.

ASK FOR OUR WEEKLY PRICE LISTS.

FRUIT.

Our prices are **right.**
Our goods are **right.**

Write, wire or 'phone your order.
Special attention given to mail orders.

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Wholesale Fruit and Commission Merchants.

82 Colborne St., TORONTO

Phones—Main 54, Main 3428.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

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CANADIAN GROCER,

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Is the fruit you want—THE BEST.
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The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks

400 Wellington St., OTTAWA

Chickens, live per lb	0 08	0 09
Old hens " "	0 06	0 07
Ducks " "	0 09	0 10
Turkeys " "	0 11	0 12
Chickens, dressed, per lb	0 10	0 11
Old hens, " "	0 07	0 08
Turkeys, " "	0 15	0 16
Geese, " "	0 08	0 09
Ducks, " "	0 10	0 11

GREEN FRUITS.

This week has probably seen the end of the open wholesale market at the foot of Scott street. Hereafter the receipts will be handled in the various commission warehouses. The season has been a very fair one except for peaches. This week grapes were the principal fruit on sale. We quote :

Jamaica oranges, per bbl	5 50	6 00
Late Valencias, per box	4 25	4 75
Bananas, large bunches	1 50	2 50
" small	1 25	1 50
Verdilli lemons, new, per box	3 75	4 75
Limes, per crate (8 doz.)		1 25
Tomatoes, per basket	0 15	0 20
Apples, per bbl	1 50	2 00
Siberian apples, per basket	0 25	0 35
Peaches, white, per basket	0 20	0 30
" Longhurst, per basket	0 30	0 40
" Crawfords, per basket	0 40	0 60
Plums, large basket	0 35	0 50
Pears, winter varieties, per basket	0 25	0 40
Pineapples, per crate		4 50
California grapes, Tokay		3 00
Cranberries, dark, Cape Cod, per bbl		10 50
" " " per case		3 50
Grapes, Concord, large basket	0 30	0 40
" small basket	0 15	0 20
" Niagaras, large basket		0 40
" " small basket		0 23
Quinces, per basket	0 30	0 40

VEGETABLES.

Business is reported very good in vegetables, which have been favored by the late mild weather. Tomato vines have been nipped by the frost, but so far the tomato has not been injured. The potato rot which affects the tubers grown in low land is said not to be found in those grown on high land. The chief call this week has been for carrots, parsnips, turnips and onions. Prices have remained steady with few changes since last week. We quote :

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 60
Potatoes, per bag		0 70
Potatoes, per bag, car lots	0 50	0 55
Sweet potatoes, per bbl	3 25	4 25
Cucumbers, per basket	0 25	0 52
Onions, per basket	0 30	0 40
Onions, per bag		1 25
Spanish onions, per crate		1 00
Bunch lettuce, per doz. bunches		0 20
Radishes, per doz. bunches	0 15	0 20
Mushrooms, per lb.		0 60
Mint, per doz bunches		0 15
Parsley, " "		0 20
Spinach, per bush		0 50
Beets, per bush		0 40
Cauliflowers, per doz	0 50	1 00
Carrots, per bag		0 50
Parsnips, per bag		0 65
Vegetable marrows, per doz	0 40	0 60
Green corn, per doz	0 10	0 15
Celery, per doz	0 25	0 50
Green peppers, per basket	0 30	0 50
Red peppers per basket	0 40	0 75
Egg plant, per basket	0 35	0 50
Butter squash, per doz	0 50	1 25
Hubbard squash, per doz	0 75	1 25
Pumpkins, per doz	0 75	1 50
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz		0 20
Sage, per doz		0 10
Savoury, per doz		0 10
Citrons, per doz	0 50	0 75

FISH.

This is the last month for fresh whitefish and trout, as November is the close season. Next month whitefish and trout will be on the market frozen. Supplies are good and the demand quite up to the mark. We quote :

Whitefish, fresh, per lb		0 09
Trout, fresh, per lb		0 09
Herrings, fresh, per lb		0 07
British-Columbian salmon, per lb	0 18	0 25
Halibut, per lb	0 12	0 15
Perch, per lb		0 05
Mackerel, each		0 25
Eastern salmon, per lb		0 25
Haddock, per lb		0 07
Cod, per lb		0 08

GRAIN, FLOUR AND BREAKFAST FOODS.

Manitoba wheat, No. 1 hard, per bush, Toronto		
" " Northern " "		0 91
Red, per bushel, on track Toronto	0 79½	0 80½
White " " "	0 80	0 81
Barley " " "	0 48	0 51
Oats " " "	0 32½	0 33
Peas " " "	0 67	0 68
Buckwheat " " "		0 45
Rye, per bushel, " " "	0 55	0 56

Prices are a little steadier since last week, the feature locally being the absence of Manitoba No. 1 hard from this market. Northern is advanced a couple of points and red a half. Oats are slightly easier. We quote :

Business is reported as slightly more active than during previous week. No changes in quotations are made. We quote :

Ontario patents, per bbl	3 60	3 85
Hungarian patents "	4 50	4 65
Manitoba bakers "	4 15	4 25
Straight roller, "	3 50	3 60

The active trade reported last week has been improved upon and the outlook is good. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 60
" " " " " in wood	3 90
" " " " for broken lots	4 00 4 10
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 25
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

There is a normal trade in these lines, with no particular feature mentionable. We quote :

HIDES.

No. 1 green, per lb		0 08½
" 2 " "		0 07½
" 1 " steers, per lb		0 09
" 2 " "		0 08
Cured, per lb		0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive		0 09
" " " 2 " " "		0 07
" " " 1 15 to 20 lb "		0 08
" " " 2 " "		0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins		0 60

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17
Pulled wools, super, per lb	0 17	0 19
" " extra "	0 20	0 21
Tallow, per lb	0 04¾	0 05

QUEBEC MARKETS.

Montreal, Oct. 14, 1903.

GROCERIES.

GENERALLY speaking trade has been only fair during the week. Orders from the country are fairly good. Jobbers say payments, however, are not as satisfactory as the general prosperity of the country warrants, country merchants saying farmers, despite the fact of good crops and high prices for nearly everything, are not paying up as well as they might, and it is surmised that even the steady farmer has been dabbling in other stocks and ventures than farm products. In sugar a good business is prevailing, though the late decline of 10c. has not made any extra call on the trade. New York is down another 10c., but, at this writing, Canadian refineries have not followed suit. Teas have been rather quiet and no particularly noticeable feature to record. A few good parcels of Japans have been turned over at 17½ to 18 and 18½c. The demand for Ceylon greens continues steady. Molasses is quiet and prices unchanged. It is claimed some mixed molasses is being sold as Barbados here at 37½c., the genuine unadulterated bringing 38½ to 39c. for large lots, and 10 to 13c. in small parcels. Canned goods reports are more satisfactory. The Canners' Association report that corn and tomato deliveries would in all likelihood be made in full. This is satisfactory news for the jobbing trade. A fairly good trade is done in all lines of canned goods. Salmon is still strong and will not, in the opinion of the trade, be lower this season. Rice and tapioca are quiet ; little doing. Coffee is unchanged. Spices keep strong and tend upwards ; New York stocks are light and on export demand are growing lighter. In dried fruits the arrival of the Escalona is looked forward to as stimulating the demand for all kinds of Mediterranean fruits. She is expected here about the 21st inst. Sultanas are receiving lately more attention on account of very low price and good quality. In currants repeat orders for carton goods have gone forward to Patras. These goods are in good demand. Spanish onions are attracting attention ; shipments expected by Escalona are far short of requirements and prices may be enhanced on arrival. New Eleme figs via New York are selling rapidly. Nuts are also receiving attention, new Grenobles to arrive selling at 10 to 10½c. Grapes have arrived in smaller quantities. Apples are selling well. Trade is quiet in all other lines. Fish trade is good ; prices in herring are firming up. Vegetables are in good demand. Potatoes are coming in freely. Onions bring good prices, and some good lots are picked up. In eggs, local market has been active ; fresh eggs being scarce and demand increasing holders are holding out for prices ; English demand is strong and tends to hold prices up here. For butter and cheese particulars reference is made to the Dairy Produce section of this issue. Beans are reported somewhat easier. Hops are strong. Deliveries of new hops have been light so far ; the feeling generally is for higher prices this season. The reported failure of a portion of the Kentish crop has caused feeling of pessimism. Honey is unchanged.

SUGAR.

A fair trade is done in sugars, although the drop of 10c. per 100 pounds, noted last week, does not seem to have made it more active. A lot of 3,000 bags of imported damaged sugar (granulated) was sold at auction and appraised at 30 per cent. less than cost, but the surprising thing is that the bulk of it sold at 3.80, 3.72½ and 3.65. New York declined another 10c., and it is not unlikely that Canadian refiners may follow. This, however, is not a hard and fast rule. Raw sugar is reported steady. We quote :

Granulated, bags and bbls	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, boxes and bbls	4 65
" " ½-boxes and 1½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50 lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	3 95
Cream	3 80
Bright coffee	3 80
" yellow	3 80
No. 3 yellow	3 70
No. 2 "	3 50
No. 1 " bags and bbls	3 35 3 40
Raw Trinidad	3 15
Trinidad crystals	3 20 3 25

SYRUPS AND MOLASSES.

Market is quiet in molasses. A lot of Barbados was quoted at 37½c. for 100

Winnipeg Brokers.

IF YOU HAVE ANYTHING TO SELL
WRITE CAMERON GORDON & Co
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

M. B. STEELE

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Correspondence and Agencies Solicited.

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EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All EYES are turned on

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INCREASE YOUR TRADE. WRITE ME.

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Wholesale Commission Merchant and Broker.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Full Count
AND
Full Weight

is in every order we ship. Our brown and manilla wrapping papers are strong, durable and reliable. They protect your parcels.

Canada Paper Co., Limited

TORONTO MONTREAL.

barrels, but it is surmised that this must be mixed, as it is said by agents and the trade mostly interested, that unblended Barbados cannot be had under 38½ to 39c. in cargoes and 40 to 43c. in smaller lots. Syrups are in good demand and going out freely. We quote :

Barbados, in puncheons, old		0 42
" new	0 43	0 44
" in barrels	0 42½	0 44½
" in half-barrels	0 43½	0 45½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls.		0 02¾
" ½-bbls.	0 02¾	0 03
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
25-lb. pails		0 90
Bbls., per 100 lb.		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

TEAS.

Business in teas has been somewhat quiet during the past week. Japans continue firm ; some fairly good sales were made at 17½c. for good medium, and smaller lots at 18 to 18¼c. Ceylon greens are asked for freely and readily sold at 16 to 16½c. In Ceylon blacks business has been good, some nice parcels having been sold at 20½c. for fine quality. Indian blacks, low-priced teas, are readily taken. In China blacks there has been little doing. The same applies to China greens. We quote :

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14½	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

Market is quiet and in about same condition as last week. New York reports slight fluctuations but not enough to affect Canadian prices. We quote :

Good cucutas	0 08¾	0 09½
Choice "	0 11	0 12
Jamaica coffee	0 07½	0 10½

SPICES.

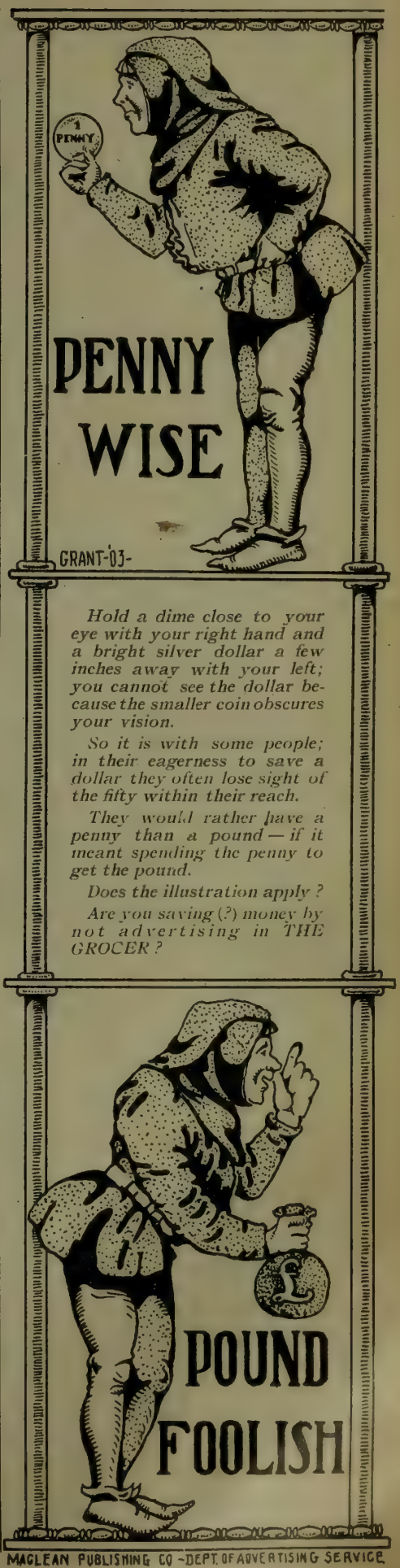
Spice market is exceedingly active. All grades are firm and in good demand. New York spot stocks are light, export shipments to London having lately been good. Nutmegs are firmer. Ginger, easy comparatively with other lines. Reports give Acheen pepper crop only 3,000 bags, a shortage of 3,000 bags as compared with last year. Locally prices on all kinds are firm and trade is good. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13
" ground Japan		0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14

RICE AND TAPIOCA.

Business is very quiet in both rice and tapiocaf No changes to report, country orders being about as usual. We quote :

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. les	



Hold a dime close to your eye with your right hand and a bright silver dollar a few inches away with your left; you cannot see the dollar because the smaller coin obscures your vision.

So it is with some people; in their eagerness to save a dollar they often lose sight of the fifty within their reach.

They would rather have a penny than a pound — if it meant spending the penny to get the pound.

Does the illustration apply ?

Are you saving (?) money by not advertising in THE GROCER ?

MACLEAN PUBLISHING CO -DEPT OF ADVERTISING SERVICE

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl	0 02½		0 03
" seed pearl	0 03		0 03½
" flake			4 00
Imported Italian			0 09
Fancy Head Carolina			0 10

CANNED GOODS.

It appears from reports gathered upon the street this week that our report in last week's issue as to the Canadian Canners' Association having sent out a circular stating that they could only make 90 per cent. deliveries of corn and 70 per cent. of tomatoes was in a measure confusing. It appears that no circular was sent out, though your correspondent's informant evidently was under that impression. Since the last issue of "The Grocer" the association have issued a notice that they had already packed 90 per cent. of their corn orders and expected to make full deliveries of orders already booked. As regards tomatoes, 80 per cent. has already been packed, and if the present favorable weather conditions continue they have hopes of executing all their orders for tomatoes in full. "'Tis a consummation devoutly to be wished," is the hope of the jobbing trade. Trade generally is good. Salmon is receiving attention, with prices ruling from $1.20 to $1.65. We quote :

Tomatoes		1 05
Corn		0 90
Peas	0 87½	1 40
String beans	0 82½	0 85
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 40	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 40
Sugar beets	0 90	1 00
Salmon, pink	0 90	0 95
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

FOREIGN DRIED FRUITS.

As the time for arrival of the first direct steamer, Escalona, from Mediterranean ports, draws near (she is expected about the 21st inst.), the interest in Valencia, Malaga and other dried fruits increases. The recent sharp advance in valencias has toned up prices generally with possibly the exception of sultanas, which are very cheap this year and of good quality. A rumor on the street today gave out that sultanas had declined again, but this was contradicted in several quarters. So far as a slump in valencias after sailing of the Bellona, expectations have not been realized. Denia and Valencia shippers cable that no serious decline is looked for on the other side in time to be available for shipments by St. Lawrence River. In currants the demand has been heavy for cleaned and carton fruit, and already repeat orders have gone forward to Patras for the latter. In nuts advices received have shown a steady downward tendency. In peanuts reports say that the high grades as well as the cheapest are pretty nearly sold out. Farmers are just beginning to dig and crop will be about two weeks late and appears to be in fairly good condition, both as to quality and quantity. In Spanish onions, as a natural result of the small proceeds returned shippers on consignments in recent years, parcels afloat on the Escalona are quite insufficient for Canadian requirements, amounting as they do to less than 6,000 crates. As a consequence everything has been exhausted from first hands at prices said to range from 65 to 78c. (to jobbers), according to quantity. At this advanced date it would be virtually impracticable to import without risk of frost from Denia. New Eleme figs arrived and are selling in 10-lb. boxes at 10 to 12c. per pound. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases		0 05
" " cleaned		0 05½
" " in 1-lb. cartons		0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 08	0 09

VALENCIA RAISINS,

Finest off-stalk, per lb	0 06½	0 07
New, finest off-stalk, per lb		0 07½
Selected, per lb	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	0 90	1 00
Elemes, per box, new	0 75	0 85

DATES.

Dates, Hallowees, per lb	0 04½	0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11	0 12
Peaches "	0 09	0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 25
"Royal Buckingham Clusters," ½-boxes		1 15
"Excelsior Windsor Clusters"	1 50	4 60
" " ⅛s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb		
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 07½
50-60s		0 07
60-70s		0 06½
70-80s		0 06½
80-90s		0 06
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 07½
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s	0 04½	0 04½
" " " 100-120s		0 04

GREEN FRUITS.

Market has been very good, especially in apples, fancy Winter stock selling from $2.50 to $3, and in good demand. Canadian chestnuts have been coming in freely and price has fallen to 10c. In grapes no change is to report. A fair business is doing, though receipts are not so heavy as previous week. Canadian pears are off the market. We quote :

Verdilli lemons 300's, fancy		3 75
" " 360's, fancy		3 00
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	1 50	3 00
Peaches	1 75	2 00
Plums	2 00	2 25
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	1 75	2 00
Canadian peaches, per basket	0 40	0 50
" plums "		0 90
" pears "	0 40	0 50
Grapes, Canadian, blue	0 20	0 25
" red and green		0 25
" Delaware		0 35
California Tokay grapes, per box	2 00	2 50
Jamaica oranges, in bbls		5 00
" boxes		3 50
Sweet potatoes, per bbl		3 00
Spanish onions, cases		2 50
" " crates		0 90

FISH.

Business is only ordinary. Salt fish is scarce, though dealers are hopeful if fishing weather continues favorable to see a better supply. Good salted red salmon are scarce, but some light salmon is being offered. Lately there has been a scarcity of smoked fish, but the future prospects are somewhat brighter. In fresh fish haddock and halibut are hard to get to any extent, while lake and river fish are plentiful and prices easing up accordingly. N. M. Smith & Co., Halifax, write their agents : "Buyers must have patience, as the scarcity of herring suitable for Montreal market is unprecedented." As regards codfish, John Sealy, St. John, N.B., advises his agents that an advance in prices of boneless fish is unavoidable, and it is only a question of time when further advance will be necessary, as fishing is about over and the accumulated stock of goods suitable for cutting is nil. We quote :

Haddies	0 07½	0 08
Smoked herring, per box		0 15
Fresh haddock, per lb	0 06	0 07
Dore, per lb		0 07½
Pike, "		0 06½
Halibut, per lb		0 13
Gaspe salmon, frozen, per lb		0 15
Salmon trout, per lb		0 07½
Fsesh B.C. salmon, per lb		0 15
Steak cod		
White fish, per lb		0 07½
No. 1 Herring, Nova-Scotian, per bbl	5 00	5 50
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb		6 00
No. 2 green cod, bbls. 200		5 00
No. 1 green haddock, bbls. 200		5 50
Green pollock, bbls. 200		4 50
No. 1 large green codfish, new, per 200 lb		6 50
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Skinless cod, cases 100 lb		4 75
Dried codfish, new, per 100-lb. bundles		4 75
B. C. salmon, per bbl		13 50
Standard bulk oysters, per gal		1 40
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		0 90
Canadian ½ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size per doz		2 25
Shell oysters, No. 1 Malpecques	6 50	7 00
" " " common	5 00	5 50

VEGETABLES.

A fairly good business is doing. Supplies of potatoes are coming in freely from the farmers, some lots, however, being none too good. Onions have been contracted for with growers at $2 to $2.25 per barrel for red and yellow in large lots delivered on car. Jobbing prices are ruling from $2.50 to $3. Other lines are in fair demand. We quote :

Cabbage, per doz	0 30	0 45
" red, per doz		0 45
Cucumbers, per doz		0 10
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch		0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz		0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 60	1 35

COUNTRY PRODUCE.

BEANS.

Since our last report the bean market locally is reported somewhat easier, and slight reductions will be noted in the quotations which we give below. It is doubtful whether the present reductions will last very long, as Michigan quotations indicate that prices here are about 20c. lower than in Detroit. The drop on the Montreal market is due to the manipulations of certain brokers referred to in our last issue. Their deliveries are very light, and the market is still very uncertain, the probabilities being that another rise will occur shortly. We quote :

Choice prime, per bushel		2 00
" carlots		1 75
Ordinary (off grade), per bush		1 85
No. 1 hand-picked, very fine, carlots		2 10

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HONEY.

There is nothing to add to our report of last week. There are still large offerings, especially from the West, but buyers are not anxious to take very much of it, and jobbers generally are fairly well stocked. Buyers and sellers still persist in holding different views on the subject. We quote the following jobbers prices :

Strained, white	0 07½ 0 08
Clover and basswood	0 08 0 08½

MAPLE PRODUCTS.

Some very large sales are reported this week of pure Beauce sugar at 8 to 9c. It is said that about 200,000 barrels have changed hands of late for shipment to Chicago, St. Louis and Minneapolis. Otherwise the market is quiet and prices are unchanged. We quote :

New syrup, in wood, per lb	0 05½ 0 06
New syrup, in large tins	0 70 0 75
Old " "	0 55 0 60
Old " in wood	0 05½ 0 06
Pure sugar, per lb	0 07 0 07½
Pure Beauce sugar, per lb	0 08 0 09

EVAPORATED APPLES.

Very conflicting opinions are current as to the prospects of the evaporated apple market. For a week the market was firmer, but it is said that this was due to manipulation and that it cannot last. On the local market there has been a great deal of price-cutting, and it is impossible this week to give quotations with any degree of exactitude. It is said that great quantities of green fruit suitable for the evaporators are being exported to England and France, as it does not pay to evaporate them at the present miserably low prices which are being paid to the evaporators throughout the country. In New York the buyers are bidding lower prices for November delivery than for October, which indicates that they have little confidence in the future. We quote the following jobbers' prices, which are probably subject to some concessions :

New, in carlots	0 05½ 0 06
New, in jobbing lots	0 06 0 06¼

HOPS.

The local market is very strong and hop merchants are waiting anxiously for the season to get into swing. So far the deliveries of new hops have been very light and there are very few old hops on the market. The general feeling seems to be that prices this season will be considerably higher than usual. It is reported that in some parts of England the crop has been a failure, and everywhere the supply is lighter than usual in proportion to the demand. European advices report a very strong position. The total European crop for 1903 is estimated at 655,000 to 715,000 cwt., and the consumption at 735,000 to 785,000 cwt., which would indicate that the continent cannot possibly spare any this year for export. The United States crop is variously estimated at from 5,000 to 15,000 bales larger than last year; but to offset this there will necessarily be a smaller importation.

On the local market, buyers and sellers are keeping apart, as the latter are asking higher prices than the former are willing to pay. Dealers are filling the immediate wants of their customers with British hops at about 38c. Farmers are asking from 28 to 35c., which is higher than buyers think the consumer will stand for. In the absence of transactions on the spot it is impossible to give exact quotations. One large Canadian dealer says he will pay no more than 22c., as consumers will not buy Canadian hops at present prices.

POTATOES.

The quality of the potatoes offered on the Montreal market this week has been very satisfactory, and little credence is now attached to the alarmist reports current a few weeks ago. The market is firm, but at time of writing, there have been no changes since the report in our last issue. Dealers are paying 55 and 60c. per bag of 90 pounds, and are selling at 65c. in jobbing lots and 70c. for small quantities.

FLOUR AND GRAIN.

FLOUR.

Stocks held locally are very small and there are few transactions. There is an easier tendency, but there are no changes. We quote :

Manitoba patent	4 80
" first bakers'	4 50
" second bakers'	3 90 4 10
Winter wheat patents	4 00 4 15
Winter patents	4 15
Straight rollers	3 75 3 85
90 per cent. patents	3 55 3 70
Extra	1 65 1 70
90 per cent. bags	1 80
Straight rollers, bags	1 80 1 85

FEED.

There is a good demand and the market is fairly active, although offerings are still somewhat limited. We quote :

Ontario bran, in bulk	16 50 17 00
" shorts	19 00 20 00
Manitoba bran, in bags	18 00
" shorts	20 00 21 00
Mouillie	22 00 30 00

CORNMEAL.

There is nothing new to report, and prices are unchanged. We quote :

Gold dust, bags	1 80 1 90
" bbls	3 90 4 00
Ordinary, bags	1 40 1 45

ROLLED OATS.

There is still some slight improvement in the demand. Prices are unchanged. We quote :

Rolled oats, in bbls	3 80 3 85
" " in bags	1 85 1 90

GRAIN.

There has been some slight improvement in the export demand for oats, but otherwise, business is quiet. No. 1 hard Manitoba is 1c. cheaper; No. 1 Northern has declined 1½c. Other prices are unchanged. General business is quiet owing to the scarcity of freight, most of the grain going to Boston and New York. We quote :

No. 1 hard Manitoba	0 83
No. 1 Northern	0 80½
Rye	0 57 0 57½
Peas	0 72 0 73
Corn	0 54 0 55
Buckwheat	0 48½
Barley	0 50 0 51
Oats	0 34½
Malt	0 75 0 80

BALED HAY.

The market is quiet, and there is little of interest to note. We quote :

No. 1 timothy	10 00 10 50
No. 2 timothy, choice	8 50 9 50
No. 2 timothy, ordinary	8 00 8 25
Clover, carlots	7 50 8 00

LOOSE HAY.

New hay is quoted at $7.50 to $8 per load of 100 bundles of 15 pounds each, and old hay $8 to $8.50.

ASHES.

No changes to report. Business is quiet. We quote :

First pots	5 85
Seconds	5 50
Pearls, per 100 lb	6 75 7 00

HIDES.

There is considerable activity in lambskins, as high as 75c. being paid by some buyers. We quote : 6

No. 1 beef hides	0 09
No. 2 "	0 08
No. 3 "	0 07
No. 1 buff sheepskins	0 77 0 79
Lambskins	0 60 0 65
No. 1 calfskins	0 11 0 12
No. 2 "	0 09 0 09½

RAW FURS.

Prices are unchanged. We quote :

BEAVER—Labrador and choice Eastern	Large $6.00	Medi'm $5.00	Small $2.75	Kitts $1-1.50				Fall Beare $2.00 to $2.50 per pound.	
" Territory Rocky Mountains and Western									
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75					
Parfly Prime, or, No. 2	4.00	3.00	2.00	.50					
Unprime, or, No. 3	3.00	2.00	.75	.40					
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25					
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's	Spring Bear $3.00 to $3.25 per pound.
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to	$8.00	
" Brown "	12.00	7.00	5.00				1.00 to	5.00	
	1	2	3	4					
BADGER—Of all sections	.50	.25	.10	.05					
	Dark	Brown	Pale			4			
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50			
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50			
	Large	Small			4				
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20				
" Territory and Western	4.00	2.75	1.40	.50	.20				
	Dark	Fair	Pale	2		4			
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50			
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50			
" Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50			
	Large	Medi'm	Small	2	3				
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25			
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20			
	Dark	Brown	Pale	2	3				
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25			
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20			
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25			
	Large	Medi'm	Small	2	Large 2	Small 3			
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40		.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25		.15-25	
	Spring	Winter	Fall	Kitts					
MUSKRAT—Eastern, best large	25-28c.	.10 to.13	8 to 10	2 to 5					
Territory and Western	20c.	5 to .10	.07	2 to 4					
	Large	Small	2	3			Cubs		
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00		$1.00 to	$2.00	
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50		.25 to	.50	
	Large	Small	2	3	4				
RACOON—	75-1.25	.60-75	.33-50	.25	.15				
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25				
	Black	Sh'rt St	Long St	White					
SKUNK	75-1.25	.75	.40-.50	.05-.15					
	Dark	Brown	Pale	2	3	4			
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25			
CASTOREUM—	$5.00 to $6.00 per pound.								

NEW BRUNSWICK MARKETS.

Office of THE CANADIAN GROCER,

St. John, N.B., Oct. 12, 1903.

The indications continue favorable for a large Fall trade. Labor is well employed, crops are good, there will be a large cut of lumber in the season just begun, and while existing industries are in active operation the gradual development of new ones continues. The markets show some slight changes.

OILS.

The market for burning oils is firm, and one dealer believes there is an advancing tendency. The volume of business increases as the season advances. In other lines there is no change since last report. We quote:—

American Water White	....	0 19½
Best Canadian	....	0 19
Prime	....	0 18½
Linseed oil, raw	....	0 54
" boiled	....	0 57
Turpentine	....	0 85
Cod Oil	0 32	0 35

SALT.

Shipments of Liverpool salt to dealers were large last week, and 3,500 sacks were sent by schooner to Eastport, Maine. The market is firm, and one firm remarked today that they would be glad if they could place their hands on another cargo. There is no change in quotations. We quote:—

Liverpool coarse, per bag	0 59	0 60
English factory-filled, per bag	0 95	1 00
Canadian, per bag	....	1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl	....	3 10
" " 10-lb " "	....	2 85
" " 20-lb. wood boxes, each	....	0 25
" " 10 " " "	....	0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.

The market is still a waiting one, pending further information with regard to the season's pack and the quantity of goods likely to be available for the trade here. The general feeling is of course firm, and an active demand is anticipated. We quote:—

Tomatoes, 2's	$1 10	1 20
" 3's	1 10	1 20
Corn	0 90	0 95
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 55	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3's	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" cohoes	1 25	1 35
" spring	1 35	1 50
" sockeye	....	1 50
Domestic sardines, oils, ¼	3 00	3 25
" mustards, ½	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef No. 1	1 50	1 60
" No. 2	2 60	2 70

DRIED FRUIT.

The season is still between the old and the new, and there is little to be said at present. Some new goods are coming along, and the markets are firm. This is especially true of raisins. Some new figs are due. Not much is doing as yet in the various lines, but a brisk movement is anticipated. We quote:

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	0 06	0 06½

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers, new, "	0 08½	0 09

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ⅛s	1 30	1 40
Loose muscatels, 50s	0 08	0 09
Malaga, choice, seeded	0 09	0 09½
" fancy, seeded	0 10½	0 11
Loose muscatels, per lb	0 08	0 09
" " seeded, in 1-lb. packages	0 09	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

	Per lb.			Per lb.
30-40s	.... 0 08½	70-80s	0 06½	0 07
40-50s	0 08 0 08½	80-90s	0 06	0 06½
50-60s	0 07½ 0 08	90-100s	0 05½	0 06
60-70s	0 07 0 07			

APPLES.

	Per lb.		Per lb.
Dried	0 04 0 04½	Evaporated	0 06 0 06½

ONIONS.

Canadian onions, per bbl	3 00

GREEN FRUIT.

There is an abundant supply of apples. Both here and in Moncton violations of the Fruit Marks Act have been punished by fine, which should have a good effect in securing the more careful packing and branding of apples. The only oranges offered are Jamaica. We quote:

Apples	$1 50	$2 50
Oranges, bbls	5 00	6 00
" boxes	3 25	3 50
Lemons	4 00	4 50

SUGAR.

The market has declined a little. Stocks are quite large snd trade is good. We quote:

Redpath s granulated	4 20
St. Lawrence "	4 20
Acadia "	4 15
" " in bags	4 00
Bright yellow	3 85
Med. "	3 55
Paris lumps, in 50-lb. boxes	0 05 0 05¼
Powdered	0 05¼ 0 05½

MOLASSES.

As stated a week ago, stocks are larger than usual at this season of the year. Trade is quiet, but prices are unchanged. We quote:

Barbadoes	0 36	0 38
Porto Rico	0 40	0 45
New Orleans	0 30	0 38

FISH.

The market is very firm all round. Fresh fish are scarce, although some fresh herring came in from the islands last week. Large quantities of sardine herring were taken in the harbor here last week, hundreds of hogsheads and barrels, in fact, and sent to the factories at Eastport, which have been extremely short of supplies. Cured fish of all kinds are firm and in light supply. We quote:

Haddies, per lb	0 04½	0 05
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	....	2 25
Pickled herring, per ½-bbl	2 35	2 50
Dry cod	4 20	4 35
Pickled shad, ½-bbl	....	6 00
Halibut	0 12	0 15

FLOUR, FEED AND MEAL.

Flour prices are steady. Beans are higher. There is a fair demand for feed, except hay, which is extremely dull. There is a fair movement of lumbermen's supplies. We quote:

Manitoba flour	$5 35	5 40
Best Ontario	4 65	4 80
Medium "	4 15	4 50
Oatmeal	4 10	4 25
Cornmeal	2 80	2 85
Middlings, in small lots	23 00	24 00
Oats	0 38	0 40
Hand-picked beans	2 15	2 25
Prime "	2 05	2 15
Yellow eye "	3 25	3 35
Split peas	....	5 00
Barley	4 25	4 40
Hay	10 00	12 00

PROVISIONS.

The barrelled pork market is a little lower. In fresh meats mutton and lamb are easy and supplies ample. There is an active demand for cured meats and lard. We quote:

Mess pork, per bbl	$18 00	$19 00
Clear pork "	18 00	20 00
Plate beef "	13 50	14 50
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07	0 09
Mutton "	0 05	0 06
Veal "	0 06	0 08
Lamb "	0 06	0 07
Pork "	0 07	0 07½
Hams "	0 13	0 15
Rolls "	0 12	0 14
Lard, pure, tubs "	0 10	0 10½
" " pails "	0 10½	0 10¾
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09¾
" Fairbank's refined, tubs, per lb	0 09¼	0 09¾
" " pails "	0 09¾	0 10

BUTTER AND CHEESE.

The market is now quite well supplied, and prices are a shade easier for good grades. There is always too much of poor quality in this market. Cheese is firm. We quote:

Butter, creamery prints, per lb	0 21	0 22
" creamery solids (fresh made), per lb	0 20	0 21
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 17	0 19

EGGS.

The market is a little higher, with stocks light. We quote:

Eggs, new laid, per doz	0 20	0 22
" case stock, per doz	0 16	0 17½

NOVA SCOTIA MARKETS.

Halifax, Oct. 12, 1903.

A WEEK of delightful Autumn weather has facilitated the securing of business, and all the travelling men are working their respective routes with much energy and success. Conditions are favorable to a large movement of goods, and wholesale houses all report the receipts of good orders. Money is circulating freely now that farmers and fishermen are receiving returns for their products. Collections have improved since the end of September. Manufacturing firms within the province are well filled with orders and labor finds abundant employment.

* * *

There have been few changes in market quotations since last report. The Acadia Refinery following the lead of Montreal reduced the price of sugar 10c. per 100 pounds, and this has led to more liberal buying of this article. Molasses continues very firm at this point, although some small outside traders, whose travellers cover a portion of the province, seem to have more stock than they desire to carry, and in their anxiety to make sales have shaded prices slightly. Holders here continue to predict an advance. The demand has improved. The jobbing prices here are as follows: Porto Rico, 43 to 44c.; Barbados, 39 to 40c.; Antigua, 34 to 35c.; Trinidad, 44 to 45c.; New Orleans, 29 to 34c.

Flour is firm and unchanged. Halifax jobbers have not responded to the mill advances as readily as those at some other Maritime Province points. The advance in freight rates between Ontario and the Lower Provinces, amounting to about 1c. per barrel, has now to be considered. Jobbing prices are as follows: Straights, $3.90 to $4; ninety per cents., $4.10 to $4.20; eighty per cents., $4.15 to $4.50; Ogilvie's Hungarian, $5.25. Cornmeal is easier at a decline of 5c., and is now quoted at $2.95; beans have also receded slightly from the high point of a couple of weeks ago.

* * *

Provisions are firm with a higher tendency in American pork. With the commencement of the local pack, domestic is less firmly held. Lard has declined to 10c. for pure. Beef is unchanged. Fresh meats are in good supply. Antigonish County sent 1,500 lambs to the Boston market this season, but the price there lately declined so that further shipments are not warranted, and the supply is being now sold in local markets.

* * *

Green fruits are in limited supply. About the only oranges to be had are Jamaicas, of which a small lot arrived by last steamer. Grapes and other Ontario fruits are not as much in evidence as in former seasons.

* * *

Cheese is jobbing to the trade at 12c., which is about the price buyers paid the factories last week. The market is easier but no one expects the jobbing price to go below 12c. Creamery butter is scarcer and prints are jobbing in Halifax at 22c. Dairy butter is in fair demand at 18c. for solids. Eggs are firmer, costing 18c. for fresh case stock; receipts continue moderate.

* * *

Owing to the strong export demand the offerings of No. 1 apples on the local market are light. Some Gravensteins sent to London netted the growers $4 per barrel. A man who shipped a lot in boxes with the apples wrapped in tissue paper sold at the equivalent of $7.66 per barrel. Late cable advices state the English market is declining, and advises exporters to hold shipments if possible.

* * *

Miss Woods, representing The Greig Mfg. Co., of Montreal, has been in a number of city grocery stores demonstrating the uses of Kkovah jellies, etc. She is now on a tour of the chief towns of the province on a like mission.

* * *

There is a great scarcity of grocery cod and herring, and prices rule high. Bank cure is firmly held. Our Lunenburg fishermen are asking $5 per quintal, but they will probably accept $4.75 ex vessel as fast as they can get their fish in marketable condition. Last sales were made at Halifax at $4.70 ex vessel.

BRITISH COLUMBIA MARKETS.

Vancouver, Oct. 10, 1903.

A RATE war in transportation of flour and wheat from the Pacific Coast to China and Japan ports, which has been on for months, in fact, for nearly all this year, has at last been settled by mutual agreement among the steamship companies engaged in the Oriental trade. The rate war was originally precipitated by The China Commercial Co., which was refused permission to land any more coolies or Chinese laborers in Mexico. Now that privilege has been restored, and the restoration of the flour and wheat tariff has been an immediate result.

The rate on wheat, which was $4 per ton before the war began is to be advanced to $5. On flour, the Asiatic Freight Association, the organization which includes all the trans-Pacific steamship lines, has decided that for the present the rate from San Francisco to the Orient shall be $3 per ton. Prior to the commencement of the rate war it was quoted at $5 per ton, but it was dropped to $1 per ton. The San Francisco rate, it is expected, will be raised again shortly to the original $5 per ton.

From British Columbia and Puget Sound ports, the cut rate for flour has been $3 per ton. This is now to be restored to $5. The new schedule of rates was arranged at a meeting of the Asiatic Freight Association, held in Seattle on Wednesday, the 7th inst. The restored schedule goes into effect on November 1. Already flour for November shipment is offering freely at the C.P.R. wharf. For months there has been almost a cessation of the shipment of flour from British Columbia ports, owing to the fact that the San Francisco rates were so greatly against the trade here.

While a large percentage of the flour shipped to the Orient is from the neighboring State of Washington, which is a large wheat producer, there is always a large quantity shipped by Canadian mills. This will be restored to its original status by the restoration of the freight rates, and it may be that the restoration may cause a revival in the efforts put forth to sell Canadian wheat and flour in the Orient.

The steamship companies affected by the new schedule, to which they all are parties, are the Canadian Pacific, Northern Pacific, Boston Towboat Co., Nippon Yusen Kaisha, China Mutual, and Ocean Steamship Co., in the north, and the Pacific Mail, Oriental and Occidental and China Commercial Co. in the south.

* * *

With the water in the Upper Yukon standing only 52 inches above the very minimum low-water mark on Monday and over 2,000 tons of freight on the wharves at White Horse—the head of navigation on the Yukon—the big transportation company, The White Pass & Yukon Co., have more than they can do to "deliver the goods" before the close of navigation. The appearance of ice on the upper waters of the Yukon and its tributaries is an indication that at best two weeks or so will be all that can be counted on to get the goods down the river.

* * *

Plans are being prepared for a new bank building to be erected on Hastings street, just east of the C.P.R. Commercial Telegraph office. It will be occupied in the early Spring by the Bank of Nova Scotia, which is to open in business here at an early date. This decision was reached a week ago on the occasion of a visit of one of the leading officials of the bank. The new building will be of stone, and two storeys in height. The upper floor will be fitted as chambers for the bank's solicitors, while the bank offices will occupy all the ground floor. Contracts will be let at once and the work proceeded with right away, so that the building will be completed by Spring.

With the advent of the Bank of Nova Scotia, there will be eight chartered banks doing business in Vancouver, and that despite the fact that the Bank of British Columbia was absorbed a year or so ago by the Bank of Commerce. Two branch banks are established in the east-end of the city,—on Westminster avenue—the Canadian Bank of Commerce and the Royal Bank of Canada. This makes really ten banking offices in the city.

* * *

The rapid growth of production and trade in agricultural products in the lower Fraser Valley is aptly noted from the cargo brought to port this week by the steamer Hamlin, a river boat, which runs direct between Vancouver and the town of Chilliwack on the Fraser river. The steamer had from various points on the river, in the one cargo, 700 boxes of apples, 220 sacks of potatoes, 1,100 sacks of oats, 100 head of live stock, and a large quantity of dressed meats, besides dairy produce, poultry, etc.

Yearly the number of ranchers and others engaged in working the soil in the valley of the lower Fraser is increasing, until the time seems to be approaching when a very appreciably less quantity of farm and dairy produce will be imported into the province.

* * *

The markets in the city this week are not of a very lively character. In fruits there is but little to note, except that the supplies are becoming restricted largely to British Columbia varieties, this being the season for delivery of apples, pears, etc. From California, outside of grapes and a few oranges, the supplies are very limited.

* * *

In dairy produce there is noted a stiffening of prices for creamery butter. At this season many of the creameries in Manitoba and the Northwest Territories are closing down. Another factor in improving prices is the tone of eastern Canadian markets, which have picked up owing to the improvement of the export demand. Locally there is sufficient.

The Manitoba and Northwest Territories creameries are holding what stocks they have on hand, but it is not anticipated that there will be a shortage. Dairy butter is a little firmer in price in sympathy with creamery, but as there is always an increase, comparatively in the quantity of dairy-made after the creameries close down, it is not expected that dairy prices will be very fancy. The best that is reported from the Northwest at country points is 15 to 16c.

Local butter is still fairly plenty, and it is likely to continue for some weeks yet. The creameries are, however, getting fancy figures for the butter they make. Prices for Northwest Territories creamery are 22½ to 23c.; for dairy, 18 to 20c., and all are steady.

Manitoba cheese is up so high that it is not to be bought. There is so limited a supply that it is all required for home consumption, so that little will come forward here. Thirteen cents has been offered ex factory, f.o.b. Winnipeg, for the make of one Manitoba factory and refused. Another factory would not look at 12½c. for its whole make. It now costs at least 14¾c. to land eastern cheese on this market.

Eggs, even case stock, are abnormally high here. The quotation is not less than 23c. for case stock, not candled; while local fresh are bringing 40c. retail.

OTTAWA TRADE GOSSIP.

BUSINESS among wholesale houses is reported good. Retailers have had a few quiet days owing to wet weather, but conditions are better and trade is picking up. The sugar market is reported to look stronger to-day in sympathy with London and New York, where an improvement is expected. Prices now are: Granulated, $4.12; yellows, $3.42. Advices in regard to valencia raisins point to higher prices; they are worth 2s. more than last week. California seeded are worth 10½c. here, which brings the price about the same as last year. Barbados molasses is very firm at 43c. No orders for tomatoes and corn are being taken less than $1.25 for tomatoes and $1.00 for corn, that is, with a guarantee of delivery. It is likely that the retail prices will be the same as last year, 12½c. for tomatoes and 10c. for corn and peas. Shelled walnuts are becoming scarce, and will likely be a great deal more so before any new stock appears. The time for the greatest demand is between now and Christmas. Prices are around 30c. now. Domestic sardines are higher in price.

* * *

Orders have been taken in the city for Allin's cider during the past fortnight, and it might be well to mention that in speaking with local retailers they all feel the retail price should be put on a better basis. It has always been a fad among the trade to sell at a profit of 3 to 5c. a gallon, which is ridiculously low. The Grocers' Association are considering the matter of getting retailers to advance the price 5c. a gallon.

* * *

The local cheese market is a little weaker than it was on Friday last; only part of what was boarded sold at 10⅝c. Some of the sellers would not take that figure, and are holding for better prices.

* * *

At the Fruit Exchange the quantity of grapes arriving this year is not as large as other seasons, and prices have been a great deal better. Concords have been selling from 22 to 25c.; Niagaras, 21 to 24c.; Rogers, 28 to 33c.; Delawares, 30 to 35c. Apples are coming in plentifully.

* * *

NOTES.

The F. J. Castle Co. are putting a new breakfast food on the market which promises to be a winner. It is called "Wee MacGreegor," a most suitable name.

A number of Ottawa grocers and their

The Finest Preparation of Beans Ever Offered to the Trade.

Clark's Pork and Beans in Chili Sauce.

See the Packages—Bright—handsome—attractive.
See the Goods—Wholesome—cleanly prepared—quick selling.
See the Prices—Absolutely the lowest, quality and quantity considered.

TRY — TRY — TRY — TRY
DELICIOUS ACID FRUITS
FRUIT MEAT
CORONA
FOR SUMMER USE
SPRING USE
FOR PIES PUDDINGS ETC.

Delicious, Healthful
The **Ideal** Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high-grade and flavor.

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

FINEST ORANGES GROWN

Car **Extra Fancy Late Valencias** arriving this week from the celebrated groves of the **Arlington Heights**, all sizes. Prices right. Send us your orders.

HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

friends leave for New York on the 27th inst. as the guests of the Clique Tourists of that city. They are to be entertained by the New Yorkers on the 28th and 29th. This treat is a recognition of the entertainment given to the Clique Tourists when they visited Ottawa in June last. The mayor of Ottawa is expected to join with the Ottawans.

A number of grocers in the western part of the city have mutually agreed to close their places of business one hour earlier than usual. Instead of closing at 7.30 they now close at 6.30. Those in the arrangement are: Wm. York, R. Baird, H. W. Booth, A. P. Johnson, C. Blakeley & Co., N. S. Swertfoger and Ellis Bros. They all agree that it is a good arrangement, and although it is

N. Chartrand, President Montreal Retail Grocers' Association, 1903-04.

only in vogue since October 1, they would not go back to the old way. Their customers have fallen into the new order of things quite readily.

Mr. J. J. Levy, of United Factories, is in the city this week.

F. A. Scott & Sons have bought out the grocery business of Thos. Martin, Rideau street. Mr. John J. Smith is in charge of the new branch, and is well acquainted with that part of the city.

ENFORCING THE FRUIT MARKS ACT.

THE inspectors of the Dominion fruit division are now devoting special attention to the enforcement of the Fruit Marks Act. Several prosecutions have taken place in Ontario, all of which resulted in convictions, and several are now pending in Nova Scotia. These are mainly for marking inferior fruit No. 1; although there is such a large amount of first-class fruit in the country packers still persist in trying to palm off inferior fruit as No. 1.

Mr. W. A. McKinnon, chief of the fruit division, says that retailers are beginning to understand the scope of the act much better than formerly, and appear well aware of the existence of the law and of the fact that it is being enforced by inspectors. They also understand the fact that it is at the disposal of any private citizen. A prosecution is now pending in Toronto by a private citizen against a retailer who is said to have disclaimed responsibility. Only a single basket is involved, but it is clear that if individuals do not protect themselves in the case of single baskets, they are not likely to do so at all, as ninety per cent. of their purchases are of single baskets. It is announced that the policy of the Department will be to hold the retailers more strictly to account in the future for the packages of fruit which they pass on the public. If the retailers do not themselves complain when they find dishonest packing, it is because they are willing to share in the fraudulent profit. Of course the original packer will always be prosecuted when he can be discovered, but that will not excuse the retailer.

A VISISTOR FROM GLASGOW.

Mr. John C. Maclean, representing Mitchell Bros., Ltd., of Glasgow, distillers, and Mitchell & Co., of Belfast, Ireland was a visitor in Montreal this week. A representative of "The Grocer" had the pleasure of meeting him at the warehouses of Laporte, Martin & Cie, Montreal agents. Mr. Mitchell is at present on a trip through Canada and the United States, visiting the various agencies of his houses in New York, Boston, Philadelphia, Baltimore, Toronto, Detroit and Chicago, and as it is his first trip to this side he is naturally very much interested and keenly observant of our Canadian and American business customs. The volume of business done by his companies in America since the introduction of their brands has increased to such an extent as to warrant a closer inspection of the field and its future possibilities. Mr. Maclean informed "The Grocer" that as far as the trade with Australia was concerned his companies' business has reached a most astonishing success and it is with a view of developing their Canadian and American trade that his trip was arranged.

MONTREAL GROCERS' NEW OFFICERS.

OF the newly elected officers of the Montreal Grocers' Association, Mr. N. Chartrand, the president, is an old and active member of the society. He conducts one of the most prosperous groceries in the west-end, on Seigneurs street, and is a man of energy and up-to-date ideas, and under his guidance the association should materially develop.

Mr. Beaudry, the secretary, is a young man, but that "crime," in the words of one of England's greatest statesmen, is counterbalanced by an activity and a clear business tact that has enabled him to become the owner of as bright and well conducted a retail grocery, provision and meat market as it has been the writer's privilege to inspect—the "Compagnie d'Epicerie Moderne," on St. Cath-

J. A. Beaudry, Secretary Montreal Retail Grocers' Association, 1903-04.

erine street east, near St. Denis street. The association is to be congratulated on the selection of its secretary.

Mr. J. P. Dixon, the retiring secretary, was a man of unlimited energy, long business experience and a knowledge of affairs unusually well developed, and the association for which he acted as secretary about 16 years, owes much to his powers of organization. Mr. Beaudry has a hard man to follow, but it will only spur him on to equal the work of Mr. Dixon, and, like all ambitious young men, to try and do a little better.

The International Stock Food Co., with headquarters in Minneapolis, have established a branch factory at No. 4 Bay street, Toronto, under the management of Mr. E. B. Savage. Mr. W. B. Laidlaw will have charge of the office and sales department.

FRUIT

THAT IS

FRUIT

is what your customers get when they ask for

GOODWILLIE'S

Fresh Fruits in Glass Jars.

ONCE USED
ALWAYS USED.

ROSE & LAFLAMME, Agents,
MONTREAL.

People who have once used

PATERSON'S CAMP COFFEE ESSENCE

want it always. That is why it sells so well.

ROSE & LAFLAMME,
Agents, MONTREAL.

EVERY GROCER

WITH BUT FEW EXCEPTIONS

HAS SAID

IF THERE WERE A REALLY FIRST-CLASS ARTICLE

MADE IN CANADA

IN THE WAY OF A RELISH OR SAUCE

"WE WOULD PUSH IT"

IN PREFERENCE TO FOREIGN MANUFACTURED GOODS.

NOW IS YOUR OPPORTUNITY

TO RECOMMEND A STRICTLY CANADIAN PRODUCT,

LEES & LANGLEY'S

WORCESTERSHIRE SAUCE

It has taken years of experimenting to accomplish the height of excellence attained by this most superior relish, and should deserve the patronage of every one requiring an article of superior merit.

Branch Offices:
London, Eng.
New York, U.S.A.

Lees & Langley,
109 Front St East,
Toronto.

Grimble's

BRAND.

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT.**

If you don't know it, write for sample.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Why not carry an assortment of

"CROWN"

UNFERMENTED WINES!

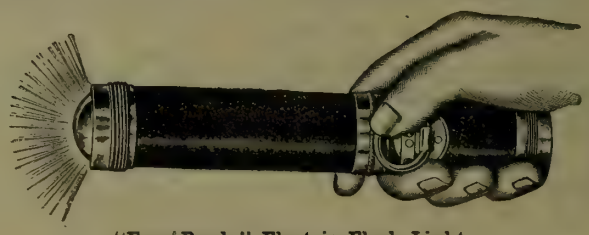
(ALL FLAVORS)

Good Sellers. Good Margin.

CROWN MFG. CO.

785 Yonge Street TORONTO.

"Ever Ready" Trade Mark.



"Ever Ready" Electric Flash Light.

"Ever Ready" Electric Candle.

"Ever Ready" for the Trade.

A LINE OF GOODS YOUR CUSTOMERS DESIRE.

They are **Practical, Useful, Novel,** and make attractive and pleasing presents for the holiday trade. Write to-day for our illustrated catalogue with trade discounts.

"Ever Ready" Electric Clock.

American Electrical Novelty and Mfg. Co.

232 St. James St., MONTREAL, QUEBEC.

"Ever Ready" Carriage Lamp.

Branches

London, England. Chicago, U.S.A.
Sydney, Australia. Paris, France.
New York, U.S.A. Berlin, Germany.

The Popular Ceilings For Practical People

We claim that our Metallic Ceilings and Walls are the very best style interior finish made.

Sanitary—Artistic—Fireproof—exceedingly durable, and capable of an immense amount of variety in coloring and effect.

They satisfy all buyers—no imperfections — no stinting of quality—highest grade materials and workmanship throughout. Certain to please you.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

DRIED APPLES
WE ARE BUYERS
LARGEST DEALERS IN CANADA
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

BUY
Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
See that you get them.

TORONTO RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall Monday evening, October 12, with the president, Mr. D. Bell, in the chair. A complaint was preferred by certain members of the association that the price of "Force" was being cut by The T. Eaton Co. and others. The "Force" Food Co., which had already been approached on the subject, had stated that none who had cut "Force" had been receiving rebates. Eaton's had advertised two packages of "Force" for 25c., and sent out 50,000 copies of their catalogue containing the same. After considerable discussion the association decided to authorize the secretary to send an official protest to The "Force" Food Co. and enclose a copy of Eaton's latest advertisement of "Force" at 10c.

It was unanimously decided to support Mr. Chamberlain's new fiscal policy.

Several members expressed themselves in favor of using goods made in Canada as much as possible. Mr. Bell stated that there were as good articles put up by Canadian manufacturers as by the States. It would, however, take time to educate the consumer to this. There was a splendid opening, he thought, for a manufacturer of canned goods in Canada. Retail grocers here would welcome the day when they could offer their patrons Canadian consomme and julienne, which would compare favorably with the same article as made across the line. There was no reason why Canadian canned soups should not become as firmly established as Canadian canned chicken. The Aylmer Canning Co. at present were putting up a brand of chicken with which Americans could not compete in our Canadian markets.

A suggestion favorably received was that representatives from the various manufactories in Toronto be invited to lecture to the association at intervals during the Winter on the processes of manufacture.

"We want to know something about the article that goes over our counter," said one enterprising grocer.

L. P. Garon, general merchant, St. Michel, has assigned to V. E. Paradis.

Millar & Riopelle, general merchants, Ville Marie, are liquidating.

P. Morin, general merchant, St. Honore, is deceased.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.
Contractions count as one word, but five figures (as $1,000) are allowed as one word.
Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

MILLER—To take charge of 60-barrel sifter mill; hard and soft wheats; must be strictly temperate; give age, experience, state wages. Box 108, CANADIAN GROCER, Toronto. f

OATMEAL miller, night shift; 200-barrel mill; state experience and wages. Box 109 CANADIAN GROCER, Toronto. f

STEADY young man for outside work in grocery business. Box 110, CANADIAN GROCER, Toronto. f

SITUATION WANTED.

POSITION wanted by young man; 2½ years experience in grocery business; references; town preferred. Box 68, CANADIAN GROCER, Toronto. (42)

FOR SALE.

FOR SALE—Grocery and bakery; together or separate; town 4,000; good location for general store. Box 69, CANADIAN GROCER, Toronto. (44)

AGENTS WANTED.

WANTED—Eggs, butter and provisions of all kinds; fruits, fruit-pulp, especially raspberry, strawberry, black currant, apricot, etc. Apply first instance to John Crisp & Co., 24 Wellington Road, Birmingham, England. (44)

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (44)

WANTED

BY the first November, general clerk who speaks German, to go to the North-West Territory. No old fossilized man required, but a smart up-to-date young fellow, who knows his business, and is willing to work.

Apply to Drawer 22, Hamilton, and enclose references. (42)

FLOUR AND CEREAL FOODS

Cereals in the Retail Grocery Store.

"THERE is no doubt but the sale of breakfast foods, of cereals of all kinds, has developed at a great rate during the last few years," said J. F. Morrish, Yonge street, Toronto, the other day.

"During the Summer time the cooked or prepared foods sold in packages have had a sale which would have been impossible a few years ago. At this time of the year, while the sale of these goods is still worthy of our care and respect, the general tendency seems to be in favor of the unprepared foods, such as oatmeal, a food that needs to be heated, gives that degree of warmth and comfort in the morning which is so desirable in the Fall days. This tendency is always manifest in the Fall and Winter.

"This does not mean, mind you, that the sale of the package foods, which do not require cooking, falls away entirely. Each of these foods have their adherents who stand by them through all seasons, from Summer to Winter and from Winter to Summer."

"Is there much difficulty in keeping these foods?" asked THE GROCER.

"No, if one pays attention to a few simple rules he will have no trouble. In the first place, I have found it of advantage to buy often rather than in large quantities. Freshness is the great desideratum in any food, and it must be recognized that freshness cannot be retained in a cereal beyond certain limits. These limits will be extended to the greatest length by always keeping all stocks of cereals absolutely dry, or as near so as possible."

"Then you would not carry cereal stocks in your cellar?"

"Certainly not; the dampness of my cellar will not do harm to some goods we carry, but, while it is not damper than the ordinary cellar, it would be too damp to carry cereals in. In the storehouse behind my store I keep all such goods as cereals, teas, etc. Yet, as I said before, I find it advantageous to buy as frequently as possible. It pays to be able to assure customers that one's stock is in proper shape, and it is folly to assure them so unless it is the fact, for they can and do notice the difference when goods are not right. Then some other grocer gets a new customer."

Manitoba Grain Act.

The Senate rendered an important service to the western farmers recently in considering the bill to amend the Manitoba Grain Act, 1900.

Dr. Douglas objected to a penalty of $60 per day being imposed on the farmers who fail to load a car within 24 hours, on the ground that the farmers should not be subjected to a penalty several times greater than a merchant under similar circumstances. On behalf of the western members he asked that the amendment be stricken out, and the farmer be left subject to charges for demurrage under the general railway act. The motion was adopted.

Western Wheat Movements.

A despatch from Winnipeg announces that there were 186,880 bushels of wheat received for shipment at country points on Friday last by the C. P. R., and 163,000 bush. loaded for shipment. The total amount of wheat received to that date by the C. P. R. is 3,479,912 bush. The C. N. R. receipts average about 50,000 bush. daily, and shipments to date total 1,700,000. On Friday 276 cars from the Northwest were inspected, of which 92 cars graded No. 1 northern and 100 No. 2 northern. The weather is again most favorable for threshing and shipment.

Yields in U. S. Northwest.

The Van Dusen-Harrington Co., of Minneapolis, has been making a very exhaustive inquiry into the yield of wheat in the Northwest, and embodies the result in a report. The company bases its figures upon actual thresher returns, depending not only upon its own exceptional facilities for securing information, but obtaining reports as far as practical from the several large elevator companies with headquarters in Minneapolis. Through these various sources the companies obtained more than 1,000 reports of yields, as shown by thresher returns, and upon these it estimates the average yield of grain for 1903 in Minnesota and the two Dakotas as follows:

	Wheat.	Oats.	Barley.	Flax.
Minnesota	13.1	35.1	29.5	10.7
North Dakota	13.2	31 2	27.6	7.7
South Dakota	14.4	41.9	30.7	11.0

The Government report showed the 1902 yields to be:

	Wheat.	Oats.	Barley.	Flax.
Minnesota	13.8	30.7	28.5	10.4
North Dakota	15.9	41.9	31.6	7.2
South Dokota	12.2	38.4	29.2	7.5

When these yields are compared with those of Manitoba and our Northwest the American invasion needs no further explanation.

Opening for Cornmeal.

An opening in Britain is reported for Canadian cornmeal. Mr. P. B. Ball, the Canadian commercial agent at Birmingham, says that particular enquiry is being made in the Midlands for white cornmeal flour. A large order can be obtained, but quotations are required immediately.

Coarse and Fine Flour.

SPEAKING of the constant inclination, among British millers at least, to dress flour through finer and finer silk, Mark Laner, writing to The Miller, of London, gives it as his opinion that it is not the actual fineness of the dressing, so much as the greater evenness of the granules, that makes the finer flour superior. He then goes on to say:

"We can all understand that in dressing through a No. 8 silk we get a quantity of flour that would go through finer silk, all numbers up to 16, say. Taking well-purified middlings, and dressing the rolled product through silks of various meshes, I find that the coarse flour will make a better loaf than the fine, if there is no fine flour mixed with the coarse.

"For instance, take a three-sheet reel clothed at the head with No. 12 silk, middle sheet No. 9, tail sheet No. 8; the outsiftings from the No. 8 silk would make a whiter and stronger loaf than those from the 12 silk. Take a sieve purifier and get a sample of middlings from one section only. These middlings will make a splendid loaf even through a No. 1 or No. 2 silk, but mix several sizes of middlings and the result is not quite so good, and, of course, if there is flou

The Answer to the Puzzle--
STOCK TILLSON'S.

When fads wear out a good many cereals will never more be heard of. No one, not even our competitors, would guess so wildly as to include TILLSON'S in the list of the departed. Such is the belief in our goods. Build your trade on TILLSON'S Meals. No reproaches, no mistaken judgment. Slow growths last long. The TILLSON name was not won with money.

THE TILLSON COMPANY, Limited,
Tillsonburg, Ontario.

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King St. East, - Toronto.

mixed in as well, the loaf will be below grade.

"I have seen quantities of middlings caught off from the purifiers and sold to bakers as a special "flour," and the resulting bread was, I think, the best I ever saw. If we could only induce bakers in England to try middlings for their best bread, I think it would pay both miller and baker. How it would simplify milling if we could sell 'patent middlings' without having to reduce them to patent flour? I have seen this done on a large scale. In fact, in a 20-sack plant the firm were unable to supply the demand for these middlings for bread making, even though they caught off so many that the flour made from the remaining machines was not up to bakers' grade, even with first-class mixtures of wheat.

"As milling is done now, we are almost obliged to grind a straight-run flour right

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.
Correspondence solicited.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

down to the bran flour in order to get an even-sized product, but it seems a pity to grind the best middlings down when they will make a better loaf simply graded and left of the size made by the break rolls."

British Imports of Flour.

A correspondent of The Liverpool Daily Post is authority for the statement that during the past cereal year, ending July 31, the United Kingdom imported from the United States and Canada no less than 7,099,000 sacks of 280 lbs. of flour, an increase of 620,000 sacks over the previous season, besides probably another 1,000,000 sacks from Hungary, South America, France, etc.

From the United States and Canada Liverpool received 1,133,000 sacks, London 2,669,000 sacks, Glasgow 1,440,000 sacks, Ireland 882,000 sacks, Bristol 439,000 sacks, Leith 436,000 sacks and sundries 100,000 sacks—total 7,099,000 sacks. And it is well known to persons in the trade that the failure of crops in Australia and South Africa last year diverted to those countries another 800,000 sacks of flour, 500,000 of which would, under normal conditions, have headed for the United Kingdom.

Sir William's Fine Crop.

A field of wheat at the farm owned by Sir William Van Horne, East Selkirk, has been the cause of a great deal of admiration, says The Selkirk Exporter. It was the first at the station, and in view of hundreds of people daily. Those who saw the field after it was cut were not backward in saying that the shocks were the largest of any they had ever seen, and that was saying a great deal in this prolific country. A few days ago this field was threshed out, and the yield from the machine was 48 bushels to the acre. There was easily two more bushels to the acre on the ground, as a heavy storm about a week before the field was cut caused much of the crop to lodge.

Reduction in Grain Rates.

A MILLION a year saved to farmers of the West in freight rates is the estimate Premier Roblin has placed on the cut the C. P. R. made last week in deference to the persistent agitation in the West. A drop in the rates on wheat of 3c. per cental, from 14 to 11c., will be a great boon to the Manitoba farmers, while the farmers of the Territories will benefit to the extent of 2c. per cental.

To secure this reduction Premier Roblin has consented to the Canadian Northern raising their rates from 10 to 11c.

These figures are for delivery at Fort William, and as prices in the West are determined by the prices at Fort William and Duluth, every reduction in the rates west of the head of navigation means so much more in the pockets of the grower.

When the Northern Pacific charter was granted, about 1888, the rate from points now fixed at 11c. was 24c. per 100 lbs. Upon the entrance of the Northern Pacific the rate went down to 21c. Two or three years later there was another drop to 17c., where it remained until the building of the Crow's Nest Pass Railway, when Mr. Sifton bargained for a reduction to 14c. in two years. Last year the Canadian Northern came down to 12c., but the Canadian Pacific did not follow, and now the C. P. R. rate takes another drop of 2c. from that fixed at the time of the Crow's Nest Pass bargain. That is, in 15 years the rates have been more than cut in two.

Macaroni by Machinery.

IT appears from a recently-issued Foreign Office report by Mr. Consul General Neville-Rolfe, on the trade of South Italy for 1902, says The Grocery Journal, that macaroni of all kinds is now made almost exclusively by machinery. It was thought some years ago that the old method could never be superseded, but improvements have been made in the machines, and whether it be that the public has become accustomed to the machine-made goods, or whether there is really no perceptible difference between them and the hand-made, the fact remains that the consumption increases annually. The motive power is usually water drawn from the mountain torrents and carried from the dam in a water furrow. A British firm here has been very successful in the production of improved machinery, which has enabled the factories to increase their output enormously and to reduce their labor account. It is largely this which has led to strikes in the trade during the past three years, skilled hands being in much less demand than under the old system, while there is hardly any difference, from the workman's point of view, in the employment of unskilled labor in the work of packing and drying, all the commoner sorts being dried on canes in the sun, or in the case of the small macaroni, such as is used for soups and kindred purposes, the paste is dried on the flat roofs of the factories. Torre dell' Annunziata is a town of 22,000 inhabitants, about 15 miles to the east of Naples. The inhabitants are chiefly employed in the manufacture of macaroni, and there is a considerable and growing trade in its commodious harbor. Large quantities of grain are imported and exported again in the shape of macaroni. It is also a central depot of the coal trade, and of late years some large iron works have been established there. A good many British ships use the port in preference to Castellamare, which is about five miles further on, and is rather a military than a commercial port. The grain trade is largely carried in Greek bottoms, because there are no restrictions as to loading and water-line, and corn is carried by them in bulk without formalities. The wages also paid by the Greek companies are much lower than those of British companies, so that they are able to wrest a great deal of the Mediterranean trade out of our hands.

Price of Bread Reduced.

The Master Bakers' Association of Hamilton, feeling very keenly the competition from Toronto bakers and from others at outside points, reduced the price of bread on Monday last, the 12th instant, to 5 cents, and also decided to make the loaf the same size as that brought in from outside points. The following are the members of the association: M. Smith, J. Rodgers, W Reeves, jun., Harris Bros., Linkert Bros., R. B. Hill, T. Costello, R. Smith, W. Lees & Son, W. Dermody, A. P. VanFleet, E. W. Bateman, William Thresher, A. M. Ewing, William Hazell, W. Jarvis, E. Springstead, J. R. Beckett and Burke Bros.

A miller there was who said "Why
"Can't I make buckwheat flour out of rye?
"I'm sure I could do it
"If I gave my mind to it;
"You never can tell till you try."

Cereal Notes.

E. D. Tillson, of The Tillson Milling Co., Tillsonburg, called on the GROCER on Saturday last.

Mr. Craig, of The Renfrew Milling Co., Renfrew, has been quite indisposed and confined to his house for the past few weeks.

Some time ago there was trouble between the master bakers and journeymen of Sacramento, Cal., during the progress of which many of the housewives of Sacramento took lessons in the art and science of breadmaking, so as to be independent in case of a strike. Most of them liked the results of their own handiwork so well that they no longer buy the output of the bakers, but make their own bread, and bakers' profits show quite a shrinkage in consequence thereof.

CUP QUALITY COUNTS—Therefore handle

Established 1845

S. H. & A. S. EWING'S High-Grade COFFEES

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

THE GAME OF CURLING CALLS FOR GOOD BROOMS.

In the Curling season it pays the dealer to look after the local rinks, with whom he may do a good trade in brooms.

BOECKH'S Bamboo-Handled Curling Broom

is the Broom of all Brooms for the "Roarin' Game"—carries the weight where needed, at the broom end, and is light, clean and durable.

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: 80 York St., TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St

ENGLISH MANUFACTURING CONFECTIONERS TRY CANADIAN FLOUR.

AMONG the visitors welcomed at the Toronto office of THE GROCER last week were Messrs. George H. Davis and John Carr, directors of the large manufacturing confectionery house of Peek, Frean & Co., Limited, London, Eng. These gentlemen arrived in New York on the 3rd inst., and were on a flying visit to Canada and the United States for the purpose of looking into American business methods and organization, and more particularly of getting in touch with sources of supply for their raw material.

The firm is an extensive one, employing upward of 2,000 hands, and has specialized particularly on fancy biscuits, in which they do a large export trade, large quantities going to Australasia, where New Zealand proves the heaviest consumer. They also export considerable to Canada, their Canadian agents being Chas. Gyde & Co., of Montreal.

About a year ago the firm was made into a limited concern, and as an instance of that "go" which we are apt to regard as particularly American, it might be noted that they put a new sweet cake, Pat-a-cake, on the market recently, and since last Winter have been turning out 1,000 a minute day and night, and pride themselves on having been able to deliver every order the day on which it was received. City orders by 6 o'clock evening post are delivered first thing the succeeding morning.

Flour, butter and eggs were the supplies in which these gentlemen were particularly interested, and Friday afternoon was spent in visiting the trade in these lines. As a result a carload trial order in each of two grades of flour was placed with The Tillson Milling Co.; that, is two cars in all.

Messrs. Davis and Carr were particularly well pleased with the Ontario flour, which much surpasses in color and appearance the St. Louis make they have been using. As Winter wheat flour is required for confectionery, our Ontario product will find a good outlet should it prove as satisfactory on the final test.

In butter and eggs the inspection was not so satisfactory. The Canadian creamery butter, of course, was unexceptionable, but barred by the price. On the other hand our dairy product is of too ununiform a quality for their purposes. Doubtless good to begin with, it is badly marketed, and no two lots are alike. Mr. Davis suggested that this might be remedied by some such organization as is in vogue in Ireland, where the butter from the dairy is brought to the factory, where it is graded first, second and third, and promptly placed in cold storage, to be forwarded in first-class shape to the market.

Asked as to Russian butter, Mr. Davis said that it was found unreliable. Indeed, Siberian butter, while not adulterated, was the same chemically as margarine. On the other hand, however, the Russian Government were accomplishing marvels in the way of instructing their people in making better butter and in perfecting their cold storage and transportation facilities. The quality of Russian butter had indeed improved wonderfully in the last few years.

The Canadian eggs examined, both fresh and pickled, were found to be of good quality, but the whites were weak. The eggs used by Peek, Frean & Co. are mostly English, Italian and Danish, the latter of which are much larger and stronger than ours.

Mr. Davis and Mr. Carr, both young men, have a thorough technical knowledge of their business, the former being responsible for the buying of raw materials and the latter for the internal arrangements of the plant. The Board of Directors is a working board, every man on which puts in his 10 hours a day at the factory. Mr. Carr, whose father, Mr. Arthur Carr, is managing director of Peek, Frean & Co., and himself a director, prides himself on being able to go down to any part of the factory, roll up his sleeves and put through the work, or remedy anything that might have gone wrong. The common idea that the Briton of means stands aloof from his business is another of those myths which should be laid away.

The grand uncle of Mr. Carr, by the way, was the inventor of the first biscuit making machine, a machine which is still in use in the factory of Carr & Co., Carlyle. Mr. Carr thus comes of a family which has long been connected with the industry.

Messrs. Davis and Carr left Saturday night for Montreal, and will visit Boston, Chicago, St. Louis and Kansas City before returning to England.

INCREASE OF CAPITAL STOCK.

Letters patent have been issued by the Lieutenant-Governor-in-Council confirming a by-law of The Zion's Cheese Manufacturing Co., of Thurlow, Limited, providing for the increase of the capital stock of the company from the sum of $2,800 to the sum of $4,800 by the issue of 500 shares of new stock of $4 each.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

CHEAPER AMMONIA

During the summer months our Household Ammonia will be 50c. per gross less in price.
Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

TRUCKS
for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

FOR XMAS 1903. FOR NEW YEAR 1904.

BEAUTIFUL GOODS

This is the time to order a choice line for the HOLIDAYS.

PURE FRUIT SYRUPS

In Handsome Fancy French Decanters.

1 Dozen in a Case.

4 Different Patterns.

4 Flavors---Raspberry, Strawberry, Pineapple, Lemon

TO SHOW THEM IS TO SELL THEM

Just the line you want for your Christmas and New Year display. Order **AT ONCE,** for the demand is large and the supply limited.

HENRI JONAS & CO.

389-391 St. Paul Street,

MONTREAL, P.Q.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Cigar Leaf Grown in the United States.

THE cigar type grown in the United States is almost entirely consumed there, and in addition large quantities of Cuban and Sumatra tobacco are imported, says The American Cultivator. Domestic cigars are made up of wrappers, binders and fillers, which come from different districts. The Connecticut Valley produces two types of wrapper leaf, the broad leaf and the Havana seed leaf.

The broad leaf variety has a broad, silky leaf, very elastic, two-thirds of its length from the tip possessing rich grain and color. Small veins are also characteristic of the leaf. There is only one small area in the Connecticut Valley adapted to the production of this type.

The leaf of the Havana seed is smaller than the broad leaf, much narrower, and is exceedingly thin and silky, but possesses less elasticity and covering quality. It does not have the rich grain of the broad leaf, and the middle and lower parts are glossy and have large veins, rendering this portion of the leaf undesirable for wrapper purposes. The heavier leaves and those slightly damaged or of uneven color are used as binders. Badly torn leaves and trash are not suitable even for fillers, but are sold at a low price for export.

Both varieties are air-cured, packed in cases containing about 300 pounds, and left to ferment during the Winter, Spring and Summer months. This tobacco is sampled and sold at private sale, the packing being usually done by those who buy the tobacco from the farmer. Both the broad leaf and the Havana are graded into light, medium and dark wrappers, and light and dark seconds, all grades being arranged into four lengths. The Connecticut wrappers compete with the imported Sumatra, being nearer to it than any of the domestic tobaccos, except that grown in Florida from Sumatra seed.

The tobacco produced in Pennsylvania is characterized by a long, broad leaf. It is air-cured and packed in the same way as the Connecticut Valley tobacco. The Pennsylvania type has a dark, heavy-bodied leaf, unsuited for wrappers, but used mainly for fillers or binders. Some good wrapper leaf is grown on the light alluvial soils near the rivers. As a filler leaf this tobacco competes with the Zimmer Spanish, Little Dutch and Florida-grown Cuban, and is used mostly in the production of stogies, cheroots and other low-grade cigars. This tobacco is assorted by the packers into the following grades: Eighteen-inch, twenty-inch, twenty-two-inch and twenty-four-inch light and dark wrappers and binders; the shorter sizes are graded as fillers and are called Pennsylvania B's.

The New York tobacco comes between the Pennsylvania and Connecticut leaf, containing a very small proportion of wrappers. It is graded and packed in a manner similar to that employed in Connecticut.

Wisconsin produces principally a binder leaf, which is frequently used with the Connecticut wrapper and the Ohio or Pennsylvania filler. It is graded and packed like the Connecticut tobacco.

Cuba's Export of Leaf and Cigars.

THE Bureau of Statistics of the Department of Commerce and Labor at Washington is in receipt of the Cuban statistics on the exports of tobacco during the months of January, February and March, 1903. The total exports of unmanufactured tobacco for the quarter are given as 11,156,665 pounds, valued at $3,586,555. Of this the United States took by far the largest quantity, the exports to that country amounting to 6,416,726 pounds, valued at $2,749,861, being considerable over half the total exports of Cuban leaf. The next largest customer for Cuban leaf during the quarter was Spain, which took 3,064,181 pounds, valued at $462,040. Germany was third with 1,312,123 pounds, valued at $233,271. Of the three months the heaviest exports of leaf took place in February, when they reached within four hundred of four million pounds. Of the cigars exported, by far the largest quantity went to England, which took, during the quarter, 25,263,811 cigars, valued at $1,430,655. The January exports to England were 9,700,345 cigars; February, 8,131,430 cigars, and March, 7,432,036;

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

Write This On a Post Card.

"Send me one thousand of your Cigars (200 ten-centers and 800 five-centers) the latter varying in price from $25 to $35."

Write also on the postal the colors you want—light, dark or medium. I will send the Cigars right along on trial and even after you pay for them (if you decide to keep them) you may send them back at any time within six months and get your money. *I take all the risk!*

J. BRUCE PAYNE, LIMITED,
Granby, Que.

"Peradventure":

This word has no place in the question of whether

HAROLD H. KIM AND LA FAMA } CIGARS

Will please you and your trade in every respect.

BRENER BROS.

Cigar Mfrs., - - - **LONDON, CAN.**

T. & B., 10-Cents

In sorting Tobacco Stock it is **SO** easy to grade carelessly. It is the rigidly careful grading that makes **T. & B.** a better Tobacco than any other on the market. **T. & B.** quality was established years ago, and has never varied.

Grocers: You can attract men to your store by having **T. & B.,** 10C. size.

The Geo. E. Tuckett & Son Co., Limited, Hamilton.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

When you are talking up cut tobaccos, mention

QUEEN'S NAVY

You will do both your customer and yourself a good turn.

ERIE TOBACCO CO.,
Limited
WINDSOR, ONTARIO

HORROCKS'

RONTO

5c. Cigar

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

—British Navy
—King's Navy
—Beaver
—Apricot

CHEWING

—We know more about tobacco making than most others. And we know how to make our brands **good.** **Their goodness sells them.**

SMOKING

—Tonka
—Solid Comfort
—Pinchin's Hand Made

The McAlpin Consumers Tobacco Co., Limited,
TORONTO.

so that the English trade decreased from month to month.

The United States was the next largest importer of Cuban cigars, during this period, taking 12,970,464 cigars, valued at $885,263. The exports to the United States by months are: January, 3,747,245; February, 4,973,558; March, 4,249,661. The total exports of cigars for the quarter are as follows: January, 18,498,916; February, 17,816,858; March, 17,791,867; total, 54,107,641 cigars, valued at $3,337,626.

For the same period a total of 3,781,373 boxes of cigarettes, valued at $109,288, were exported. Of this Colombia took the largest quantity, 702,685 in January, 624,908 in February, 387,107 in March; a total of 1,614,700 boxes, valued at $46,398.

Other dnmanufactured tobacco was exported during the quarter to a total of 32,862 pounds, valued at $13,062.

Life Saved by a Cigar.

IT may not be a sufficient excuse for cultivating a fondness for tobacco in general and expensive cigars in particular—if excuse be needed—but it's strangely true that cigars, generally good cigars, have at times saved valuable human lives.

M. Guizot, the great French historian, for instance, it is related by an exchange, owed his life to a cigar. One day he was walking in one of the gardens of Paris when he noticed that he was being followed by a shabbily-dressed man, who evidently had some purpose in view which included the historian.

M. Guizot finally sat down on a bench and his unwelcome follower seated himself there also, all the time watching him with a threatening air which might have proved disconcerting to a man troubled with "nerves." The historian was not troubled. He pulled a cigar out of his pocket and lighted it.

At that action the strange man arose and muttered that he had been mistaken, as the scoundrel he meant to kill did not smoke. The historian was considerably puzzled by this occurrence until he learned several days afterward that a man answering the description of the fellow who had followed him had been arrested for a murderous assault on a public official, against whom he had a grudge. He had mistaken M. Guizot for the official and no doubt would have made the assault on him had he not pulled out the cigar.

Who Has This Pipe?

Thirty-six years ago, Haskon M. Olson, a Scandinavian, now a prominent citizen of Portland, Oregon, was a poor immigrant travelling westward. At Milwaukee he was obliged to part with his pipe to raise money wherewith to buy food. To-day, a rich man, he yearns to regain it, and has published the following letter in The Milwaukee Sentinel:

"On July 1, 1867, I landed at Milwaukee with a large family, on my way from Christiania, Norway, to Northfield, Minn. I had only enough money to pay the freight on my effects, and could speak no English. I needed food for my five children. I owned a meerschaum pipe which was presented to me by my home Government for twenty-two years' faithful service as a printer. Engraved upon the bowl of the pipe was an inscription in the Norwegian language setting forth the fact.

"I offered the pipe for sale to buy bread. While waiting in the immigration rooms of the depot, a man whom I understood to be head of the railroad came to me and bought the pipe for $24. I write to say I would gladly give $50 now for its return. I am eighty-two years of age, a man of means, a pioneer of pioneers in the printing business, and I esteem the pipe."

Who has that pipe? Let him come forward and hand over the time-honored article to its ancient owner? He will thereby win the gratitude of the old Norseman and the goodwill of every lover of My Lady Nicotine in the land.

New Theory in Regard to Tobacco.

CENTENARIAN'S consoler though it be, tobacco is still, by some people, deemed a "poison." But it is going to be robbed of that terror. The British Medical Journal states that, according to recent investigations brought to the notice of the Vienna Academy of Sciences, the aroma of tobacco and the effects of tobacco on the smoker are not, as is commonly supposed, due to nicotine, but to a quite different chemical body, an alkaloid. Dr. Frenkel, the author of the paper submitted to the academy, states that he observed that the physiological action of tobacco does not correspond to the amount of nicotine which it contains, and he mentions that certain kinds of Havana tobacco, which are poor in nicotine, exercise a greater effect on the human system than other kinds which are rich in nicotine. These facts induced Dr. Frenkel to examine tobacco to see if he could find the chemical body which really is the cause of disturbing or soothing effects. From different kinds of tobacco he separated a yellow-looking salt. The further examination of this salt convinced Dr. Frenkel that the aroma and the effects of tobacco arise to a very large extent from the alkaloid, which is characterized by highly volatile properties. If the conclusions which Dr. Frenkel arrived at are correct, smoking may be freed of some of its evil effects, for it may be possible, in contradistinction to the case of nicotine, to remove from tobacco the property which acts deleteriously on the devotee of the "weed."

S. H. AND H. TRADE MARK.

PIPES

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

McDougall's Scotch Clay
PIPES
are the standard of the world.
D. McDougall & Co., Glasgow. Scotland.

Tobacco Notes.

W. H. Steele, who is at present in the West, is very enthusiastic over the business prospects in the Prairie Province.

Jack Hamilton, the western representative of The Harris, Harkness Co., Montreal, spent Sunday last in Toronto.

A large shipment of Havana tobacco reached the Ronto cigar factory on Saturday last, and the fact that Horrocks & Co. have doubled their manufacturing staff during the past week attests to the popularity of this cigar.

BILL NYE AS AN ADSMITH.

According to a story that is going the rounds of the newspapers the late Bill Nye wrote this advertisement:

"Owing to my ill-health, I will sell at my residence in township nineteen, range eighteen, according to governmental survey, one plush raspberry cow, aged 8 years. She is a good milker, and is not afraid of cars or anything else. She is of undaunted courage and gives milk frequently. To a man who does not fear death in any form she would be a great boon. She is very much attached to her present home by means of a stay chain, but she will be sold to any one who will agree to treat her right. She is one-fourth shorthorn and three-fourths hyena. I will also throw in a double-barrel shot gun, which goes with her. In May she usually goes away for a week or two and returns with a tall red calf with wabbly legs. Her name is Rose. I would rather sell her to a non-resident."

Department of Advertising Suggestion and Criticism.

Edited by W. ARTHUR LYDIATT, Toronto.

The Progressive Business Man Leads—Not Follows—His Customers.

SOME manufacturers and selling agents view advertising as a tribute required by the papers. Even among the retailers there are many who consider it a necessary evil, and not a few who look upon it as a gamble, pure and simple; while the number of those who rightly esteem it as a genuine business-like force, is comparatively small.

The manufacturer or selling agent who regards his entire advertising expenditure as a tribute to the papers need not change his views all at once. But in the name of common sense let him do this: If he pays out certain sums of money for space, whether the money or the space be large or small, let him use that space for the greatest possible good. When it is used otherwise than in a progressive, business-like way, it not only fails to do him the good that he pays for, but it actually brings to his business a certain measure of discredit. He therefore buys a handicap.

If he sends out a salesman to interview half-a-dozen possible customers a day, he wants him clean, neat, becomingly dressed, easy of manner and convincing of speech. He will be willing to pay a vast difference in price as between one candidate for salesmanship and another. He will even buy engraved stationery as better than lithographed—and then, behold, he will put a grotesque cut, a weak, poorly-worded argument—an absurd, unbusiness-like statement, in the papers, that reach, not merely half a dozen, but several hundreds, or, perhaps, thousands, of possible customers.

That sort of man does vastly worse than simply to neglect his advertising. His loss is far greater than a man who pays a fixed charge per month for electric current and still gropes around in the dark for his customers, never using the power he pays for. This false advertiser actually pays for power to increase the business darkness all about him. His advertising fails to command the public interest that must precede public approval—if, indeed, this one weak spot does not compel unfair prejudice that his total business organization does not deserve. An advertisement that is poorly designed, badly written and cheaply illustrated, is one of the most expensive luxuries in which a business man can indulge.

The man who views advertising as a gamble need not be seriously considered. While advertising has not become an exact science, it is recognized as a business force. Applied rightly to a sound business proposition, it cannot fail. Regarded as a gamble, it is pretty certain to turn out only that. Even the best salesman seldom takes orders on the first call. Never expect an advertisement to do more than a trained human being.

The one great thought to get firmly in your mind is that largely by your advertising is judged your business character, your fairness, your manners, yourself. No matter how small a town you live in, your local paper reaches people who have no acquaintance with you, no prejudice for or against you. They read your advertisement with wide-open minds. If what they read commands their interest, their respect, their confidence, their custom, then it is well done. If it creates no interest, it is indifferently done. If it arouses doubt as to its honesty, if it fails to carry with it the certainty of your sincerity, then it is most surely an injury instead of a help. A single advertising attack seldom brings results. The buying public is only human, and often forgets. Experience has shown that it is much better to interest and convince a few people a great many times than a great many people a few times.

Next to being truthful, advertising should be interesting and suggestive.

After all, the word "advertising" originally meant and still means information. When Shakespeare wrote "We are advertised by our loving friends," it was a simple announcement meaning "We are informed by our loving friends." In the popular mind advertising has grown to mean "exploitation," "boom talk," etc. They who follow advertising most closely realize that information is and always must be its groundwork, and if by suggestion, by argument, by illustration, one can make this information attractive, persuasive, then one has succeeded precisely as does the lawyer who successfully handles his case.

The first problem of the advertiser is to establish the importance of his advertising and its relations to the other departments of his business. This is true of every advertiser, whether he be a merchant dealing directly with the public or through the retailer. Of course the advertiser to whom this is of the greatest importance is the retailer who sells directly to his trade through the medium of the newspaper. The newspaper becomes his rostrum. It is the place upon the housetops from which his business purposes are proclaimed, through which his store policies are made familiar, as well as his source of publicity for the various lines of merchandise he handles.

The relative importance of advertising in business policy cannot be overestimated. If an advertiser believes it to be of little or no account, it surely will be so. If, on the other hand, he lifts it above the other branches of his business, it is pretty certain to stimulate the development of these other branches, so that eventually they become worthy of the advertising.

When you read a news item in The Evening Star, you put your own interpretation upon it. When you read it in The Evening Globe or Evening Nation you do likewise, and this interpretation is very apt to be different in each case. It has come to be equally true of advertising. When you read the announcement of one house, you are very apt to make allowance for exaggeration. When you read the advertisement of another house, you are inclined to believe that the facts are exactly as printed, but, in any case, that they are not overstated. Thus it is manifest that an advertiser creates his own reputation in the minds of his readers. The measure of belief in his statements depends entirely upon himself.

Remember always that you must not only interest but convince a prospective purchaser that your goods are what you claim for them—and retain a little margin, which when declared, will demonstrate that you have understated rather than overstated the quality of your product.

The experience of most successful advertisers has been that there are certain months in the year during which it is especially advisable to reach out for possible buyers by advertising.

These months are July, December, February, June, November, March, August, January, September, May, October and April.

Give real information about the article, point out its advantages over others, mention its beauties, and suggest new uses for it.

Above all, constantly keep in mind that your one fixed purpose is to fill the reader with the desire to buy—and this cannot be done by filling the advertisement with your desire to sell.

How is Your Coffee Trade?

Good, Eh!!—

Then you must sell our famous

CLUB COFFEE

——Put up in 1-lb. and 2-lb. Tins.—— A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS Toronto Branch, 29 CHURCH ST.

96 KING ST., MONTREAL, TELEPHONE MAIN 686

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

A SELLING ARTICLE.

We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. **The low price** at which we have been able to sell it, notwithstanding the advance. 2. **The quality**, which has always been the same.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

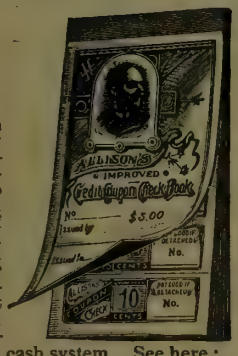
THE COWAN CO., Limited - - TORONTO

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

Our Latest and Best

FIRST FLOOR OUTFIT

CLEAN	NO
ECONOMICAL	USE
DURABLE	FOR
ATTRACTIVE	MEASURES
SAFE	OR
SATISFACTORY	FUNNELS

BOWSER

THREE MEASURE
SELF MEASURING
AND COMPUTING

OIL TANKS

ARE BUILT TO LAST

THEY SAVE
OIL
TIME
LABOR
AND
MONEY

THEY HAVE

All Metal Pumps	Dial Discharge Registers
Anti Drip Nozzles	Money Computers
Float Indicators	Double Plungers
Double Brass Valves	Galvanized Steel Tanks

Handsomely Finished Cabinets

WE BUILD FIFTY STYLES
Write for Catalogue "B."

THEY PUMP
GALLONS
HALF
GALLONS
OR
QUARTS

S. F. BOWSER & CO., FACTORY FORT WAYNE, IND.

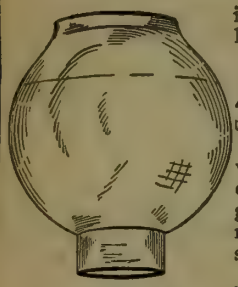
65 FRONT STREET EAST, TORONTO.

OUR TRADE MARK A

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE MARK A

Our Chief Business



is making mantles that last the longest and give the most light. A is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES } Best
LOW " } Quality
HIGH GALLERIES } 2nd
LOW " } Quality
STRAIGHT CHIMNEYS
BARREL "
MICA "
MICA CANOPIES
OPAL SHADES PEAR GLOBES
APPLE GLOBES SUNDRIES

AUER LIGHT CO., - MONTREAL.

Don't Be Misled

by the statement that such-and-such a soda is "As good as 'BM.'"

THERE IS ONLY ONE

Brunner, Mond & Co.

and their name stands for HIGHEST QUALITY

in

Baking Soda

and

Washing Soda

Winn & Holland

MONTREAL Sole Agents for Canada

Current Market Quotations for Proprietary Articles

October 15, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½ lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ¼ lb.	2 90
" 12 oz	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ¼ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO..

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Bon Ami.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 35
" " " B, 4 "	3 95
Boeckh's Bamboo Handles C, 3 strings	3 70
" " " D, 3 "	3 50
" " " F, 3 "	3 20
" " " G, 3 "	2 95
" " " I, 3 "	2 60

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland 9 50	10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per o
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate 0 21	0 32
Mott's Sweet Chocolate Liquors 0 20	0 36

WALTER BAKER & CO., LIMITED.

	Per lb
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

—don't worry about
—the high price of Molasses.

Our **CROWN** Brand
SYRUP

is infinitely better, and your trade will be better pleased.

It is the purest Syrup in Canada.

See that the CROWN is on the package. If it's there it is our make—and it's good.

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, QUE.

Cocoanut.

L. SCHEPP & CO.

	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
⅛ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 1 b. net)	5 50

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 11

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	15 00
Small size "	12 00
Roquefort—Large size "	2 40
Small size "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case per doz.	1 50
5 and 7-lb. tin pails per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
case of 4 doz	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz	$ 1 40
" ¼-lb. tins "	2 50
" 1-lb. tins "	5 00

Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35

"Old Crow," 12-lb. boxes—

¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.		0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked "	"	1 90

Sauces.

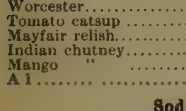
BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

"Bee" brand, 8 oz., cases, 120 pkgs.		Per
" " 10 oz., cases, 96 pkns.		case
" " 16 oz., cases, 60 pkgs.		$2 75

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

		Per case.
No. , cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }		2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel...per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch —	
1-lb. packages, boxes 40 lb.	0 06¾

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

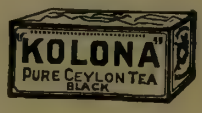
	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

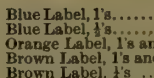
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb. " " "		0 20
Blue Label, retail at 30c		0 22
Green Label. "	40c	0 28
Red Label, "	50c	0 35
Orange Label, "	60c	0 42
Gold Label, "	80c	0 55

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb. }		
" " 30 1-lb. }		0 35
" " 120 ½-lb.		0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb " at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	04 3
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets—

Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " —Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets—

Green Label, ¼s, ½s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 60 at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages. (25 1-lb.	$0 35 0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages. (25 1-lb.	0 29 0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages. (25 1-lb.	0 23 0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages (25 1-lb.	0 35 0 34
Green Ceylon, No. 2,	(50 ½-lb. packages (25 1-lb.	0 29 0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.		$0 39
" Amber, 8s. and 3s.		0 60
Chewing—Stag, bars, 10½oz.		0 43
" Bobs, 5½s. and 11s		0 44
" " 10½ oz. bars, 6s.		0 47
" Currency, 12 oz. bars, 12s.		0 47
" " 6½s. and 12's.		0 47
" Old Fox, narrow, 12s.		0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½		0 51
" Pay Roll, 7s and 6½s.		0 52
" Fair Play, 8s. and 13s.		0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

		Per doz.
Washboards, Victor		$1 25
" Crown		1 30
" Improved Globe		1 45
" Standard Globe		1 55
" Original Solid Globe		1 70
" Superior Sld. Bk. Globe		1 85
" Jubilee		1 85
" Pony		1 05
Tubs, No. 0		10 75
" " 1		8 60
" " 2		7 50
" " 3		6 45
Pails, No. 1, 2 hoops		1 77
" " 3 "		1 93

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c	1 80

CHRISTIE'S BISCUITS

have stood the test of over half a century, and are acknowledged to be the standard of purity and excellence.

CHRISTIE, BROWN & CO'S WORKS, SITUATED AT TORONTO, CANADA.

A Few Specialties:

ZEPHYR CREAM SODAS,	ASSORTED SANDWICH,
RECEPTION WAFERS,	HIGH TEA,
WATER ICE WAFERS,	SOCIAL TEA,
IMPERIAL WAFERS,	MARIE.

PLUM PUDDINGS in 1 and 2-lb. tins with key attached.

Christie, Brown & Co., Limited

TORONTO, CANADA.

The "OZO" Limited

Our goods always satisfy and are **TRADE-WINNERS.**

Look down the line.

TEAS

We have been engaged in the buying and selling of teas long enough to acquire a thorough knowledge of this business. We make a specialty of studying **quality** and **prices.** It will be to your interest to wait for our representative, or write for samples and prices.

COFFEES

The kind that will "tickle the palate" and draw the business is what we have to offer you. Send for samples and allow us to quote you prices.

VINEGARS

The old reliable vinegars of Michel Lefebvre's Vinegar Works need no recommendation. They have stood the test since **1848,** when first placed on the market, and they have gained in favor ever since.

PICKLES

"Delicious" goods are being manufactured at the factories of **Michel Lefebvre,** and we are their selling agents. Procurable from your wholesaler.

JAMS, JELLIES

We make a specialty of putting up the finest and purest Jams and Jellies, in every variety of flavor, in glass and pails. Write for prices.

Ask your Jobber for our brands, OR write us direct.

THE "OZO" CO., Limited,

MONTREAL.

Sole Selling Agents for
Michel Lefebvre Vinegar Works.

60 Solid Carloads

. . . of . . .

Rowat's Pickles

Sold in Canada this Year !

SNOWDON, FORBES & CO., AGENTS,
449 ST. PAUL ST., MONTREAL, P. Q.

The demand for unsweetened milk is rapidly growing, and wherever consumers know that they can get condensed milk without sugar, they are using it instead of fresh milk and fresh cream in many instances.

Jersey Cream

is a superior article and has the biggest sale in Canada.

The Truro Condensed Milk & Canning Co, - Truro, N.S.

THE WORLD'S STANDARD

Whittemore's Polishes

ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE"

The only black dressing for Ladies' and Children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Always put up in 6-oz. bottles (not in 4-oz. or less as is often the case). Its use saves time, labor and brushes,

Shines Without Brushing

Always ready to use.

Retail Price, 25c.

"OILYCREAM" Polish

For all kinds of black shoes. A polishing cloth and a cloth for applying the cream in every carton. Each tube contains enough for about 100 shines and the polish is so durable that one or two applications a week is sufficient. This cream is a perfect leather food and makes shoes wear longer.

Can carry it in your trunk, bag or pocket. Never leaks or spills. A complete shoe polishing outfit for 25c.

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, brown or yellow colored boots and shoes.

It will also clean and restore old russet reins, riding saddles, bicycle saddles, and all articles made from brown or russet leather to their original color and finish.

Retail Price, 25c.

"ELITE" Combination

The only first-class article for Ladies' and Gents' "Box Calf," "Vici Kid" and all Black Shoes. The ONLY polish endorsed by the manufacturers of "Box Calf" Leather. Contains oil and positively nourishes and preserves leather, and makes it wear longer. Blacks and polishes.

Retail Price, 25c.

"SUPERB" Patent Leather Paste

For giving all kinds of patent or shiny leather shoes a quick, brilliant and waterproof lustre without injury to the leather. When you want the saddle and blinds of your harness, also your buggy dashers, to look as bright as when new, use our Patent Leather Paste, and remember that the polish is waterproof. **Retail Price, 10c.**

"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing.

The "Boston" being waterproof in rain or snow, it is largely used to KEEP THE FEET DRY, thus preventing colds and rheumatism. Men and boys who dislike to wear rubbers should use "Boston," as it sheds water like a rubber, and will not rub off and ruin their trousers. It is a favorite with all the first-class liverymen, as it will not rub off and soil the hands. Will make an old harness look like new. For carriage tops it is unequalled. Keep your rubber boots and shoes looking like new by the use of "Boston." Apply with sponge attached to cork.

Retail Price, 25c.

WHITTEMORE BROS. & CO., Sole Makers, BOSTON, MASS., U. S. A.

TROUBLE IN COLD WEATHER.

There is often considerable trouble and annoyance caused the merchant in cold weather when his Yellow Sugars freeze up in the barrels. The best way of saving this annoyance is to handle

ST. LAWRENCE YELLOWS.

They are free, well made, and, one season with another, are acknowledged by all merchants to be the best Yellows on the market.

The St. Lawrence Sugar Refining Co.,

Limited,

MONTREAL.

Pickles and Relishes

Of an Absolutely Unsurpassed Quality.

All the different goods bearing the **Sterling Brand** are alike in one respect: They are the highest grade. This has been so, steadily, for years, so that this brand means something more than a trademark. It means a guarantee of excellence.

The most fastidious customer has no terrors for the grocer who offers him "Sterling Brand" goods.

Our Own Manufacture

—"Sterling" Brand Pickles in glass.

—"Sterling" Brand Chow Chow in glass.

—"Sterling" Brand Sweet Pickles in glass.

—Mixed Pickles in bulk.

—Chow Chow in bulk.

—Sweet Mixed Pickles in bulk.

—"Sterling" Brand Catsup.

—"Sterling" Brand Sauces.

—"Sterling" Brand South Africa Relish.

Our Own Manufacture

—"Sterling" Brand Jams and Jellies in wood and glass.

—"Sterling" Brand Marmalade in wood and glass.

—Mince Meat in wood and Fibre Pails.

—Maple Syrup in glass and tins, all sizes.

—"Sterling" Brand Flavoring Extracts.

—Bitters—Bob's, Celery, Orange, Jack Canuck

—Unfermented Fruit Wine.

—Unfermented Phosphate Wines

—Cake and Icing Colorings.

CANADIAN MADE

They Equal the World's Best.

In the manufacture of these goods care is taken that not a single bottle or quantity will leave our factory that is not absolutely up to the high standard that we maintain.

The T. A. LYTLE COMPANY, Limited

MANUFACTURERS OF
HIGH-GRADE PICKLES AND RELISHES

124-128 Richmond Street, West, TORONTO.

Our Leaders are the most saleable goods in their line. Note them:

Pollen & Zoon—**Holland Gin** (in fancy white glass decanters, at very attractive prices).
This is a splendid article for a cold.

Mitchell Bros., Ltd.—(**The most popular Scotch Whiskies**).
Extra Special Liqueur, Red Seal—the very finest on sale.
Special Reserve—fine old Scotch.
Mullmore Scotch—the best value at remarkably low price.
(All of these brands in different styles of bottles and flasks.)

Ph. Richard—**Cognac**—following grades:
Fleur de Cognac—V.S.O.P.—V.S.O. and V.O.
3-Star White Brandy—very best flavored.

Chas. Couturier—**Cognac**—a popular-price line and excellent value.

F. Marion & Cie.—**Cognac**—a good, cheap Brandy in different styles and sizes of bottles and flasks.

Liqueurs—
POLLEN & ZOON—(very choice; once tried, always used).
We have: Kummel, Persico, Vanilla Cream, Anisette, Vanilla, Creme de Menthe, Parfait d' Amour.

Blandy Bros. & Co.—The largest wine house in Madeira.
LONDON PARTICULAR—(the most popular Madeira on the market).
SPECIALLY SELECTED.
VERY SUPERIOR.
(The above in bottles and casks.)
MALAGA WINE—Dry and Sweet.
SHERRY—Amoroso.
" —Manzanilla.
VERY OLD PORT—Invalids' Special (a fine tonic).

TEAS—We are **Sole Agents** for **Lipton's Teas.**

NOTE—These teas are now put up in fancy tins, doubly sealed, specially packed for Canadian trade. Write for particulars.

SPECIAL OFFER!

Until December 1st, we will, with every **10-case order,** assorted, of our leaders noted in this ad., give **FREE**

One Electric Hand Lamp, "Ever Ready,"

VALUE, $5.00.

The most practical, useful and handiest electric lamp on the market. Every merchant should have one.

LAPORTE, MARTIN & CIE.

Wholesale Grocers, Wine and Spirit Merchants,

MONTREAL, P.Q.

ESTABLISHED IN 1842.

WE REPRESENT THE FOLLOWING EUROPEAN AND AMERICAN FIRMS :

Gonzalez Staub & Co., Cognac, Fine Brandies, Fine Champagne.

Boulestin & Co., Cognac, Very Finest Brandies imported.

C. Pluchon & Co., Cognac, Very good Brandies.

J. Prunier & Co., Cognac, Good Brandies.

P. Hoppe, Schiedam, Distiller of the celebrated "Night Cap" Gin. The best ever handled by hotelkeepers. All size packages.

P. Hoppe, Amsterdam, Distiller of Holland Finest Liquors and Cordials, in ordinary and fancy bottles.

E. Martinazzi & Co., Torino, One of the best and largest distillers of "Fine Vermouth."

Dubonnet, Paris, Maker of the finest and best appetizer and tonic wine in litre and ½-litre bottles.

Vichy Liqueurs, Paris, the finest digestive liquor aux sels de Vichy. Highly recommended by physicians.

James Ainslie & Co., Leith, Distillers of the celebrated "Glenlion" brand of Scotch Whiskies. Purveyors to the Royal Navy. One of the most reliable and oldest houses. Established in 1819.

James L. Dunman & Co., Limited, Glasgow, "Big Ben," finest blend of Scotch Whisky, as supplied to the House of Commons.

Dandicolle & Gaudin, Limited, Bordeaux, and London, Eng., Packers and shippers of high-class table delicacies: Mushrooms, Peas, Haricots, Asparagus, Artichokes, Pates de foie gras, in tins and glass, Cherries, Vinegar, Wines and Liquors.

Greenbank Works, The United Alkali Co., Limited, St. Helen's, Eng., Manufacturers of the well-known "Greenbank" and "Red Heart" Lye, Caustic Potash, and Chloride of Lime, best disinfectant.

The Williams Bros. Co., Detroit, U.S.A., Packers of Fine Pickles, Jams, Catsup, Sauce, Preserves, Mustard and "Waldorf" Baked Beans in Tomato Sauce.

Brusson jeune, Villemure, Haute-Garonne, France, Manufacturer of the finest and best French Alimentary Pastes, made with best hard wheat "Taganrog." Daily capacity, 44,000 lbs.

"Ubero" Famous Coffees, roasted and ground, loose and 1-lb. and 5-lb. pkgs. and pound tins.

Sole proprietors of the celebrated, well-known brands, "Beaver," "Owl Chop" Japan Teas. Ceylon Teas, Packages. Distributors of the "Bee" Brand Black Teas.

We strongly recommend you all these Brands, which are superior to many others, although prices are less. Our stock is large and well assorted. Our prices are the lowest. We are Sellers.

WE HAVE THE LARGEST AND BEST ASSORTED STOCK OF GROCERIES IN CANADA.

L. CHAPUT, FILS & CIE,

Wholesale Grocers.
Importers Teas, Wines and Liquors.

= **Montreal**

THE CROWN MANU

TORONTO,

MANUFACTURERS OF

Ketchups, Sauces

and other condiments.

Flavoring Extracts

of highest possible concentration.

Unfermented Wines

concentrated and normal.

Table Jellies

in powdered form, etc.

CORRESPONDENCE SOLICITED.

THE CROWN MANU

TORONTO,

FACTURING CO., Limited.

CANADA.

All prepared primarily with a view to absolute integrity of quality, secondly, with a view to special adaptability for export and transportation to far distant points. All export goods carefully prepared as to keeping attributes in (or for) the country in which they are intended to be consumed.

Exhibit of The Crown Manufacturing Co. at the Dominion Exhibition.

British and Colonial references furnished if desired.

FACTURING CO., Limited.

CANADA.

Make it easier in planning your SHELF or WINDOW Display by keeping our . . .

EMPIRE Brands of

Tea, Coffee, Baking Powder, Extracts, Syrup, Salmon, Mustard, Pickling Spice, Etc.

The oftener people see these brands the better they know you, and the more likely to do business with you.

In addition to above we control sale of following Package Teas: "Hillwattee," "Empire" and "Red Tape." Also "Diamond Crystal" Salt, in bulk, bags and shakers, Dold's Soups, "Shinon," "Bargain" and "Cakewalk" Molasses, Etc.

Try our "Buttercup" Vinegar.

Have full lines of Holiday Goods—Figs, Prunes, Peels, Pastry, Spice, Herbs, Roquefort Cheese, Preserved Ginger, Dates, Etc.

LUCAS, STEELE & BRISTOL

Hamilton, Ont.

Correspondence Solicited.

Maple Syrup and Sugar

PUT UP BY

THE BROME COUNTY MAPLE PRODUCT CO.

SUTTON, - QUEBEC,

is guaranteed to contain nothing but pure syrup and sugar, no artificial coloring or flavoring. Made in the bush. Satisfaction or your money back. In barrels, half-barrels, 5-gallon cans and smaller tins. Write for prices.

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J. A. Mathewson & Co., - - Montreal, Que.
Smith & Carmichael, - - - Toronto, Ont.
Provost & Allard, - - - Ottawa, Ont.
Fenwick, Hendry & Co., - - Kingston, Ont.
Brome County Maple Product Co., Sutton, Que., Can.

HASZARD'S "BRAHMIN" TEA

takes no second place to any **25c.**

Pure Indian Tea sold in Canada. It is now well-known and widely used in

MONTREAL,	QUEBEC,
TORONTO,	ST. JOHN, N.B.,
OTTAWA,	MONCTON, N.B.,
WINNIPEG,	HALIFAX, N.S.,
WINDSOR, N.S.,	TRURO, N.S.

besides many other towns and cities in Canada and the United States.

A trial convinces.
Free Samples on application.

Horace Haszard

Agent for Canada and United States,
CHARLOTTETOWN, P.E.I.

When you want Salt
For any purpose
Write
Verret, Stewart & Co.
Montreal.

Christmas Candy.

Our representatives are now on their rounds with samples for the Christmas trade. Don't leave your order till the last moment. Let us have it now and it will be filled just when you want it.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application **Trade Orders Solicited**

SELLING AGENTS

City Dairy Co., Limited, Toronto **E. L. Clarke, Montreal** **D. Rattray & Son, Quebec**
Jos. E. Huxley, Winnipeg **The Baker, Leeson Co., Vancouver**

Goodwillie's Sun-Kissed Fruits.

Packed in **Glass Jars** only, retaining all the **FRESHNESS** and **FLAVOR** of the Fruits.

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

The Season is on
for
all the good things

TO EAT,

in which Peel is used.

Batger's Machine Cut Mixed

Peel in ½-lb. and 1-lb. drums is sure to be required. Are you ready for the demand ?

ROSE & LAFLAMME,
Agents,
MONTREAL.

S. H. & A. S. EWING

COFFEES SPICES

Established 1845

Quality, Merit and **Uniformity** are the watchwords on which our reputation is built and maintained. If you want **High-grade Coffees** and **Spices,** you cannot get better than **"S. H. & A. S. Ewing's."** Goods you can sell and recommend with the assurance that they are the best that study, skill and an experience dating over half a century, can produce. **See** that you get **S. H. & A. S. Ewing's** genuine goods, manufactured by the old reliable firm, not inferior imitations.

S. H. & A. S. EWING'S
DELICIOUS
MOCHA AND JAVA COFFEE

1 and 2-lb. Tins.

Cup Quality is the distinguishing feature of our **Coffees,** that is why the delicious aromatic flavor of **S. H. & A. S Ewing's Mocha** and **Java** in 1 and 2-lb. tins proves such an excellent seller to people who recognize and appreciate good Coffee. If you are not handling it place an order for a case or so, NOW.

"VIENNA BAKING POWDER"

C. M. Putney

Trade Mark.

"Vienna" stands out pre-eminent in these days of many inferior and some good baking powders, as a Uniformly Good and thoroughly Reliable powder.

S. H. & A. S. EWING

The Montreal Coffee and Spice Steam Mills,

55 Cote Street, MONTREAL.

WHOLESALERS ARE NOW OFFERING
FOR FORWARD DELIVERY

New Pack
"Horse Shoe" Salmon.

For quarter century "Horse Shoe" Brand Salmon has led the Canadian market.

All leading grocers throughout the Dominion sell it.

SOCKEYE **SALMON**

"Sovereign" and "Lynx"
Brands
ARE THE CHOICEST IN THE MARKET.
EVERY TIN GUARANTEED.
TO BE HAD OF ALL GROCERS.

Crosse & Blackwell, Limited

PICKLES, SAUCES, JAMS AND PRESERVED PROVISIONS

SPECIAL WHOLESALE AGENTS
LEA & PERRINS SAUCE

At Manufacturers' Prices and Discounts

C. E. COLSON & SON, AGENTS, MONTREAL

CHAS. F. CLARK, President. JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
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VANCOUVER, B.C. WINNIPEG, MAN.

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England.
Agent:
JOHN FORMAN, 644 Craig Street
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AFLOAT - ON RAIL - LANDING

New Crop Dried Fruits.

500 Half Cases.....	Fine Filiatra Uncleaned Currants.
1,500 Half Cases.....	Greek Cleaned "Olympus" Brand Bulk Currants.
1,000 Half Cases.....	Greek Cleaned "Olympus" Brand Carton Currants.
1,000 Half Cases.....	American Cleaned Amalia Currants, "Wedding Cake" Brand, bulk and cartons.
10,000 Boxes.....	Valencia Raisins, Fine Off Stalk, Selected, Layers.
2,500 Boxes, 50 lbs....	Malaga "Three Crown" Loose Muscatel Raisins.
2,000 Boxes, 22 lbs....	Malaga Table Raisins, Assorted Grades.
1,500 ¼ Boxes, 5½ lbs.,	Malaga Table Raisins, Assorted Grades.
2 000 Boxes.....	Cleaned Sultana Raisins, Bulk and Cartons.
8,000 Boxes, 25 lbs. and 50 lbs....	'Pheasant" Brand Oregon Prunes, Assorted Sizes.
1,000 Boxes, 25 lbs....	Malaga Choice Seeded Raisins, 16-oz. Cartons.
500 Boxes.....	California Seeded Raisins, "Gazelle" Brand, 36/16-oz. Cartons.
870 Boxes.....	California Seeded Raisins, "Carnation Pink" Brand, 45/12-oz. Cartons.
1,100 Boxes, 25 lbs....	"White Ribbon" Brand California Evaporated Choice Fruits, Apricots, Peaches, Pears, Silver Prunes.
500 Boxes.....	Hallowi Dates.
75 Cases, 224 lbs....	English Candied Peels, "Cyclone" Brand, 7-lb. boxes.
100 Cases.....	Smyrna Eleme Table Figs, Assorted Grades.
250 Bags.....	Tarragona Almonds.
100 Bales.....	Sicily Filberts.
110 Bales.....	Pure Mayette Grenoble Walnuts, for Xmas trade.
200 Cases, 55 lbs....	Extra Bordeaux Shelled Walnuts, for Xmas trade.
900 Boxes, 28 lbs....	Valencia Shelled Almonds.

HUDON, HEBERT & CIE.

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

The most liberally managed firm in Canada.

YEAST.

You can experiment with most anything in the grocery line, but not with **Yeast Cakes,** especially those which are the production of Experimenters. **YOU** cannot want any better Yeast than we manufacture, for your customers **don't,** and no better can be made than our **2** celebrated brands, ROYAL YEAST and CREAM YEAST.

You cannot expect the inferior goods (so-called Yeasts which are only cheap imitations of our well-known goods) to yield you a better profit, for, considering the extra trouble you will have and the dissatisfaction to your customers, it will surely be a losing transaction for you.
Why do any experimenting ?

Such Yeast as these would-be competitors have been offering the trade in Canada during the past 10 to 12 years cannot in any way compare with our goods. In fact, Yeast made **20** years ago by us was better than they are producing to-day. We have made big strides in advance in the Yeast business.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

THE WATERLOO BROOM and BRUSH CO. LIMITED.

Waterloo, Ont.

Formerly known as **The Berlin Brush Co.**

MANUFACTURERS OF

Fine Whisks, Brooms AND Brushes

OWING to our greatly increased business of late we have found it necessary to go into much more commodious quarters, and have erected a new building with over 10,000 square feet of floor space, and are now in a position to handle your orders with speed and accuracy.

We want your trade and if your name is not on our travellers' list, let us know, and we will send our quotations or have a man call at earliest opportunity.

ALL KINDS OF BRUSHES :

SCRUBBING BRUSHES
STOVE BRUSHES
SHOE BRUSHES, and
WHISKS and BROOMS
of all Descriptions.

One sale of our **"WHITE SWAN"** specialties invariably means more.

For concentrated excellence these goods are not surpassed anywhere. They each and all represent the

TOP NOTCH—The acme of perfection.

Here are a few lines of seasonable interest :

GREIG'S "WHITE SWAN"
BAKING POWDER.

FLAVORING EXTRACTS—45 flavors.

COFFEES.

SPICES—in packages, tins, boxes, pails or barrels.

GROCERS' SPECIALTIES.

ALL PURE AND GOOD.

GREIG'S "WHITE SWAN"

FLAKED WHEAT
RICE
BARLEY
PEAS

GRAHAM FLOUR
WHOLE WHEAT FLOUR
GLUTEN FLOUR
SELF-RISING BUCKWHEAT FLOUR
ROLLED OATS

IN PACKAGES OR BULK

THE

ROBERT GREIG CO.

LIMITED

Our complete catalogue cheerfully sent for the asking.

TORONTO.

WANT THE BEST?

A POST CARD WILL BRING IT, OR PHONE US, MAIN 789, AT OUR EXPENSE.

GOLDEN EAGLE COFFEE

THE HIGHEST GRADE OF COFFEE OBTAINABLE.

MANHATTAN COFFEE

NEW YORK STANDARD OF EXCELLENCE.

GOLDEN EAGLE, 28c.
MANHATTAN, 26c.
Packed in 25 and 50 lb.
LITHOGRAPHED TINS FREE.

BRANCH OFFICES:
LONDON, ENG.
NEW YORK, U.S.A.

AMERICAN COFFEE & SPICE CO.

109 Front St. East, TORONTO.

Silver Dust

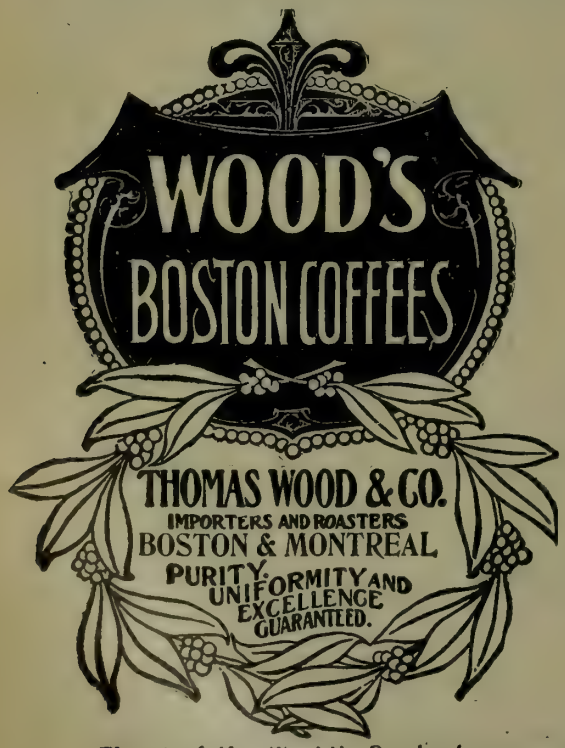
SOAP POWDER

In 5c. 10c. 25c. packages

Gives most profit to the dealer, quantity and satisfaction to the consumer.

CLEANS ANYTHING AND EVERYTHING

SILVER DUST MFG. CO.
HAMILTON, ONT.



Finest of the World's Products.

Long acquaintance in producing countries; extreme care in selections; most approved methods of preparation; these are some of the reasons why

Wood's Coffees

have shown such a generous gain in the affections of the people.

Credit belongs, too, to the discriminating dealers who recognize the superior worth in these coffees and have given them a hearty push. Their growing coffee profits tell the story.

THOMAS WOOD & CO.,

Importers and Roasters of Coffees, - - - 428 St. Paul St., MONTREAL.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

CANADA is termed a country of magnificent distances. No one can realize what this means until he has made the journey over that part of the country lying west of the Great Lakes, and even then he cannot comprehend all that is included within these magnificent distances. That, at any rate, is the confession I have to make after a journey of 6,500 miles across prairies, mountains, lakes, bays and gulfs with the members of the Canadian Manufacturers' Association in their recent transcontinental tour.

Our Train on the Prairie.

Great indeed is the distance was that we travelled during the 23½ days of our itinerary, that part of the country which we saw was relatively smaller than the thin black line on the map which denotes the course of the transcontinental railway. But even the relatively small part of the Great West through which we passed is at least beyond my ability to comprehend and hence to adequately describe. What the

"The Great Divide," the Boundary Line between N.W.T. and B.C., and the Little Stream, part of which flows toward the Pacific and part towards the Atlantic.

eye sees for the first time in making the journey from the head of the Great Lakes to the shores of the Pacific simply staggers one. To merely record impressions is the best one can do. To gain

Itinerary of the Manufacturers.

Going Trip—	Miles.
Toronto to North Bay	227
North Bay to Winnipeg	1,060
Winnipeg to Portage la Prairie	56
Portage la Prairie to Brandon	77
Brandon to Calgary	707
Calgary to Edmonton	192
Edmonton to Calgary	192
Calgary to Banff	82
Banff to Field	51
Field to Glacier	86
Glacier to Revelstoke	44
Revelstoke to North Bend	250
North Bend to Vancouver	129
Vancouver to Victoria	84
Total	3,237

Returning Trip—	Miles.
Victoria to Vancouver	84
Vancouver to North Bend	129
North Bend to Revelstoke	250
Revelstoke to Arrowhead	23
Arrowhead to Nakusp	35
Nakusp to West Robson	89
West Robson to Rossland	32
Rossland to Castlegar Jct	30
Castlegar Jct. to Nelson	27
Nelson to Kootenay Landing	55
Kootenay Landing to Fernie	147
Fernie to Dunmore Jct	247
Dunmore Jct. to Regina	298
Regina to Brandon	224
Brandon to Souris	24
Souris to Deloraine	54
Deloraine to Morris	160
Morris to Winnipeg	42
Winnipeg to Fort Francis	207
Fort Francis to Port Arthur	232
Port Arthur to Toronto	856
Total	3,245

anything like a conception, one must go over the ground himself and then, like a hungry man whose appetite has not been satisfied at a feast, he yearns for more. In other words, he desires to repeat the journey. This is my experience, and I

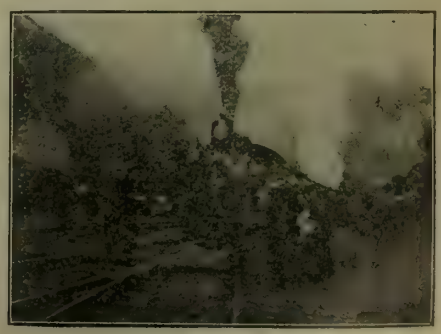
Excursionists Viewing the Ruins at Frank.

know I am not alone in this respect. The accompanying table shows our itinerary.

Two things very much impressed me. The one was the work of nature; the was exemplified in the vastness and agricultural possibilities of the rolling prair- other was the work of man. The former ies, the majesty and glory of the mountains, the beauty of the valleys, and the greatness of the latent industrial power of the lakes and rivers and streams in Manitoba and British Columbia. The work of

Wild Geese, not caught by Messrs. Floyd Harris and Henry Wright.

man was exemplified in the Canadian Pacific Railway, and in this connection I have a confession to make. Like many others I have drifted into the ranks of those who were of the opinion that the Canadian Pacific Railway had been too generously treated by the Government of the country when it undertook the construction and operation of the transcontinental road. But the Canada of to-day is not the Canada of twenty years ago. Then our faith in the possibilities of the country was but as a grain of mustard seed with that which, based upon the material development of the last few years, exists to-day. It needed, therefore, a great deal more bravery, and consequently a great deal more material en-



At Field—Excursionists Crowding on the Cow-catcher.

couragement, to undertake the construction of a railway through to the Pacific coast, than it does to-day. Bearing this

in mind, one must necessarily modify his opinions and acknowledge that the task of the builders of the Canadian Pacific Rail-

At North Bend—Three of our Party.

way was so great and demanding such faith in the possibilities of the country that the freight and passenger rates become less immoderate and the delays in the transportation more excusable. This may not be the popular view; but it is the right view. There are hundreds of miles through which the railway runs from which practically not a cent of revenue can be earned. This will not always be so; but at present we cannot get away from the fact that it is so. And then there are the mountains that the trains climb and the intricate valleys that have to be traversed. No pen can ever describe them or brush paint them. The best of efforts are but poor attempts. Looking from the car window down into swift-flowing rivers and gaping canyons, awed in their beauty, or craning the neck to feast the eye on the glory of the snow-capped mountains, as we curve in and out through intricate valleys which appear to be without possible exit, one is awe struck and bewildered at the magnificence and majesty of all he sees, and wonders what manner of men those were who had the faith and courage to build a railway where physical difficulties so abounded.

* * *

I can scarcely conceive of anything that

A Snap Shot at McLeod—Seven Jolly Excursionists.

would be more conducive to national self-reliance and national sentiment than such a trip across the continent as that enjoyed by the members of The Canadian Manufacturers' Association. The avowed object of the excursion was educational. In other words the paramount object was to learn more about the Great West. As fully 80 per cent. of the excursionists had never made the journey before, it is quite evident that they had a great deal to learn. And they have learned a great deal. But like the man who has acquired knowledge, they have discovered that, as far as the Canadian Great West is concerned they have a great deal more to learn. Although they travelled nearly 7,000 miles, and under the most favorable circumstances, being accommodated with a special train and accorded exceptional privileges for visiting different points of interest, they now realize that the great extent of the territory which they saw is but a very small part of the whole. It is this that tends to develop our national sentiment.

Secretary Bell and his Baby, supported by Mr. D. Waterous.

Burke says that "education is the chief defence of nations." A journey across the Dominion from ocean to ocean is certainly an education that will strengthen the national sentiment of whoever makes it. For years my faith in the future of the Dominion of Canada has been strong. But the faith I had before my recent trans-continental journey and that which I now possess are of two different types. The one was born of what I had heard, the other of what I have seen as well as heard. One sometimes hears citizens of the United States refer to their own country as "God's Country." After travelling across our own Great West one concludes that "God's Country" is to be found within the borders of the Dominion. In the eastern part of the Dominion nature has set apart a land rich in agriculture and vast in manufacturing possibilities. From Winnipeg to

A Snap Shot from Garland's Store at Portage la Prairie.

the Rockies, a distance of about a thousand miles, and from the boundary line to the south for a thousand or more miles to the north, is an area whose possibilities for the production of cereals and the raising of cattle are equalled by no country in the world. Stretching through the Rockies for 500 miles is a land whose richness is by no means confined to the unsurpassed beauty of the mountains or the minerals buried within them. Between the mountain ranges are fertile valleys, in many of which apples, pears, plums and other small fruits of excellent quality are produced, and roots, oats and corn of giant proportions grown, to say nothing of the excellent cattle that browse in the valleys and on the hillsides. The rivers that rush pell-mell between the mountains and flow swiftly along valleys and at the bottom of deep canyons contain in themselves resources for the development of industrial power not equalled by any other province in the Dominion. This may be scarcely credited by some, but it is a fact that impressed itself upon me as we sped alongside or crossed and recrossed such magnificent and swift-flowing rivers as the Columbia, the Beaver, the Fraser,

A Snap Shot at President Drummond and Party on the Breezy Prairie

the Thompson, the Kootenay and the Bow.

(To be Continued).

CANADA'S NECESSITIES IN TRADE AFFAIRS

BY MR. J. D. ALLAN.

THE primary duty of all governments is to further the interests of the trade and commerce they control. This is only possible to any extent where countries have a department of commerce that is more than a bureau for the registration of statistics, one that must be in touch with the necessities of purchasing countries, and able to direct to possible markets producers who are desirous of opening up new avenues for the disposal of their wares. Its head should be one trained in commerce, with a thorough knowledge of the trend of the trade of the world and the adaptability of the productions of the country to the foreign markets.

KEENNESS OF COMPETITION.

Never in the history of commerce has competition been so keen, never before have manufacturers given such keen attention to the cost of production, seeking out every new device that science has discovered, or genius invented, that will assist in lowering the cost of the finished product and making it adaptable to the needs of some (to them) unknown part of the consuming world.

COMMERCE AND WARFARE.

It has been said the wars of the future are to be commercial. If the true meaning of this be, because of the keenness of competition between countries for trade, how important it is that philosophers, however gifted, or politicians, however sympathetic, be not allowed to control the business destinies of our country, but that the one department, so vital to the increase of our trade and the development of our resources, shall have as its head a man of business experience and business ideas, able to direct the business interests of the country; in short, a man of wide experience and genuine enthusiasm in commercial affairs.

THE DEPARTMENT OF TRADE AND COMMERCE.

What Britain needs to-day more than anything else is a Minister of Commerce, and what Canada needs is the realization that her Department of Trade and Commerce, to be of any material aid to the country, requires complete reorganization. Business methods change, but not so with the necessities of changing to meet them is apparently the view of this department in the Canadian Government. Has any commercial interest ever discovered of what value it has been or what aid it has rendered in the extension of the country's commerce? Has any serious effort been made to follow any suggestions in the reports of any of the commissioners sent to various countries at different times? Under both political parties the result has been the same, and business interests have suffered in consequence.

WAKE UP, CANADIANS.

It cannot be denied Canada has increased her volume of trade since 1896, and no one can but rejoice at this, but we must not forget that certain exceptional circumstances have contributed to this result, and the commerce of the world increased 2½ times in 30 years. And is it not a weakness of some of our people to be continually exhibiting the comparative positions of our trade in former years with that of to-day as evidence of our increasing cleverness? Instead of looking for the commodities which should be profitably disposed of in other markets, that are now being wasted at home, we are boasting of the success we have met with in a few special lines in agricultural produce, in some of which, owing to increased competition and (I regret to say) the questionable quality exported, we have probably reached our limit. Notably this is the case with our butter, of which we supply Britain with 5 per cent. of her consumption, while Siberia, which has only been engaged in dairying for 10 years, already supplies her with 25 per cent. of her wants.

THE DEAD MEAT TRADE.

In the dead meat trade of Britain, so large and profitable to Australia, New Zealand, the Argentine Republic and Russia, Canada has no share because of the want of proper facilities for slaughtering the animals and utilizing the by-products, which means the absolute waste of 35 per cent. of the value of the animal. Surely this is a matter for the Minister of Agriculture of Ontario to investigate and propose a remedy in the interests of this province, and a potent means for the Premier to adopt in his oft-expressed intention to "Build up Ontario."

OUR FOREIGN FRUIT TRADE.

In the abundance of fruit we have and the little we realize from it compared to what might be profitably made from it, Germany could teach us valuable lessons in her volume of trade in fruit pulp, 3,000,000 pounds of which is annually made from fruit entirely wasted here.

THE UTILIZATION OF WASTE PRODUCTS.

We are making large expenditures for immigrants we desire to attract, and with this no one will find fault if judiciously expended, but the expenditure of money in the investigation of anything likely to be valuable to those already here does not receive the same attention. As an instance, in this country, where dairying is so important an interest, enormous quantities of skimmed milk are utilized only for feeding calves or pigs. In Sweden the skim milk is made into a powder by the "Ekenberg" process, so called after the inventor, the value of which last year represented a total of $10,720,000, or more than the value of their annual export of butter, which is slightly under $10,000,000. The nutritive value of 2 lbs. of milk powder is equal to that of 2 lbs. of boneless meat, or about three times as great as the white of an egg. With the value of the skim milk placed at 3c. per gallon it is said the powder can be sold at 8½c. per lb.; 2 1-5 lbs. of milk powder dissolved in water will produce 22 lbs. of milk. Milk powder, it is said, is suitable for any culinary purpose. These statistics I received in Stockholm, and have every reason to believe them reliable.

EGG EXPORTING METHODS.

In the export of eggs we still follow methods far less profitable than some other countries, notably Russia, and as a consequence net returns are much less satisfactory. One could continue instances in which our claim to business shrewdness is not sustained, and loss accrues to our producers because some special knowledge is lacking in departments of Government that should be in touch with them. There is a commercial value, the total of which would surprise our people, in what is now absolutely wasted in every line of our agricultural and kindred interests for want of some needed direction.

PROGRESS OF THE WEST.

The Minister of Customs, in his speech at the Convention Banquet of the Manufacturers' Association in September, stated that agricultural implements made in Canada are to be found in twenty-five different countries of the world. This is a most encouraging announcement, but it is feared there has been no such distribution of any other manufactured product. In the settlement of our great West our chief anxiety seems to be to get in immigrants, and forgetting that production and distribution must go hand in hand, we are not paying sufficient attention to the securing of markets for the increased output resulting.

ORIENTAL TRADE.

In the discussion of our railway projects we only refer to the possibility of an east-

bound traffic. Do we forget our position as a midway station in the route of the world's commerce? Have we ever considered the possibility of oriental trade where undoubtedly exist the greatest undeveloped opportunities for trade? We already have steam communication with Japan and China, but the development of trade has not been vigorously pushed. Think of the position, directly facing us across the Pacific from Singapore and Bangkok to Vladivostok. There is a coast line of 4,000 miles and a population of over five hundred millions to be supplied. The character of their requirements, it may be urged, is below that of any other people, but is it not a fact that they are slowly adopting western ideas? In the articles of food, where ten years ago not a pound of flour was imported into China, last year from the Pacific coast ports of the United States, about ten million dollars was the value of this commodity sent there. And as an evidence of the growth of the United States trade with China, in 1880 the value of their exports to China was $1,101,383, and in 1902 they had grown to $24,722,906.

VALUE OF CHINA'S TRADE.

The foreign trade of China now amounts to less than $1.00 per head. With the opening up of the interior, and improvement of conditions, this will soon increase to $5.00, which, with a population of four hundred millions, will represent $2,000,000,000.

POSSIBILITIES OF TRADE WITH JAPAN.

In 1870 Japan was an unknown factor in trade. To-day she has a foreign trade of $6.00 per head, or $360,000,000. Korea has a foreign trade of $20,000,000; Siam of $40,000,000. The foreign trade of the United States Pacific coast in 1892 was $92,566,000, and in 1902, $142,958,000.

AN INTERESTING FIELD FOR TRADE.

We have a feeling of pride in contemplating the increased foreign trade of Canada, but is it not a fact that an infinitesimally small amount of this can be credited to China? And yet China presents to-day the most important and most interesting field for trade, not yet extensively exploited. And being directly opposite our Pacific Coast, China affords a wonderful commercial opportunity, worthy of our best efforts.

In conversing with a Chinese merchant at Nijni Novgorod, I learned that when the Yangtse river was first opened, two steamers were sufficient for the trade. That is only twenty-five years ago. To-day a finer and larger class of steamers than now navigate the Mississippi is necessary to carry the freight, which in value amounts to seventy-five million dollars annually. China has at present about five hundred miles of railway. What will be the effect on commerce when railways penetrate every portion of the interior?

WHAT RUSSIA IS DOING.

An instance of the expected value of Chinese trade on the part of Russia is shown in her remitting the duty on all tea imported over the Trans-Siberian Railway; in the establishment at Vladivostok of a college at an annual cost of $55,000, with fifteen teachers, and attended by about eighty students; of another at Moscow, at an expense of $30,000, with nine teachers and seventy students, in which the languages and customs of the Chinese and Eastern Asiatic peoples are tanght. The German Government also has a similar institution at Berlin for the same purpose, showing what a keen eye to the future these nations possess, and yet I venture to say, if any one were to apply to any government department in Canada for definite information on subjects relating to possible Asiatic commerce, it could not be supplied.

CHINA IS AWAKENING.

That China is awaking to the necessity of letting the world know of her resources is proven by her having for the first time in her history appropriated from the Imperial Treasury $300,000 for the expense of exhibiting at the St. Louis Exposition, and with other Asiatic countries has applied for one-third of the space in the "Varied Industries" department. This has probably been decided upon because of the satisfactory increase of United States trade with her, as shown by the increase of imports from 2 9-10 per cent. in 1890 to 9 3-10 per cent. in 1902. The United States occupied, in 1902, fourth place among the countries from which China drew her imports, while in 1870 she was at the bottom of the list, and while the United States Bureau of Statistics reports a reduction of $106,000,000 in total exports for 1902, it is very significant that their exports to China increased $14,000,000 over 1901.

CANADA'S PROXIMITY TO THE ORIENT.

Does not our proximity favor our entering as a competitor for the trade of a country in which these figures prove our neighbors found so little resistance? The result of our successful prosecution of this trade would be a reviving influence in the condition of British Columbia, which would react beneficially upon the whole country, and indeed it might be within the range of possibility to employ some of her magnificent mountains in furnishing water power for the generation of electricity for the motors of factories yet to be erected for supplying demands from trans-Pacific consumers. Is there any other possibility that will so powerfully stimulate Pacific Coast development and create a permanent and increasing demand for the too slowly developing natural resources of that portion of our land?

CANADA'S NEED.

The need of Canada to-day is to quietly and judiciously consider what are the forces of competition arrayed against her, and in what way can she successfully meet this competition. Business to-day is a science. No great success can be achieved unless the merchant be possessed of large ideas, with ability to direct and organize, and the object in view in presenting these rambling thoughts has been solely to arouse the commercial community to assert itself.

LACK OF BUSINESS MEN IN GOVERNMENTAL AFFAIRS.

Time and again have we seen our country despoiled of portions of her territory, because, as I believe, of the absence of practical business men's advice and assistance in determining the issues. Had business men been consulted, Alaska would not have been allowed to become United States territory for the paltry sum of $7,000,000, and we would have been spared our present humiliation in our latest sacrifice. If Britain is losing her pre-eminence in trade, it can be attributed to the absence of the commercial element in the counsels of the country to a greater degree than will perhaps be conceded.

We boast of our great country, and it is indeed a noble heritage, but let us not forget that mere bulk is no advantage. Greatness consists, not in breadth, but in the skill and resource with which the varied interests of our country are directed. The development of our resources, aided by scientific invention, will outrun the dreams of the wildest enthusiast. In advance of this, let us, as far-seeing merchants, conscious of the responsibility resting upon us, prepare for the distribution of these varied products to distant peoples, inspired by the thought that while bringing profitable returns to our own people, we are satisfying the wants of some fellow-being, and assisting in solving the problem of economic distribution, so that every human being on the surface of the earth may have his legitimate needs satisfied.

ELECTRICAL NOVELTIES.

There is a growing demand for the various electrical novelties which are now being placed on this market. This is not a fad or fancy which will soon be satisfied or will go out of fashion, but is based on a practical utility of most of the articles offered, and the sale of these goods is only just commencing.

The American-Electrical Novelty & Mfg. Co. are constantly introducing new specialties at a price that makes them easy sellers for the trade. These goods are attractive for the holiday trade and as the company guarantee all their products to the trade there should be little risk in making these a feature of the Christmas stock.

Canadian Exporters Read This

There is a big demand for all kinds of Produce **in the Old Country. I have a splendid connection** among the largest buyers and can get **best prices.** If you sell through me **your export trade will increase.** Write me and see.

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WRITE US FOR WHAT YOU WANT. PROMPT SHIPMENTS.

CHINA, TOO, For CHRISTMAS!

Barnard & Holland Co

MONTREAL.

Simplified Bookkeeping—Accounts on Call.

By J. S. McGUIRL, Local Manager Briggs Ledger System Co., Toronto.

DURING the past twenty years the demand has steadily increased for an office system that would do away with the tedious work of rendering accounts every month.

Opening Ledger

This demand was at first satisfied by what was known as the "Boston Petty Ledger," consisting of a set of indexes with perforated bill heads, a paste-board cover and tied with a shoe string.

This was sold by Mr. F. W. Briggs, the inventor, and each year improvements were made so that now it is sold with a neat case, a steel arch and duplicate sheets by means of which you can keep a copy of every account and render your bills in a few minutes each month.

The bill heads have a stub at the top on which you keep a record of the day book pages, salesman's number, amount of sales, dates of sales, accounts opened and closed.

It is a ledger, journal, index, bill head and merchandise account combined under one perpetual binding that can be opened and closed in ten seconds.

It is now manufactured by The Briggs Ledger System Co., Limited, 75 York St., Toronto, in four sizes, made to suit any class of trade and should interest any merchant who values his time in his business. The accompanying cuts show the ledger, how it is opened and closed, the bindings, etc., which are so simple that any one can operate with ease.

Showing Binding Pins.

THE GOSPEL OF WORK.

If the concern where you are employed is all wrong, and the Old Man a curmudgeon, remarks The Spice Mill, it may be well for you to go to the Old Man and confidentially, quietly and kindly tell him that he is a curmudgeon. Explain to him that his policy is absurd and preposterous. Then show him how to reform his ways, and you might offer to take charge of the concern and cleanse it of all its secret faults.

Do this, or if for any reason you should prefer not, then take your choice of these: Get out, or get in line. You have got to do one or the other—now make your choice.

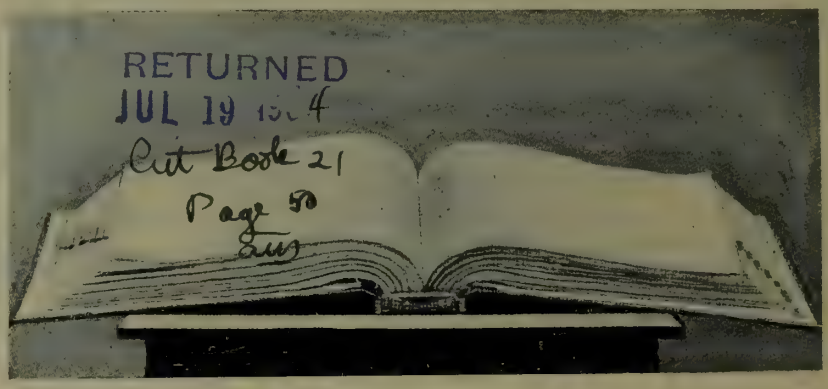
If you work for a man, in Heaven's name, work for him.

If he pays you wages that supply you your bread and butter, work for him—speak well of him, think well of him, stand by him and stand by the institution he represents.

I think if I worked for a man I would work for him.

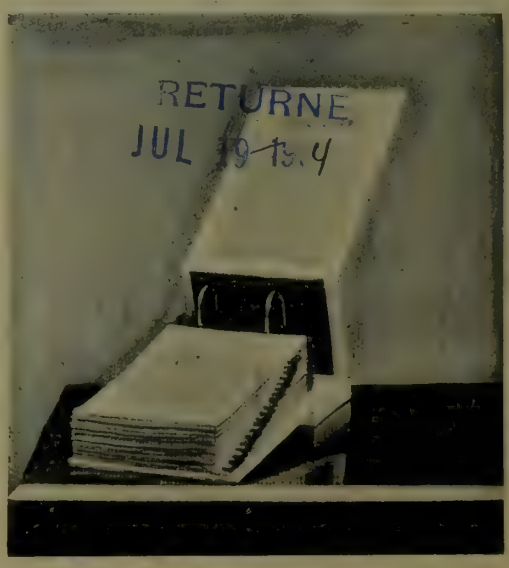
I would not work for him a part of the time, and then the rest of the time work against him. I would give an undivided service or none. If put to the pinch, an ounce of loyalty is worth a pound of cleverness. If you must vilify, condemn and eternally disparage, why, resign your position, and when you are outside, damn to your heart's content But, I pray you, so long as you are a part of an institution, do not condemn it. Not that you will injure the institution — not that — but when you disparage the concern of which you are a part, you disparage yourself.

Closing Ledger.



Ledger when open.

The export of codfish from St. Pierre this season has been 47 per cent. less than that of last year.



Petty Ledger for Small Accounts.

Subjects Being Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

THE general public wonders why the session at Ottawa is so abnormally long, and various explanations are given by the members. "Obstruction on the part of the Opposition," say the Government supporters. "Necessary discussion of Government measures ill-advised and badly drafted," retorts His Majesty's loyal Opposition. "Too much talk," says the observant fellow, who freely speaks his mind.

The fact is that the country is growing rapidly, that that means a large increase of public business, that this business necessarily takes time to transact, but the critic who alleges that there is a deal of unnecessary debate is well within the mark.

The average member (in fact we might even say every member) is naturally anxious to retain the good opinion of the majority of his constituents. He argues that if they do not quite often see his name figuring in the papers they will imagine that he is either lazy or a pronounced "back-bencher." Hence it is that the talk is as often directed to the people at home as to the members of the House, and the same arguments are advanced and attacked again and again with wearisome iteration.

A long session, such as this, will have a bad effect on the personnel of Parliament, and if such a lengthy sitting becomes the rule instead of the exception, there will be a poor look-out indeed for the standard of parliamentary representation. We want at Ottawa the best men in the country. We want leading men from every walk of life, for every interest, sooner or later, is affected by the laws made here, and the leaders in professional and industrial life will refuse to seek election if their time is to be taken from their various pursuits for more than half of each year. Already the danger is in sight. Already some of the best men here are declaring that they cannot seek re-election; and, while we are sure from the experience of other years that many a threat of retirement is made which will be overcome by the pressure and enthusiasm in the Party Convention; nevertheless a percentage of men we can ill afford to spare will be lost as a result of this needlessly protracted session.

Strangers visiting the gallery sometimes wonder why the House is so thin. If they put in a month here listening continuously to the speech-making they would consider the members models of endurance to be in the House even as much as they are. To say that there is but a grain of wheat in a barrel of chaff would be putting the case a little too strongly; but to say that the barrel is half wheat and half chaff would be altogether overestimating the wheat crop.

These being the facts—and they are indisputable—it is not to be wondered at if the members thoroughly enjoy a funny speech when someone is merciful enough to deliver it.

Now, there is no man in the House more capable of such a performance than Mr. Rufus Pope, member for Stanstead. Mr. Pope is a man of extremely good ability, and whenever he speaks, which is not too often, he is listened to by the whole House, for he has the saving grace of humor. He chose the occasion of the presentation of the agricultural estimates for the delivery of one of his characteristic utterances, and the whole thing was so good that we must reproduce it for the benefit of our readers. The various Departments frequently publish pamphlets prepared by their experts along scientific lines, and from these no doubt much valuable information is obtainable. Occasionally, however, they arouse the mirth of practical men. Now, Mr. Pope is nothing if not practical, and he is a farmer with a wide experience; hence it is not to be wondered at that he found food for much fun in the publication of a learned treatise on how to wring a chicken's neck. We would but detract from the performance if we did other than quote verbatim. After a little preliminary banter with the Minister of Agriculture, with whom Mr. Pope is always ready to break a spear, he said:—"But I observe here a long description of wringing the chickens' necks. Great heavens, Sir, I have wrung the necks of chickens and some other things ever since I was ten years old. This is what the article says: 'Kill chickens by dislocating the neck; that is, simply wring the neck with the left hand.' Don't take the right hand, if you do the job will not be properly done. 'With the left hand hold the chicken's legs and wings in a firm grasp.' If you are left-handed you cannot do the job. No left-handed man need apply. 'Place the first finger of the right hand'—Mind, not the second finger. If you have lost the first finger you are not in it. 'Place the first finger of the right hand on the right side of the neck, and the remaining fingers on the left side. Grasp the head in the hollow of the hand, with the fork of the fingers behind the head where it joins the neck, the back of the chicken being upward; hold the legs against the left hip.' If you should put them against the right hip the whole thing is bust; the killing of this chicken would be a failure; the meat would not be worth sending to market. It would be completely spoiled. 'Hold the legs against the left hip and the head near the thigh or knee.' It does not give you a choice. Mr. Chairman, this is interesting to you as a physician, to know the proper way to kill a chicken. 'Bend the head backward as far as possible, and at the same time stretch the neck, and when it is dislocated, immediately pull the head.' If you don't the chicken will wake up. You must not give it a second. It says 'immediately;' the instructions are specific. The word should be underlined. 'Immediately pull the head to you 1½ inches from the neck.' If you pull it more than 1½ inches the whole job is incomplete. 'Hold the wings firmly'—This is an important matter: that you must hold the wings of chickens at all times with a firm grasp. 'Hold the wings firmly after killing.' Even after the chicken is dead you must not let go; it is dangerous to let go of the wings—'and allow the chicken's head to hang down so that the blood can run down in the neck. The head is attached to the body simply by the skin of the neck.' That is, you stretch it 1½ inches, hang on to the wings after the chicken is dead, and let its head drop down. What a cruel act, Mr. Chairman, towards this beautiful bird, who but a few moments before was crowing around the barn-yard, so proud of himself that you might almost think he was the Minister of Agriculture. There he is with his head hanging down after you have twisted it off. I think, Mr. Chairman, that there are farmers in this country who might possibly be able to wring a chicken's neck without those elaborate instructions contained in this pamphlet, which is issued by the Minister of Agriculture." The Minister of Agriculture here assured Mr. Pope in a bantering way that he would have a new edition published with his annotations, to

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Canned Fruits *Spices* *Currants*
Canned Salmon *Baking Powder*
Coffees *Package Teas* *Extracts*

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which Mr. Pope replied in the same good-natured strain, saying, "If you issue a new edition, just say wring the chicken's neck in the old-fashioned way, and let it go at that. The farmers will catch on, for it is very simple."

* * *

It is getting to be a frequent occurrence for members to read to the House newspaper reports and comments, for the purpose of asking questions with regard to them, or of denying some allegation therein contained.

An old member, a man who has served 20 years in the House, assured the writer that the practice was being very much abused as compared with former days. In those good old times, he asserted, a man would have been hooted down for attempting to take up the time of the House with such trivialities. This is all very well, but in many cases a member has no other way of making a really effectual denial of some story circulating in the press. Where honorable gentlemen seem to err is in speaking at too great length. They do not confine themselves to an emphatic and concise denial, but argue the question. Thus, one member, properly aggrieved at a newspaper report that he wished to exclude the people from the corridors, took well on to half an hour to clear himself of the charge. Recently another honorable member read from the press a report that Lord Alvinston had privately announced to a friend that he would give judgment against the Canadian Government in connection with the Alaskan Boundary case. We give this as an example of the proper use of the practice, for Mr. Bell, the member referred to, confined himself to a straight question, asking the Government if they had any advices on the subject. The matter was one of large importance, and yet no time was lost in connection with it.

* * *

Sir William Mulock has made still another very satisfactory announcement with regard to the financial affairs of his Department. Having taken it over with an annual deficit of more than $750,000, he has given the country penny postage, has greatly increased postal facilities, and this year actually shows a splendid surplus of nearly $400,000. This is indeed a satisfactory showing, and the Postmaster-General is entitled to much credit, though of course the large increase in the general trade and commerce of the country has helped him very materially.

It is strange, too, how cheaply the work of this Department is done throughout the country. What is the glamor that surrounds a Government contract? And yet there must be such a thing, for men undertake Government work in connection with post offices and mail carrying for prices that they would turn down with a sneer if proposed by a private individual for the same onerous work. In many cases mail routes are taken for a yearly sum that does not much more than pay the cost of the hay, oats and blacksmithing required by the horse employed to make the trips. In hundreds of cases a post-office is kept open for the princely sum of $12 a year. Just fancy keeping a room for the use of the general public and someone to run to their beck and call for $1 a month. Of course in many little country places a small stock of store goods is put in, and the post-office used rather as an advertisement to draw customers than for what it brings in itself. There are, however, still many cases in which the dollar a month is taken for the work itself, and with no other object in view than the earning of this sum. A case came up this session which is curious evidence of the value set upon money by people in some localities. A post-office had been vacated by the post-master, and an applicant wrote as follows to his member: "Dear Sir, I will take the office at $15 a year; Mr. B. only got $12 for the job, but I'll be hanged if I'll do it for any such money." The member had to turn down this ingenuous appeal. No exception could be made by the Department, he was told, which paid on a fixed scale, according to the amount of work done in each office, and, of course, this large increase of 25 per cent. was out of the question.

Now Sir William proposes to apply some of his surplus to the increase of the salaries of those who are paid such low amounts as we have been quoting. This will be undoubtedly popular throughout the country, and even those who are not among the "fee-fed" officials who have been fattening at the public crib on the rich diet we have mentioned, will not begrudge a little more pap to the men and women who hand out the daily mail to them for 365 days in the year.

KEEP A-MOVING.

There are hundreds of articles that lie on the grocer's shelf and are never touched unless asked for, remarks The American Grocer. This means that one or more articles can be pushed to the front and made a specialty throughout every week in the year, thereby making the store attractive and causing people to talk about it and come to it. Keep a-moving, is a good plan for the retail grocer. Just try the experiment with plum pudding, materials for Thanksgiving delicacies. Pile out the walnuts, filberts, pecans, see how much faster they will sell than when placed out of sight. It may prove in your case to be something new.

A BIG LOAF.

Among the novelties to be exhibited at the Louisiana Purchase Exhibition in 1904 is a mammoth loaf of bread about 600 times the size of an ordinary 5c. loaf. A Mississippian from Moss Point will be the creator. A special oven will be built to bake the giant loaf, and Mr. Moss claims that the loaf will be as perfectly baked and as edible as the smaller variety. But the gentleman from Moss Point hasn't tried it yet.

OTTAWA AS A GROCERY CENTRE.

THE city of Ottawa, situated as it is on the highway between Montreal and the West, is assuming a position as a distributing centre, particularly in groceries, among the cities of Canada that is to be reckoned with. The volume of trade emanating from the Capital City is considerable, and it is noticeable of late that the energy and push and modern ideas developed by the leading grocery houses of that city are attracting the attention of the merchants not only in the so called Ottawa Valley, but throughout Manitoba and the Northwest Territories. Travellers representing Ottawa wholesale grocers are now to be met with, not only in Eastern Ontario, Western and South-Western Quebec, and the Gatineau District, but also as far north as the head of Lake Temiskaming and west to the Pacific, and during the past six months even Western Ontario has been invaded by representatives of Ottawa houses.

It is not the intention of THE GROCER to note specially the energy of any particular establishment, as all of them have awakened to the fact that business heretofore considered as belonging to Montreal and Toronto or Winnipeg is open to them and great efforts are being put forth to secure a share of the trade. This is as it should be, and there is no reason why the merchants of Ottawa, some of whom are as energetic as any to be met with in Canada or elsewhere, should not secure a good share of the business of Canada.

A representative of THE GROCER visiting the trade of Ottawa monthly is impressed very much by the spirit of enterprise manifested by the wholesale grocers in that city, and their establishments are in every way modern and well stocked, with as fine sample rooms as are to be seen; indeed the volume of business runs into very large figures.

It certainly is a fact that Ottawa ranks high as a distributing point for groceries and food products, and that, in the future, as the country to the Northwest is being opened up its trade will considerably increase.

FRENCH VINTAGE PROSPECTS.

MDAURAT, the president of the National League of Wine Growers and Consumers, which represents the Amalgamated Syndicates of French Vineyards, gave out some very interesting information in a recent interview.

"Well, you see, we are nervous people, we wine-growers," he observed in reply to a question. "It rains in the morning and we throw up our hands in despair, and exclaim that the crop is done for. The sun comes out in the afternoon, and we are all smiles and hopefulness again. The fact is that trustworthy prediction is absolutely impossible as yet. To give you an idea of the uncertainty of prophecies about vintage prospects I will quote to you the following fact of what is called agricultural chemistry. As a general rule every grape contains three pips. In some exceptional years the number is reduced to one. Well, when that happens each grape produces at least twice as much wine, for obvious reasons, as it was expected to do. How is one under these circumstances to phophesy what the crop will be before it has been gathered. Certainly, there have been bad frosts this year. But from my own obrervations I can affirm that it is impossible to say that the prospects have, so far, been appreciably affected by the early frosts. To give you another instance of the untrustworthiness of prophecy. Ten bunches of grapes gathered one day may produce, say, two litres of wine. Ten other bunches, which were identical at the same period, may, because they are plucked two days later under different weather conditions, yield four litres. Putting things at the worst appearances are at present perhaps rather more against than for a fine vintage. But there is a host of circumstances to be taken into consideration.

"To begin with, the number of new vines planted everywhere in the wine countries every year, since 1900 particularly, is enormous. Then the adverse weather which we have had this year has not been general at all in the wine countries; it has consisted of local disturbances, storms, cyclones, etc. Thus, while one side of a vine-clad hill will have been affected, the other will have been untouched. Three weeks ago letters from the Pyrenees, to give an instance of one district only, said that this year's crop was ruined. Well, an official inquiry was immediately made by the Minister of Agriculture, and the result just to hand is the positive statement that the crop will be quite as good as ever. In short, nobody knows what a vineyard is going to produce before the vintage, not even the owner. For example, you may gather your grapes to-day in dry weather. I wait three or four days, for some reason or other. It rains in the interval. The result is my crop produres 40 per cent. more wine than yours. The present weather, as a matter of fact, is not bad at all for the vineyards. It would be bad if it were to last until the vintage season—that is to say, another fifteen or twenty days in the south, the Herault, or the Pyrenees, or another ten or fifteen days in the Gironde. But at present it is excellent. There is no greater mistake than to imagine that as a general rule dryness and heat are required for a good yield of the vineyards. Medium temperature and a sufficiency of dampness are what is required. Of course, as I said, it must not rain during the vintage, but the instance I gave you showed that rain just before the vintage is a very good thing. As a matter of fact, the weather in the Gironde has just taken a decided turn for the better, since last Friday, to be precise. In a word, all things in wine-growing are relative. The essential thing is to pluck at exactly the right moment. Even a wet vintage will not affect the quantity of wine, but the quality will be reduced. For some fine white wines—Sauterne and Barsac, for instance—a dry vintage is, on the other hand, an absolute necessity. For these wines only 'rotten' grapes are picked. Each grape when in proper condition is gathered, and often a week will elapse before a given bunch is entirely stripped. For Medoc wines, on the contrary, the crop is all gathered at once."

"In fact, it is absurd to affirm that 1903 will be a bad year?" I suggested.

"Only a man who knows nothing about it could affirm such a thing. No one can tell yet how 1903 will compare with 1902, 1900, and 1899, which were all three good years, last year especially, 1901 being not so good."

"Is it a fact that the wine crop was too good in 1900?"

"I will answer at once that, as regards the Gironde, the greatest wine-growing country, the crop can never be in excess of the demand. If Bordeaux ever sends out too much wine, it is merely because Bordeaux buys too much wine from other countries, the Herault and the south, for instance, which it calls Bordeaux, but which is not Bordeaux. I should like to give you just a couple of figures. In 1900 the Gironde produced 3,090,485 hectolitres of red and white wine, the latter representing about one-fifth of the total quantity. Well, do you know how much so-called Bordeaux wine was sent from Bordeaux? The Excise statistics give 9,000,000 hectolitres as the figure. Two-thirds of that so-called Bordeaux was southern wine, which Bordeaux dealers bought for their own reasons. They will tell you that many Bordeaux wines require mixing with southern wines. That is absurd. The worst Gironde wine in the market is twice as good as any other similar French wine, excepting the Bourgogne brands. Any Gironde wine so bad that an admixture of southern wine would improve it is thrown away by the grower. This is just to point out to you that the Gironde never could produce too much wine. England could easily consume the maximum total production of the Gironde. England buys over 3,000,000 hectolitres a year of so-called Bordeaux; only most of it is not Bordeaux—more's the pity. Why, nine-tenths of Parisians have given up buying Bordeaux, just because Bordeaux merchants will not sell real Bordeaux. To return to England, our best customer, it is indeed a pity that the Bordeaux dealers will not ship to England the real produce of the Gironde growers. To think that you can have a fair real Medoc for 100f. per barrique of 220 or 225 litres on the grower's estate! But that's nothing. Why, genuine Chateau Leoville is to be had for 175f. per barrique, and so-called Bordeaux are sold to you in London at 1,500f. the barrique. Again, real St. Estephe is offered by the growers at 340f., for four barriques."

IT IS WATCHED.

"Orders for Chinese Starch are coming in very freely from all parts of Canada" said Mr. O. Lefebvre, proprietor of Ocean Mills, to the writer, on Saturday. "'The Grocer' seems to go everywhere, and its columns are closely watched by the trade. Look here! you remember my asking you to publish at foot of my ad. names of my agents and jobbing houses where Chinese Starch is sold. Well, through oversight I omitted the name of a very good house in the west. I don't think 'The Grocer' was out three days before I got this letter." Here Mr. Lefebvre handed the writer a letter from his customer up west in which he complains of not having his firm's name among the list of jobbers selling Chinese Starch and asking to have this attended to next issue—as he found Chinese Starch a good line, etc. Mr. Lefebvre is of the opinion that "The Grocer" goes everywhere and is read by the trade with interest and profit.

The jobbing trade of Canada will find splendid values in Setna's Chutney and Guava Jelly by communicating with W. P. Downey, importer, Montreal. These goods are imported direct from India and supplied to His Majesty the King and the Rajahs of India.

Satisfaction–Profit

Both are assured by handling
pure and reliable

CEYLON TEA

BLACK and GREEN.

THE best Teas of Ceylon are the best teas of the world. Carefully grown and prepared by a process which insures perfect purity and retains all the strength and flavor of the succulent leaves and buds.

Make any comparison you wish, apply any test you choose — Ceylon Tea will always give the utmost satisfaction.

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS.

The Largest Stock. = The Greatest Variety.

OUR POLICY:

LOW PRICES.

QUICK TURN OVER.

BIG BUSINESS.

A few trial orders will convince you of...

OUR RELIABILITY.

Best Equipment. Competent Staff.

Perfect Organization.

HUDON, HEBERT & CIE.,

Importing Wholesale Grocers and Wine Merchants,

MONTREAL.

The Most Liberally Managed Firm in Canada.

JAPAN TEA

Sell it?

Nothing better in the world!!!

A Japanese Tea-House Garden.

THE McINTOSH MILLS

In Canada is a household expression.

You hear of **The McIntosh Mills** on the **Street**—they are a landmark of Toronto. Supply men of all classes tell with pride that they have had something or other to do with the equipment of The McIntosh Mills. All unite in paying tribute.

THE FAME OF THE McINTOSH MILLS

is from ocean to ocean and beyond, carried everywhere by the Mills' products whose superlative excellence has established them firmly in popular favor. Wheat, Oats and Corn are transformed into delightful foods. Chief among them stands

SWISS FOOD

made from Wheat, the choicest wheat, highly hygienic, enticing to the palate, the staple breakfast food of millions in all parts of the British Empire. For sale by all good grocers.

P. McINTOSH & SON

TORONTO.

FLOUR AND CEREAL FOODS

What Foods Should a Grocer Carry?

"HOW do you decide whether to stock new brands of breakfast foods?" asked "The Grocer" of a wide-awake grocer the other day.

"It depends on circumstances," he answered. "This, like almost everything about the grocery business, cannot be decided according to any hard-and-fast rule. There is but one rule in the matter, which, I think, every grocer should observe, and that is, simply do not stock the goods unless you feel confident they will sell."

"How are you to decide that?"

"Now you have reached the stiff proposition. The steps taken to make breakfast foods popular, to advertise them, are so varied and in many cases so original, that there seems to be no telling when a demand for some new food product may spring up. I wait till I am asked for it before I stock it."

"Always?"

"Well, no; sometimes by reading the advertisements of foods myself I become convinced of their real worth. Then I do not hesitate to risk the small amount of money necessary to place a trial order. On the other hand, it is not always safe to stock goods just because they are asked for. Some time ago I was asked every day or so if I had "——— Food" in stock. The enquiries were made at different times of the day and so well done that two weeks had elapsed before my clerk and myself by comparing notes, found out that all the requests were made by three persons, an elderly and a younger man, and a young lady. Then I went around to see some of the other grocers in my district and found that all of them had been approached by the same trio, who were, in all probability, engaged by the promoters of the new food. Two of the grocers had, in fact, put the goods in stock."

"I suppose you turned the laugh on them?"

"Well, I was inclined to but I am now glad I did not, for the food has since found a fair sale and we now stock it ourselves. Yet it is not wise to be led into such purchases by strangers."

"Do you carry every line you find a demand for?"

"Sure, I am not here to conduct a domestic science school. I am here to sell the people what they want. There are, of course, many who ask my opinion and I have taken good care to have about each food an opinion that I think worth giving. Some of the foods now on the market are not worth the space given them by many people—are not, in short, worth eating. If a customer asks me I tell them what I think. If they do not ask me I have no gratuitous advice for them."

"Do you display the goods you consider inferior?"

"Yes, I would not stock them if I were ashamed to have them seen. I suppose I give greater prominence to the more popular and the better kinds of foods, but I let the public see and know that I carry them all."

"Orange Meat Food."

The Frontenac Cereal Co. is a new concern which has begun the manufacture of breakfast foods, etc., in Kingston. They have now all their machinery in position and expect to be in full operation in about a week or ten days. Although their machinery is not yet completed it is so far in position as to enable them to manufacture a little of their "Orange Meat Food," and from the samples thus obtained, their travellers have already placed quite a number of orders.

"Orange Meat Food" is a wheat preparation and, as turned out from the factory, is ready for serving at the table. At the start the factory will have the capacity of 500 cases a day, and by May 1 it is expected that the daily output will be 2,000 cases. Besides the "Orange Meat Food," The Frontenac Cereal Co. make flour and cornmeal, their capacity being 350 barrels of the former and 300 barrels of the latter daily.

The president of the company is F. A. Wegner, of The Standard Pure Food Co., of Detroit. Mr. Wegner, has, however, taken up his residence in Kingston. Mr. M. Mooers is the secretary-treasurer and Mr. H. E. Pryor, 43 Scott street, Toronto, is manager of the selling department. Associated with the company as mechanical manager of the factory is Mr. J. D. Bordeau, who is credited with being the originator of package foods at Battle Creek, Michigan.

In Business Thirty Years.

A representative of "The Grocer" called on Walter Thomson & Son, at Mitchell, recently. It is 35 years since Mr. Thomson first started in the milling and grain business and there has never been a legal business day since that he has not been open for trade. The firm have mills in Mitchell, London and Seaforth, with elevators at Mitchell and Dublin, and with manufacturing oatmeal, split peas and pot barley, they are busy people. They report the export trade good, but prices too low. Scarcity of cars and delay at the seaboard moreover greatly impedes business. They have had local grain sold for over two weeks and no cars to move it. The quality of the grain in the Mitchell section is good.

United States Oats Light.

Oats in the United States do not seem to have filled well this year. The Agricultural Department at Washington ranks them for quality at 79.9 as against 86.7 in 1902 and 83.7 in 1901. Moreover, The Great Western Cereal Company, one of the largest cereal firms in the United States, finds great difficulty in getting oats that weigh more than 26 to 28 lbs. to the bushel.

Canadian oats on the other hand are a first-class sample.

Canada Could Retaliate.

A prominent official of the Grand Trunk, in London, Eng., has expressed his astonishment at Mr. Ritchie's ignorance regarding Canada, in his imagining that Canada relied for the export of her grain upon access to the United States ports, and at his talking about the Americans threatening to penalize Canadian wheat. Canada could retaliate in a way that America would feel, as nearly 10,000,000 more bushels of American grain pass through Canada than Canadian wheat through United States territory.

An attempt at penalizing is a game at which two could play, but one involving such inconveniences that neither party is likely to take the first step.

A Pair of Cereal Windows.

The cereal section of a grocery store has grown to such dimensions that few windows are seen without some reference to this paying branch. At this season a special effort is being made to push the various lines and makes of breakfast foods and the result is that various windows are seen of more or less merit.

The illustration shows a pair of windows used by Mr. R. H. Stewart, 362 Gerrard street east, Toronto, which attracted many eyes and made an advertisement for the firm and goods. The left hand window was filled with a Swiss Food display, and the other contained flour in various sized bags, together with several small sheaves of wheat and some small piles of biscuits. On a card hung in the centre of this window were these words :

R. H. STEWART'S
FLOUR SHOW

1st. We show the grain grown by the farmer.

2nd. The flour made from the grain by the miller.

3rd. The biscuit made from the flour by the housewife.

This flour manufactured by John Campbell, St. Thomas, capacity 800 barrels a day.

Flours that have purity, taste and uniformity.

Flours that will please you in price.

A Pair of Cereal Windows.

World's Wheat Crop 67,000,000 Bushels Short.

A RECOGNIZED authority on the world's wheat crop—Le Bulletin des Halles, Bourses et Marches—has just published its detailed estimate which indicates a shortage of 24,500,000 hectolitres or over 67,000,000 bushels.

For forty years this journal has made annual estimates of this kind, independently of official reporting on the one hand and of industrial or commercial associations on the other. As its estimate comes out somewhat late and makes use of all other sources of information, while the journal has its own completely organized service among its correspondents and subscribers, the results obtained may be considered conservative and fairly trustworthy, most of all in France, and also where the Continent of Europe is concerned.

France.—The actual yield of the present year is put at 126,256,400 hectolitres. This is the heaviest yield ever known in France, except for the years 1874, 1898 and 1899. From the experience of last year the Bulletin deems it probable that France will have to import before the next harvest some 3,000,000 hectrolitres of wheat, of which more than 2,000,000 will be supplied by Algiers and Tunis. This leaves less than 3,000,000 bushels to be supplied from non-French sources.

Europe.—Taking Europe in general the year's yield of wheat is estimated at 40,900,000 hectolitres less than last year, which would require an importation of something like 156,400,000, of which 73,300,000 might be supplied by inter-European importation, leaving 83,100,000 hectolitres to be received from the other quarters of the globe. The net exportation probable from America, North and South, is taken at 81,100,000, not all of which of course will come to Europe (5,000,000 being also deducted beforehand for the needs of Brazil).

The European deficit of the year in comparison with 1902 comes mainly from Russia, Roumania, Hungary and Germany. The Russian crop is notably less by 16,000,000 hectolitres ; but the quality is excellent and there is still room for an exportation of 35,000,000 hectolitres (more than 96,000,000 imperial bushels). The Hungarian crop is deficient by 7,500,000 hectolitres, and the quality is only fair to good ; the probable exportation is 15,000,000 hectolitres (more than 41,000,000 imperial bushels). The exportation of Roumania is likely to be as much, its deficiency being 2,500,000 hectolitres.

Africa.—The total African production is about 1,000,000 hectolitres greater than that of Austria in Europe, and is estimated at 17,000,000 for this year, a deficit of 1,000,000. Of this 11,400,000 belong to French possessions (Algiers and Tunis) and go to French uses. Of the remainder Egypt alone will have a small quantity to

This is Canada's Cereal Year.

THERE were some years when we couldn't get enough oats, up to our standard, to look after our home trade and meet our orders for export. There were other years when we could get the grain, but the capacity of our mills was not equal to the demand. But this year we have the oats right up to our standard and an enlarged and improved mill that is ready to meet all demands.

Tillson's pan-dried Oats

"The oats that named a town,"

are the oats of Canada's cereal year. Our foreign order department was never in such good shape for quick shipment.

All inquiries receive promptest attention.

The Tillson Co., LIMITED. Tillsonburg, Canada

Millers of Flour, Oatmeal and Split Peas. Capacity, 1,200 bbls. daily.

export—300,000—while Cape Colony will need to import 2,000,000 hectolitres.

Asia.—Here there is an excess probable of 5,500,000 hectolitres, almost entirely due to the good crop of India, which it is estimated may be able to export 8,000,000 hectolitres. The yield of China and Japan is not estimated, but their probable importation is calculated at 5,000,000 hectolitres—a little less than 14,000,000 imperial bushels.

Australia.—Here there is an excess of over 7,000,000 hectolitres, with a probable exportation of 3,000,000.

America.—The total deficit, North and South, from last year is estimated at more than 15,000,000 hectolitres (41,000,000 imperial bushels). The probable exportation is put at 56,000,000 hectolitres (156,000,000 imperial bushels) for the United States ; 7,000,000 hectolitres for Canada, and 22,000,000 hectolitres for the Argentine Republic, the Argentine deficit being 4,000,000 and 1,300,000 from Chili —making a total of 81,100,000 hectolitres net exportation from all America to the rest of the globe.

In the foregoing estimates account has been taken of flour as wheat. For example, the exportation of flour from Austria-Hungary has hitherto been important, although now greatly diminished by competition from the United States. Russia has made efforts to imitate the American mills in this, but so far without much success. The Argentine Republic has made a successful beginning by exporting flour into Brazil. In England, in 1902, more than one-fifth of the total consumption of wheat was supplied by imports of flour.

Account has also been taken of the varying times of year when the harvest is due according to the different countries: January, for Australia and Chili ; February, Egypt and India ; April, Persia and Asia Minor ; May, China and Japan, Algiers ; June, Pacific States, Spain, Italy, Hungary, Roumania, Southern Russia ; July, France, United States, Central Europe ; August, Canada ; September, Scotland, Sweden, Northern Russia ; November, South Africa, Peru ; December, Argentina and some parts of Australia. All these harvests, so far as possible, have been brought for the estimates to Aug. 1.

The general conclusion is that, in spite of the inferiority of this year's crop to that of last, it will be easy to supply all demands for imports by exports ready to hand.

Ogilvie Milling Co.

At the annual meeting of The Ogilvie Milling Co. held in Montreal, Mr. Charles Hosmer in the chair, the announcement was made that the past year had been the most prosperous in the history of the company. The following officers and directors were elected for the ensuing year : President, C. R. Hosmer ; vice-president and managing director, F. W. Thompson ; directors, Hon. Geo. A. Drummond, H. Montagu Allan, E. S. Clouston ; secretary, Shirley Ogilvie ; treasurer, S. A. McMurtry ; auditor, George Creak.

Steel Trust in Grain Carrying Trade.

MR. JAMES H. WESTON, a prominent trunk line official, who is thoroughly familiar with the lake and grain carrying trade, is reported to have said in conversation with a press representative : "Owing to conditions in the iron market this season many more ore vessels on the lakes will engage in the grain carrying business this year than last. This will be a strong factor in keeping lake rates to Buffalo down to their present low basis, and will afford holders of grain an opportunity to move their grain nearer the seaboard so as to be in a better position to take advantage of the European demand."

Mr. Weston's remarks were prompted by advices from Montreal, which stated among other things that the reaction in the iron market in the United States was affecting Canadian lake shipping to a marked degree; that, so far, a very large portion of the wheat from the Canadian Northwest had been carried by vessels which the United States Steel Corporation has in its lake fleet.

"These ore carriers are much larger than the ordinary grain carriers of the lakes," added Mr. Weston, "and since they can accommodate such large cargoes of grain they can afford to offer very low rates. I do not believe that ore carriers have already gone into the grain business as extensively as the Montreal advices indicate ; many of these boats are under contract to carry ore until November 10. However, it is likely, as I have said, that many more of these vessels will enter into the grain trade than last season, for much of the ore which ordinarily would have been shipped will now be held over until next May. The lake grain rate from Chicago to Buffalo is about 2 or 2¼c. and from Duluth 2½c. a bushel. When grain moves in larger volume these rates would probably go up, were it not for the competition of the large carriers. Not a few of the latter will undoubtedly bring cargoes of grain down to Buffalo, and if in good condition, will hold the grain in storage until the Spring or until the owner takes advantage of the favorable market."

Western Wheat Grades High.

IN speaking of the quality of grain grown in Manitoba this year, Mr. Dowd, of The Dowd Milling Co., Limited, Quyon, Que., said to The Winnipeg Telegram that though the grade generally is lower than last year, the grain itself is fully equal for milling purposes.

"Last year," said Mr. Dowd, "the wheat ripened and was harvested under ideal circumstances. A large proportion of it was threshed immediately from the stook, and went on the market as No. 1 hard. It did not have time to temper properly and in consequence had to be tempered before grinding. This year the grain has been tempered before threshing and while it grades chiefly No. 1 and No. 2 northern, the milling qualities have been n no wise injured."

Good Threshing Yields.

All advices from Manitoba and the Northwest regarding the threshing yields are encouraging, indeed, much above expectations. Mr. James Hartney, Manitoba immigration agent at Toronto, has been advised that in the southwestern portion of the province, where the severe snowstorm was experienced on September 12, the yield has been exceptionally good. The average yield which the farmers expected was 18 bushels to the acre, and actual results showed a yield of from 25 to 30 bushels.

English Wheat Crop.

Though different opinions are held, yet the general judgment of those best versed in English wheat, The Northwestern Miller is advised, is to the effect that this year's crop will be little, if any, improvement on its predecessor. It is thought that not more than 5,000,000 qrs. of English wheat will this year be available for milling, and of this a certain proportion will surely prove damaged by the rough weather to which it has been exposed. The best that can be said is that owing to the low temperature which has generally prevailed, the proportion of sprouted wheat will be comparatively small. But samples that come to market are mostly weather stained, and here 31s. has to be paid for a fine sample of red wheat. In the country 29s. 6d. to 30s. is about the price, but the tendency of values is to advance, which would show that good samples are at least as scarce as they were this time last year.

ESTABLISHED 1828.

CABLE ADDRESS: "Danger," Sackville.

M. WOOD & SONS

Wholesale Grocers

Importers and Dealers in—

FLOUR and FEED, BRITISH, WEST INDIA and FOREIGN GOODS.

Exporters of—

LUMBER, HAY and FARM PRODUCE.

SACKVILLE, N.B.

We Buy Canadian Products Direct

Canned and Bottled Goods, Salt and Smoked Meats, Butter, Cheese, Eggs, Flour, Potatoes, Vegetables, and all lines of Groceries and Provisions. Also Hay, Grain, etc.

We do not handle any goods on commission, but will be pleased to receive price lists, etc.

W. T. JAMES & CO.

Hamilton, Bermuda.

THE LAKE HURON & MANITOBA MILLING CO., LIMITED

GODERICH, CANADA.

Manufacturers of Strictly—

High Grade Hard Wheat Flour.

MANITOBA HARD WHEAT used exclusively.

Most Modern and up-to-date Mill in the Dominion.

Though only one year in business our product enjoys an unrivalled reputation throughout Ontario, Quebec and the Maritime Provinces, and commands the highest prices in Great Britain, the continent of Europe, and South Africa.

OUR DRY GRINDING insures safety in TROPICAL CLIMATES.

We pack in Wood, Jute or Cotton.

Bran and Shorts machine-packed in jute bags, 100-lbs. each.

Correspondence solicited.

Where "Force" is Made.

IT is less than three years since the public were invited to eat "Force" and first began to notice the clever cartoons and rhymes which recounted and depicted the woes of poor Jim Dumps, and told of the sovereign specific, "Force," which dissipated the woes and won for their erstwhile victim the later patronymic of Sunny Jim. Now we are told that more than 2,000,000 people this morning "ate breakfast with Sunny Jim in 11 different languages."

The vogue attained by "Force" is a striking example of what may be accomplished by indomitable energy and a liberal and intelligent use of printer's ink.

After amusing, interesting and making friends of the public for three years in rhyme and caricature, Sunny Jim has lately forsworn the cap and bells and blossomed forth as the philosopher of "Force" with all his old sunniness.

"Force," as is well known, is made from wheat, and Sunny Jim has given us permission to visit his mills and see the various processes in the manufacture of this flaky breakfast food.

The mills are five in number—two in Buffalo, one in Chicago, and one in Hamilton, Ont.—where "Force" for the Canadian market is manufactured under the watchful eye of Manager Albert J. Jahraus. Their combined capacity is nearly 10,000 cases a day, or, 360,000 packages. One doesn't get far in the large Hamilton mills, a cut of which appears herewith, before concluding that Sunny Jim must be of Dutch descent, for everything is as clean and burnished as in the kitchens of Holland. He is so particular, indeed, that he won't let any one touch his product at any stage of its progress from wheat to "Force." As one sees the hundreds of bright-faced and neatly dressed girls working deftly in various parts of the mills, this ultra cleanliness seems just a bit fastidious, but Sunny Jim is convinced that it isn't. He says that he can't guarantee the absolute cleanliness of "Force" if it is touched by a single human hand, and adds that if the time ever comes when he can't guarantee "Force," he'll stop making it. One of his favorite Force thoughts is that doubtless every one will get their peck of dirt, but that they won't get any of it from him. The first note, therefore, that is struck in the mills of Sunny Jim, is cleanliness, and it is the last one as well.

Just as soon as the wheat is unloaded every kernel gets its little yellow face scoured. The first process is of winnowing and cleaning. Every particle of dirt and chaff is removed, and the plump kernels look as clean as burnished bronze. The wheat is then put in big soaking vats of wort—a very thin extract of barley malt—for four hours, there absorbing that flavor which has won so many friends for "Force." This soaking not only adds flavor, but a rare quality, which Sunny Jim calls "sunniness"—a quality which, it is said, gives wholesome ease in the processes of digestion, and leads to good health and good temper. After the soaking the wheat is cooked for four or five hours in immense round steam cookers, that look something like the great tun in Heidelberg Castle. A thermometer of a size that Gulliver might have seen among the Brobdignags, is on each cooker, so the heat can be regulated with the utmost exactness. From the cooker the wheat goes to driers, where hot and cold air remove the moisture, and then it is given a salt bath, for the sake of a good savor. The important process of flaking comes next. Rollers grind the wheat into shreds, and these in turn into thin disks. After a drying process over hot rollers the disks pass through a fiery furnace. They follow the winding way of a screw and are enveloped, like Shadrach, Meshach and Abednego of old, with flame all the way through. This toasting process gives the color and crispness on which Sunny Jim insists before he is willing to bestow the name of "Force." The heat is regulated with such absolute precision that the product from the toasting furnaces is of wonderful uniformity in quality. As the flakes

The Hamilton Mills of The " Force " Food Co.

MADE IN CANADA: PETERBOROUGH, ONT.

Because:

The Quaker quality of grain is only to be found in Quaker packages.

Quaker OATS

That's Why--

is better than common oats--- even before the grain starts from the mill.

In 2-pound Packages only.

SAVE CERETA COUPONS.

Five Cases of 36 two-pound packages delivered freight paid to any station in Ontario, Quebec and the Maritime Provinces,— $3 per case.

Order of your Jobber.

come merrily from the fiery test which caps the processes of manufacture, they drop into big funnel-shape chutes, which carry them to the packing floor below. Here the deft fingers of a large staff of girls put the "Force" into packages, a pound in each, paste on the labels and, with the quietness of soldiers in a manual of arms, click them, four at a time, into the cases. Although the cases hold 36 packages, they multiply in the buzzing activity of the mills with amazing speed.

Such is the life history of "Force" from the wheat in the car to the finished breakfast food in the cardboard cartoon ready for shipment to any point of the compass.

For the manufacture of "Force" a wheat is chosen that is rich in gluten. Wheat, says Sunny Jim, who now does all the talking for "Force," is the perfect food—the staff of life—and has been such since Tubal Cain made the first plow-share and Jacob's son Reuben gathered mandrakes in "a field of wheat." In all the centuries no year has passed when the earth has not yielded wheat to keep man's life. No other grain has been so universally raised and used. Further, he contends that the plump little kernel of wheat has just the elements needed to replace the tissues destroyed in the toil and stress of existence, these elements being not only the same as the elements in man's body, but almost in the same proportion. Wheat, therefore, is the food for men as a breakfast cereal for the same reasons that it is the best food for a flour, and "Force," made from all that's nourishing in the wheat, has these elements in the exact proportions required to build up the body in the best way.

Albert N. Reay is in charge of the selling end of The "Force" Food Co.'s business in Canada, and all who know him will witness that he is a faithful observer of the injunction to "Be Sunny."

Lake Superior Commerce.

Lake Superior commerce for September was materially under the preceding month, and fell behind September, 1902. It amounted to 4,265,000 tons of freight, against 4,674,000 tons last year. This year to October 1 there have been 26,893,000 tons of freight passed into and out of this lake, against 26,313,000 last year, even though last year's period was two weeks longer than this, and though iron ore, the chief item of freight, is 800,000 tons less than in 1902. For September and the season to date the grain and flour movement has been as follows, with comparisons :

	Wheat, bush.	Flour, bbls.	Coarse grain, bush.	Bush, all.
Sept., 1903.....	3,172,963	686,312	2,063,798	8,325,165
Sept., 1902.....	7,976,177	1,172,621	2,402,431	15,555,402
Season 1903....	30,421,265	5,313,983	13,792,255	68,124,443
Season 1902....	40,444,267	5,888 456	6,616,911	73,559,230

The lateness of the season accounts, in part, for the small wheat movement for September, 1903. It is not now probable that the total movement of freight to and from Lake Superior for 1903 will exceed that of the preceding year.

Railroads vs Underwriters.

As a result of the change in the system of insuring grain in the Western elevators, noted in a recent number of THE GROCER, a fight is on between the C. P. R. and C. N. R. on one hand and the Canadian Underwriters' Association on the other.

Formerly the railroad companies had nothing to do with insuring grain. They charged the regular storage rate of 1-2c. per bushel for the first fifteen days and 1-2c. for each subsequent thirty days or fraction thereof, and the grain men carried their own insurance. Now the companies have taken over the insurance, storage, etc., and charge ¾c. for the first fifteen days and ¾c. for each subsequent thirty days.

The underwriters resent this move as an invasion of their legitmate field and have struck back with the following resolution which is immediately operative :

"Be it resolved that where policies are issued to railway companies or transportation companies on grain in terminal elevators, double the ordinary rates shall be obtained or the railway companies given the alternative of paying the insurance companies the additional charge imposed this year to cover insurance, viz., one quarter of a cent per bushel for the first fifteen days or fraction thereof and one quarter of a cent per bushel for each succeeding thirty days or fraction thereof."

The grain men are expectantly watching for the next move by the railroads. It has been suggested that the companies will take their own risks on the grain in the new steel tank terminal elevators which are regarded as fireproof.

United States Crop Statistics.

The monthly report of the chief of the Bureau of Statistics of the Department of Agriculture, Washington, shows the condition of corn in the United States on October 1 to have been 80.8, as compared with 80.1 one month ago, 79.6 on October 1, 1902, 52.1 at the corresponding date in 1901, and a 10 years' average of 77.7.

The preliminary estimate of the average yield per acre of spring wheat is 14.4 bushels. The average quality of spring wheat is 85.5, compared with 87.7 one year ago. The preliminary returns indicate an oat crop of about 787,000,000 bushels, or an average of 28.4 bushels per acre, compared with 34.5 bushels one year ago, 25.1 in 1901, and a 10 year average of 27.8. The average for quality is 79.9, against 86.7 in 1902, and 83.7 in 1901.

The preliminary estimate of the yield per acre of barley is 26.4 bushels, against 29.0 a year ago, 24.7 in 1901, and a 10 year average of 23.8. The average for quality is 85.4. against 87.3 last year and 89.2 in 1901.

The preliminary estimate of yield per acre of rye is 15.4 bushels, against 17.0 last year, 15.1 in 1901, and a ten year average of 14.8. The average for quality is 88.4, against 91.8 last year and 89.4 in 1901.

The average condition of buckwheat on October 1 was 83.0, as compared with 91.9 one month ago, 80.5 on October 1, 1902, 90.5 at the corresponding date in 1901, and a ten year average of 79.7.

The average condition of flax on October 1 was 74.0, as compared with 80.5 one month ago.

The average condition of potatoes on October 1 was 74.6 against 84.3 one month ago.

The average condition of rice on October 1 was 90.6, as compared with 93.6, one month ago.

Valley City Mills.

The home of the **Pride of the Valley Flour,** Manitoba Blended.

KERR MILLING CO., DUNDAS

DAVID SCOTT & CO.

CANNED GOODS BROKERS.

Invite Consignments and Correspondence.
Exceptional Experience and Unique Connections.

10 NORTH JOHN STREET,

1878 Liverpool, Eng. 1903

THE

Canada Flour Mills Co.

LIMITED,

CHATHAM, ONTARIO,

Cable Address "CHATKENT" **CANADA.**

Exporters of the Finest Winter Blended and Hard Wheat Flours.

CORRESPONDENCE SOLICITED.

Capacity Flour Mills, 1,000 bbls. per day
" Cornmeal " 600 " "

MADE IN CANADA.

FROM

Manitoba Wheat.

That Cereal Breakfast Food, "Wheat Marrow," makes "a perfect breakfast" for dyspeptics, for children, and for those in robust health. It is a brain and nerve, bone and muscle builder.

It contains four-fifths of the elements necessary to sustain life. It is unlike any other Cereal Food on the market. It is truly "a perfect breakfast food."

Wheat Marrow

PAYS YOU 50 PER CENT.

Put up in Boxes of 24 Cartons . . .

WM. MACK,

Express Roller Mills. **CORNWALL.**

RETURNED
JUN 3 1904

TRY

WALTER THOMSON & SON FOR

Maple Leaf Rolled Oats

and all grades of Oatmeal.

Correspondence Solicited.

ALSO . . .

Flake Wheat
Split Peas
Pot Barley
AND
Cornmeal

NONE BETTER

MILLS AT

Mitchell, London and Seaforth

QUANCE BROS.

MILLERS,
DELHI, ONTARIO, CAN.

Our BRANDS of Wheat Flour are as follows:

"Moss Rose"
"Maydew"
"Ladies' Favorite"
"Cook's Friend"

CHOICE ROLLER PROCESS
BUCKWHEAT FLOUR and RYE FLOUR.

WRITE FOR PRICES.

The Woodstock Cereal Co.

Limited

Exporters to Great Britain, Holland, Denmark, South Africa, West Indies and Australia, of

Crown Brand Rolled Oats, Oatmeal, Split Peas, Pot Barley and Feed.

Correspondence Solicited.

Cable address: ROSSLAND. Codes: A. B. C. and RIVERSIDE.

WOODSTOCK, ONTARIO, CANADA.

BULK CEREALS.

The grocer who is "wise" pushes bulk cereals. There is a good deal more money in the selling of them, and the customer gets big value—far more for her money than when she buys package goods. Don't you see that a cardboard box can't make a particle of difference in the contents? Somebody has to pay for the package and the advertising. The grocer pays, for one — smaller profits. Think it over. It's worth while.

PEERLESS BRAND

Rolled Oats, Rolled Wheat, Cornmeal, Buckwheat, Family Flour.

The Wm. McCann Milling Company,

192 King St. East, TORONTO.

CANADA'S NEW FOOD

GOOD

Morning——Noon——Night

The Frontenac Cereal Co., Limited

Kingston, Canada.

Cereal Notes.

It is said that the erection of a new biscuit factory is contemplated at Waterloo, Ontario.

Stocks of wheat at Odessa are reported at 11,520,000 bush, against 2,809,000 on September 1 and 5,200,000 on October 1, 1902.

A. N. Reay, the Canadian representative of The "Force" Food Co., reports that general business in the Maritime Provinces is of the most satisfactory nature.

Mr. J. J. Golden, chief of provincial immigration, Winnipeg, estimates the average yield of Manitoba wheat for the south and east to be from 18 to 19 bushels per acre.

This Swiss Food Co. have been doing considerable very attractive advertising of late, and a handsome poster, recently issued by them, is commanding a good deal of attention.

There is some talk of The Ralston Health Food Co., New York, erecting a factory in Canada, and one of the leading food concerns in Minneapolis is understood to be contemplating a move in the same direction.

The National Biscuit Co., said to be one of the largest manufacturing corporations in America, has decided to open a branch distributing house in Canada. Winnipeg will be the site of the new branch, and a local man will be placed in charge.

The menu cards presented to their guests by The Natural Food Co. at their recent luncheon in Toronto give a very good illustration of their handsome factory at Niagara Falls, N.Y., and are very creditable specimens of lithographic art.

The output of The McCann Milling Co., Toronto, shows a great increase this season. Their shipments of bulk cereals of the "Peerless" brand were a surprise to a representative of THE CANADIAN GROCER who paid a recent visit to their King street mill.

The master bakers of Toronto are perfecting an organization having in view, it is said, an increase in the price or a decrease in the size of the loaf of bread. The retail grocers are keeping a careful eye on the bakers, and will take decisive action, if necessary, to protect their interests.

A few days ago Alfred Cooper completed the 25th year of his service with Christie, Brown & Co., Limited, during which period he was never late. In recognition of such faithful service and to mark the occasion, the firm presented Mr. Cooper with a very handsome gold watch and chain.

Christmas is not far away and wide awake grocers have been preparing for holiday trade for some time, making arrangements for new goods. Then with frost comes a demand for pancake material. Francis H. Leggett & Co. make special announcement on another page of goods specially adapted for the Fall and holiday trade. That house has an enviable reputation for high-class service.

VISIT TO A MACARONI FACTORY.

MACARONI is to most people a thing of mystery. There is something about the long, yellowish-white pipe-stems with the Italian name which whets one's curiosity. From what is it made? What is the process of manufacture? How are the holes got in the little cylinders? These are but a few of the questionings which suggest themselves when the subject of macaroni is broached. So when the representative of "The Grocer" was despatched to go through a macaroni factory, he was by no means loath.

After all, the mechanical process is simple—when you know how. Three very substantial, but by no means intricate, machines convert the flour and water—for such are the constituents of macaroni—into the cylindrical tubes or fanciful shapes in which we get the finished article.

But, simple as it seems, great technical skill is required, or the product will "go bad," as they say, and the labor will have been in vain, to say nothing of the wasted material. In the first place the right kind of flour—one rich in gluten—must be secured, and it should be milled in a particular way. Arriving at the factory, which is kept scrupulously clean, it is turned over to the charge of the Italian workmen, who look very smart in their suits of white duck.

The first process, that of mixing, is now begun. The flour is emptied into a large box-shaped steel mixer with a concave bottom holding about a couple of barrels. A sufficient quantity of hot water is added, and the whole thoroughly mixed into a dry stiff batter by a slowly revolving shaft with curved flanges.

When sufficiently mixed the batter is dumped into a large tray and transferred to the kneader.

The kneader is a great revolving steel pan about nine inches deep and 52 inches wide, in which are fixed heavy grooved rollers, which turn as the dough is carried round by the pan. The result is that the dough is worked up into a very tough but fine grained consistency, and is after a half-hour's kneading ready to be moulded into the little cylindrical tubes.

The machine for this process is a particularly massive one, the principal feature of which is the heavy steel cylinder, about 10 inches in diameter by 2½ feet deep, in the bottom of which is the mould. Into this cylinder is placed the dough after coming from the kneading pan, to be slowly forced by a great machine-driven plunger through the mould at the bottom. The mould is a thick, heavy piece of copper, perforated by conical-shaped holes, in the centre of each of which is a heavy copper wire. By being forced through the hole and around the wire the macaroni is given its peculiar shape.

Varieties of moulds will give almost any shape of macaroni desired. One most interesting mould even turns out the macaroni in the shape of the letters of the alphabet.

On emerging from the bottom of the cylinder in a bunch of long ribbon-like tubes, the macaroni is caught over rods by deft workmen, cut off in regular lengths, and shaken out to be taken to the drying rooms.

There are a series of these drying and curing rooms, kept at certain temperatures and thoroughly ventilated, through which the macaroni must pass in the course of about a week before it is ready for the packing-room. Here it is cut up into the required lengths, weighed, packed and made ready for the market.

The whole process was particularly interesting, and the manifest cleanliness was most gratifying. Mechanical means were everywhere adopted with a view to eliminating any use of the human hands in handling the macaroni from the flour to the finished article.

NORTH AMERICAN SOAP CO., LTD.

A company under the name of The North America Soap Co., Ltd., has been incorporated and is preparing to open up business in Victoria, B.C. The company is capitalized at $250,000, divided into 250,000 shares. An issue of 85,000 shares is being put on the market. The amount of these are payable 25 cents on application, 25 cents on allotment, and the balance in calls not exceeding 25 cents.

The directors of the company are given in the prospectus as Charles E. Pooley, K.C., Cuyler A. Holland, George A. Kirk, Christopher Spencer, J. M. Bradburn (managing director). J. P. Mann is secretary. The company has been incorporated for the purpose of acquiring the sole and exclusive rights for the manufacture and sale of a newly discovered trade process for the manufacture of a soap or sanitary cleanser.

Boeckh's Standard Brushes

Paint and Household Brushes, Toilet, Machinery and Factory Brushes, Horse and Carriage Brushes, etc. Boeckh's Bamboo-Handled Brooms, Hair Brooms, Stable Brooms, Whisks, etc., prove that "from the good of the goods comes the satisfaction of the purchase." They are so favorably known to the trade from Halifax to Vancouver that it is only necessary for us to remind dealers that we guarantee the fullest satisfaction, both to retailer and consumer.

NO BIG WORDS, NO HIGH-SOUNDING CLAIMS, NO MISREPRESENTATIONS. WHAT WE SAY IS TRUE, WHAT WE PROMISE IS FULFILLED.

If you require anything in a hurry and cannot wait for our representative to call on you, write us direct and your order will receive prompt attention.

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cano's Newmarket Factories.

Head Office: 80 York St., TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St

"Gran' for the Morn's Mornin'"

"Wee McGregor's"

Breakfast Food

The F. J. CASTLE COMPANY, Limited, Wholesale Agents, Ottawa.

QUALITY

When a salesman talks price to you—

Ask him about QUALITY

When he talks quantity—

Ask him about QUALITY

When he talks merit to you—

Ask him about QUALITY

That's the STRONG POINT in

Colman's Mustard

WHITTEMORE'S POLISHES.

THE WORLD'S STANDARD.

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD.

Polishes without brushing, thereby saving time, labor and brushes.

"GILT EDGE"

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once tried always used.

LARGEST QUANTITY. FINEST QUALITY.

For Sale by all Wholesale Grocers.

WASHING SODA

that turns out of the package **CLEAR, DRY** and **CLEAN.**

BAKING SODA

that shows **WHITE, FREE** and **PURE**

are what Grocers insist upon, and that is why **BRUNNER, MOND & CO.'S BRAND** has always kept

FOREMOST PLACE

Winn & Holland

MONTREAL **Sole Agents for Canada**

The Canadian Honey Industry

By Morley Pettit, Belmont, Ont.

TAKING for granted that those outside the bee-keeping profession with whom I have talked are honest in their declarations, bee-keeping and the production of honey is a business about which there is a very wide-spread lack of knowledge. Almost everyone has an ancestor on some branch of the tree who used to have bees, and what a time they had "swarming them" and getting stung ! and what jars of delicious "strained" honey were kept on the pantry shelf !! That unfortunate word ! Even the leading market reports of this twentieth century still quote extracted honey as "strained," an adjective which savors of the mangled comb and crushed bees, brood and pollen of the dark ages of bee-keeping.

Bees are mentioned in history almost as early as men and women and their honey has long been used as food ; but on within the last half century, or since the invention of the movable-comb hive, the honey-extractor and other modern appliances, has bee-keeping begun to take its stand among the other industries of the land. Out of such small beginnings as the garden apiaries of our forefathers it has grown until the annual output of honey is counted by tons and carloads. By the specialist, bees are kept in apiaries of 80 to 100 colonies each, placed at intervals of three miles and upwards to avoid overstocking the range. One expert can, with unskilled help, manage two to six such apiaries and secure in one season from nothing to four or five tons of honey per apiary, according to the multitude of conditions, weather and otherwise, which control the honey crop.

The secretion of honey begins in Spring with the earliest bloom and continues at intervals in the more favored sections until September frosts. The two main honey flows which affect the markets, however, begin in June and August. These are respectively the white and dark honey flows, commonly known as white clover honey and buckwheat honey. The former is gathered from the blossoms of the clovers, principally white and alsike, and to a limited extent from basswood and thistle. The latter is from buckwheat, boneset, goldenrod and other Fall blooming plants.

Nectar of flowers is to ripe honey almost what sap is to maple syrup. It reaches the hive in a very thin condition and requires thickening and some digestive treatment by the bees. A great number of the hive workers arrange themselves in such a way that they can make a current of air through the hive with their wings. This fanning cools the hive, cures the honey, and incidentally produces the pleasant roar heard in the apiary at night, after a busy day. When properly ripened the honey is capped in the cells of the comb and may be extracted at any time.

Now the apiarist removes the combs, each containing six to eight pounds of honey, from the hive to the extracting room, "uncaps" them with a suitable knife and extracts the honey from them. The "extractor" is a machine which revolves the combs rapidly, throwing out the honey by centrifugal force and leaving them empty but unbroken. It is the possibility of using large combs and using the same ones again and again which allows extracted honey to be produced much more cheaply than comb honey.

Morley Pettit.

The peculiar characteristics of honey are its great affinity for moisture and its granulation or "candying." On account of the former some care must be taken in selecting a storeroom. First and last, it must be dry. Heat in the room is not necessary, but is advantageous in that, other things being equal, warm air is dryer than cold. Honey exposed to a moist air becomes thinner every day and will eventually sour. Heat, of course, retards granulation, and a sufficiently high temperature restores it to the liquid form. On the other hand in reliquifying a temperature above 150 degrees F. is unnecessary and injures both color and flavor of the honey. Granulation is a process of crystalization hastened by cold, by jarring or stirring and by exposure to the air. If heated to a temperature of 150 degrees F. until all granules are removed and sealed in bottles at that temperature, honey is said to remain liquid indefinitely.

Honey is produced more particularly in the older parts of Canada, but wherever mixed farming is carried on and the plants above mentioned are grown bees may be kept with profit, provided they are given sufficient care. Of course, in the colder parts they need more protection and, being consumers only for a longer period of the year, a smaller profit is realized.

The sweet product of the busy little bee is becoming more and more a staple food and is being placed on the market through the ordinary channels followed by other staples. The output is generally a pretty even one, for a failure in one part is often accompanied by a good yield a few miles away, so that the annual crop is fairly well averaged up.

OYSTERS AND THEIR AGE.

A wholesale dealer was sizing up an invoice the other day. "There are some old fellows in that lot," he said, as he shoved to one side some abnormally large ones. He picked up one and measured it. The shell was eight inches long. "The age of an oyster has absolutely no effect on its quality," he said. "It doesn't get tough with age like the higher order of animals. How long does an oyster live ? Well, I could not say exactly. I have known oystermen to claim that an oyster undisturbed in a neglected cove would live for 25 years before it finally died of old age. And an oyster of some types keep on growing all the time. I have seen some that measured nearly a foot in length."

AN EVIDENCE OF CIRCULATION.

An example of the far-reaching circulation of "The Canadian Grocer," was afforded the other day by the fact that The Auer Light Co., of Montreal, received an inquiry from a firm in Patras, Greece, by the name of Arsenis & Co. Only a few days previously they also received an inquiry from K. Varathargulu Naidu, Ulsoor, Bangalore, India. Both these firms have excellent references.

The Japanese breed turtle artificially. They are different from ours. The habits, however, are the same.

Fish have been resuscitated after freezing at 12 or 14 degrees Fahrenheit, but do not survive zero temperature.

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

Elements of Good Salesmanship

By L. D. Vogel, St. Louis.

GOOD salesmanship is so essential to all lines of business, and so worthy of intelligent study and execution, that the calling, to my mind, is lifted to the dignity of a profession. First, let me say that the definitions of salesmanship which I shall offer are not my own, but quotations from what I have read; and, coming as they do from salesmen of experience who have been successful, they are entitled to respectful consideration.

Thinking it will add to their interest, I will explain that some months ago a prominent magazine devoted to the subject of advertising offered a prize of $25 for the best definition of "Salesmanship." Many replies were received, and copies of them, with the names of contestants, were placed in the hands of J. B. McMahon, vice-president and sales manager of The N. K. Fairbank Co., who consented to act as judge. He awarded the prize to the following, as embracing the most essential qualifications of a good salesman:

DEFINITIONS OF SALESMANSHIP.

"Salesmanship is the quality in a man—partly inherent, partly acquired—whereby he is able to successfully introduce, interest in and sell a prospective customer any article or commodity."

I will quote a few others, which impressed me as being particularly good, and which I singled out of many and copied:

"The ability to sell goods, or other property, in a straightforward manner, with satisfaction to all concerned and with the least expenditure of time and money, but having always chiefly in view the benefit to be derived by the person for whom the property is sold."

Another: "Salesmanship is that quality in a salesman which enables him, in the shortest space of time, to place in the possession of his customer the greatest amount of satisfactory merchandise, and in the coffers of his employers the greatest amount of profits; while at the same time preserving the lasting good will and respect of his customer."

Bear in mind, please, that a salesman is not in the salesmanship class, according to this authority, unless he can both make a profit for his employer and preserve the lasting respect and good will of the customers.

Another definition that, it seems to me, contains many good points, is as follows:

"Salesmanship is the science of putting into each day's work honesty in speech, loyalty to employer, the hustle of modern civilization, of watching your weak points, of strengthening them, of not only keeping your customers but gaining new ones, of being at all times a gentleman."

It has been my pleasure to meet many salesmen—in our office, during my travels, and at the jobbers' and manufacturers' conventions—and a more courteous and pleasant lot of gentlemen it has never been my pleasure to become acquainted with. It is a universally recognized fact that the standard of salesmen has been greatly elevated with the march of time—as to character, ability and intelligence—in proof of which it is not necessary to refer to any other fact than that men not possessing these qualifications cannot find room in the ranks of any reputable firm's travelling force. Furthermore, many of our largest and most successful business firms are composed of and managed by former travelling men.

I will tax your patience with one more quotation, and this one, to my mind, is as true and good as it is terse:

"Salesmanship is ability to make sales; its attributes are health, honesty, courtesy, tact, resource, reserve power, facility of expression, a firm and unshakable confidence in one's self, a thorough knowledge of and confidence in the goods one is selling."

Certainly, none of us will deny that a good salesman must know his goods so well and have such confidence in them that he can convince the merchant that he needs the goods; then he must enthuse him in such a way that, after he does purchase them, he will push them.

Permit me to add that, in addition to the qualifications named in the definitions quoted, if a man is fortunate enough to possess in a marked degree the following he has, in my opinion, the qualities which go to make up what some men term a "crackerjack": Prudence, magnetism, ability to gain confidence, the art of reading human nature, judgment to comprehend a customer; in other words, the faculty of a quick perception of character.

VALUABLE QUALIFICATIONS.

It has been said that the eye photographs impressions on the mind instantly. Pleasing impressions are always strongest and most lasting; therefore, it is wise for the salesman to attain the strong combination of good dress and good manners, coupled with sincerity, which latter is indispensable to lasting success. A well-groomed, courteous personality attracts; sincerity convinces. Cheerfulness is a valuable element in salesmanship; people like it—it appeals to them.

CREDITS.

A good judgment as regards credits, while mentioned last, is by no means the least of the desirable qualifications for salesmanship.

Competition is keen; there is a great anxiety to do business. Firms employ salesmen for that purpose, so they are anxious to make sales and make them as large as possible. It never did require much capital to start a store. A merchant should not have all his capital on his books, as he can never figure on prompt collections, but is always asked to meet his maturing bills.

It is certainly wise for the salesman to study the credit feature, to get all the information possible on the point and to impart it to his firm in detail, whether good, bad or indifferent. There is no information that a credit man values higher or that is of more assistance to him in determining upon credits, collections or extensions than that obtained from a travelling salesman. I speak from experience on this point.

THE PERSONAL EQUATION.

Coming in personal contact with the merchant, the salesman can form an estimate of his qualifications for success, his character, ability and condition and extent of his stock, the way he handles his customers, the trade and crop conditions prevailing in the section where he does business. A knowledge of these particulars should be studiously sought after by the salesman and transmitted to the firm he represents. He should express his opinion fully and state on what he bases it. It is a fact that it is the prevailing opinion that few travelling men have the ingenuity or take the trouble necessary to equip themselves as good judges of credits. I have always asked our men to give this their best thought; a hazardous account is worse than none—to be ever watchful of a man's condition—whether it be a new customer or one of long standing, for some of our greatest losses have been with customers of long standing, whose condition has changed with time.

The value of the service of any man, be he traveller or office man, is measured by the net results of such service, and certainly the losses on a man's sales are an important factor.

Quoting from the sayings of a wise man, "The principal thing to strive for is wisdom." Next to that the thing we are all working for is the almighty dollar. The salesman is human, he wants his

MOLASSES

Our First Cargo

NEW 1903 CROP

BARBADOS

Per Schooner "ARCTIC"
Has Arrived

FOR PRICES, ETC., APPLY

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

F. P. SCUDDER, President — ADOLPHE E. SMYLIE, Vice-Pres't and Sec'y — H. W. PETHERBRIDGE, Treasurer

National Licorice Co.

Successors to

YOUNG & SMYLIE
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

MAIN OFFICE:
375-385 Lorimer St., Brooklyn, N.Y.
Where all communications, orders and remittances should be sent.

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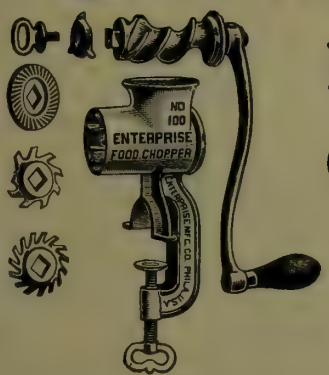

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New York Branch, 10 Warren Street — The Enterprise Mfg. Co. of Pa., Philadelphia, Pa. — San Francisco Branch, 105 Front Street

share, and the employer who does not cheerfully give it to him makes a mistake.

FIRST-CLASS SALESMEN NOT NUMEROUS.

Little difficulty is experienced in producing satisfactory clerks in the evolution that takes place from the time a lad begins his business experience in the position of office boy advancing in rotation—if he is of the right stuff—as vacancies in higher and more responsible positions occur. But few of them develop the characteristics and tact necessary to give them entrance into the ranks of salesmen and fewer still can ever be classed as particularly successfully salesmen. We can advertise for a clerk for most any department of our business and obtain enough responses to enable us to select a suitable person.

But our experience, and that of many business men that I have spoken with on

Mr. O. Lefebvre, founder of The Ocean Mills.

the subject is, that first-class salesmen are not so numerous and are difficult to obtain; therefore, the employer who has a satisfactory force of salesmen is to be congratulated, and it behooves him to make them satisfied as well as satisfactory.

There is no royal road to success in any vocation. Industry, capacity, power of adaptation, the ability to put forth what is in us, the faculty of utilizing our gifts will bring success. In the vast majority of failures there is a lack of motive power, a disposition to take it easy.

THE EASIEST WAY TO COURT FAILURE.

is not to strive for success. The qualities which bring success to men in their chosen vocations are the qualities which make it possible for such men to make their way into those vocations. The man with ability and grit will succeed. The man who does not get discouraged easily is the boss of the man who does. Enthusiasm is something that cannot be bought, because it is priceless.

Opportunities come often in disguise and disclose their possibilities only when a man has made them expand by the force of his zeal and thoroughness. It has been written that "A pound of energy with an ounce of talent will achieve greater results than a pound of talent with an ounce of energy."

TRAVELLING MEN THE HEAVIEST EXPENSE.

Speaking for our firm, I will say the salaries and travelling expenses of our travelling men are the largest items of our annual expense account. Practically, the question of whether our business shall show a profit or a loss hinges upon that. We must rely, therefore, upon the ambition of our salesmen to lead them to make strong efforts to reach a larger volume of sales and keep their travelling expenses as low as consistent with the representation of our firm, and, as a consequence, pave the way to a better salary for themselves.

In conclusion, I will quote for the salesmen, one verse from a poem by Sabin:

Success shall come to him who waits;
But not to him of folded hands—
To him who hopes but hesitates,
And simply by the roadside stands.
Success is won by effort strong;
By unremitting, earnest stress.
The way it travels seems o'er long?
To haste its course, go meet Success.

To the employer it is not well to quote poetry—it's not what he wants. His desire is for profitable business. He can do much to help the salesman meet Success.

HOUSE MUST AID SALESMEN.

A salesman's efforts can be supplemented by the firm employing him. Proper attention and treatment of the customer by the house will certainly strengthen their position. There are so many ways. Setting aside the question of equipping a man with salable goods and proper prices, the attention an account receives by the firm in any and all of the departments of a business has a vast influence on the efforts of a salesman. Modern and thorough business methods suggest so many excellent ways of doing what is right and proper that it must be a careless man indeed who does not give this subject thought and attention.

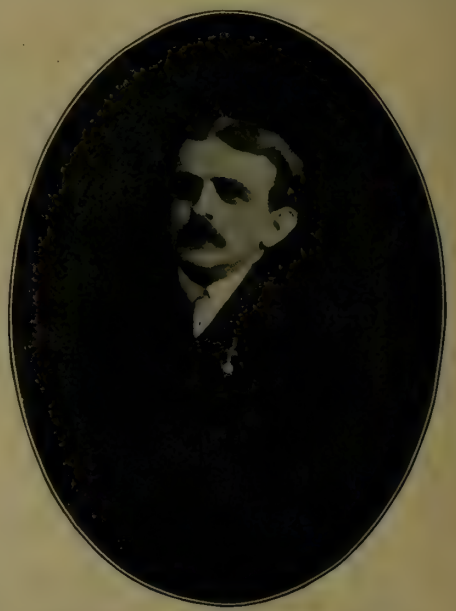
And the house should not only give attention to those that the traveller sells, but those as well on whom he calls and does not sell. It is certainly important to give attention to prospective customers, and the firm can often put on the final touch needed to supplement the efforts of the salesman and open up a desirable account.

TO THE BUYER.

To the buyer I will only say: The travelling salesman, if he is a gentleman and has not proven himself unworthy of your confidence, deserves courteous treatment and all the encouragement you can afford to give him. He calls on you because it is his business and, in most cases, his pleasure also. There can be cited plenty of cases in which the buyer suffered more by discourtesy than the salesman against whom it was directed, whether thoughtlessly or intentionally.

THE OCEAN MILLS.

The starch manufacturing industry of Canada, which has developed greatly in the past decade, has had no greater supporter than the Ocean Mills of Montreal. The mills were established some five years ago by Mr. O. Lefebvre, who, making a specialty of the manufacture of Chinese



Mr. Geo. Dufoy, of The Ocean Mills.

starch, has made an enviable place in the Canadian market and in addition created a demand in many other parts of the world for his special brand.

The output of the Ocean Mills has increased in such a rapid fashion that Mr. Lefebvre now exports largely to England, France, South Africa and the United States. The specialties exported are: Chinese Starch, Ocean Baking Powder, Ocean Corn Starch, Ocean Borax, Ocean Cough Syrup, Ocean Liquid Blue, and Ocean Cigars.

All these commodities, of Canadian manufacture, are not only distributed all over the Dominion, but are finding great favor in the United States, and entering into successful competition with similar products in that country.

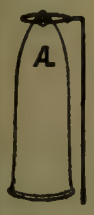
The establishment is situated on Mount Royal avenue, Montreal, and agencies are established all over the Dominion.

OUR TRADE A MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

OUR TRADE A MARK

A Statement of Facts.



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Our mantles won't shrink or fray out.
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We make mantles with any private mark on them, your own name if you desire.

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beg to advise the trade that they always carry in stock pints and half-pints of this article and will be pleased to answer all enquiries for same.

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Grain and Root Baskets, **Clothes Baskets,**
Fruit Baskets, **Butcher Baskets.**

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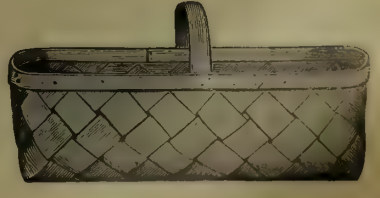

are always wide-awake and ready to fill your order for any quantity of Baskets. Quality—**THE BEST.**

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

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is sorry that your postal card asking for sample and price of

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BRAND.

Vinegar

has gone astray.
—Drop another card and
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BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

System Hints for Small Stores.

NO matter whether a store be large or small, system is necessary to its complete success. "Time is money," whether it be the time of employer and a single clerk or of help whose numbers run up into the thousands. No matter how small a business a merchant may be doing, he should seek every possible method of saving time and effort.

It may be that the store could be better arranged, that by changes here and there one clerk would be enabled to wait on a greater number of customers. Stocks that are closely allied may be too far apart. There may be unnecessary difficulty and delay in bringing out the reserve stock. There may be too much of a go-as-you-please air throughout the establishment. The boss may not be sufficiently exacting. He may be too lenient with himself, as with his help.

Under such circumstances a business cannot reap all the success to which it is entitled.

HAVE A SYSTEM.

Put in operation a thorough going system, by which the efforts of all hands shall be measured and braced up and the results will be surprising even to those who are most interested.

How many merchants in a smaller way are running their stores on the watchful lines adopted by the big establishments? A limited number, we believe. Yet is there no reason why the smaller merchant should not know as much about his business every day as does the head of an immense establishment whose supervision is exerted by means of the reports that are put into his hands by the heads of various departments.

WHAT SYSTEM WILL BRING.

- You will not overbuy.
- You will keep your stock down.
- You will be able to gauge future needs by reference to previous figures.
- You will know what each one of your salespeople is doing.
- You can tell whether your expenses are too large for your business.

Constant figuring is essential if the best results are to be reached. Without frequent observation of gauges and signals the engineer is liable to find himself grievously behind time when his train rolls into the shed.

DEAD STOCK ISN'T MONEY.

The old idea of merchandizing was to buy goods as low as possible and sell them for the best price obtainable. How long they were kept in stock before selling did not make much difference. To-day the conditions are entirely changed. The less merchandise a storekeeper has beyond what is necessary to fill the immediate wants of his customers the better. Reserve stock is reduced to a minimum.

Having got his stock necessities down to bed rock, and having a record of his purchases for each week of the preceding year, he is possessed of a guide by which to gauge his buying for each period as it comes along. He is consequently far less likely to overstep the purchasing mark than he was before he got his system into effect.

HAVE A BUYING LIMIT.

We have got to talking about buying, so we will continue with this subject before taking up other details. You know the buyers in every large department store are given a limit per week for the amount of their purchases—a limit which must not be exceeded without express permission of the firm or the merchandise manager, if there is one.

The retail merchant who is his own buyer ought to limit himself in the same way. He ought to bring about as close a relation as possible between his purchases and his sales.

Of course, there will be times, especially at the beginning of each season, when the purchases will exceed the sales. Take care, however, that at other periods the sales exceed the purchases.

WATCH YOUR ORDERS.

When you place an order with travelling salesmen, or when you are buying in the market, always take a duplicate or copy of your order. Figure up the order as closely as possible and see how much it amounts to.

Many a time a merchant is greatly surprised, not to say worried, by the amount of the invoice when it comes to hand. He "had no idea that he was buying as much as that." He got carried away by the attraction of the goods, or the low prices, or the persuasive arguments of the salesman.

KEEP A RECORD.

Keep a record of all goods on order, and as the goods are received, mark them off on this record, so that you can tell at any time just what amount is coming to you.

Another way in which the buying can be more carefully gauged and kept within bounds is to have the stocks divided, so that you can see how much has been bought of certain classes of goods that are closely allied.

We don't mean to say that in a small store the stock should be divided and subdivided to the extent that necessarily prevails in a large establishment, but no matter how small a store is, we strongly advise that it be departmentized up to a limited extent. In other words, the records of purchases and sales of certain stocks should be kept separate.

It is not necessary, as the big department stores do, to divide the expenses or cost of doing business among these stocks, making each pay its share.

SYSTEM IN NUTSHELL.

- Keep copy of all orders.
- Figure out amount of each bill before confirming order.
- Keep record of goods on order.
- Divide stock into four (or possibly five) departments.
- Enter cost of all merchandise received under department to which it belongs.
- Have separate accounts for chief items of expense.
- Use separate salesbook for each salesperson—a salesbook for each and every salesperson in each and every department.
- Keep daily records of sales of each and every salesperson.
- Keep daily records of sales in each and every department.
- Have sales entered in book at week's end, opposite amounts of invoices of goods received.

Whether this should be done or not depends on how much taste for statistics and bookkeeping may be possessed by the merchant or by the employe who takes care of the figures.

Remember, however, that it is a great mistake to have one's bookkeeping too complicated.

We advise putting the stock into four or five divisions, placing the allied lines together.

CHARGED TO RIGHT DIVISION.

When the bills come in and the goods have been examined, the amount of the purchases must be charged to the department to which the goods belong.

CAN COMPARE.

As the weeks go by the amount of your purchases for each department being entered in your book, you know exactly how much has been bought for each. Next year you will be able to compare each week or each month and ascertain whether your purchases are running ahead of last year or not.

This is a guide worth having. Yet it costs very little trouble to obtain.

OTHER OUTLAYS.

Of course you will keep a record of all other outgoings. You will, if you are wise, keep separate accounts for

Rents, insurance and lighting,
Salaries of help,
Freight and expressage,
Delivery of merchandise, and
Miscellaneous expenses.

DRAW A SALARY.

The proprietor should draw a salary every week, covering the expenses of himself and family. This salary should not be too low. It is a mistake to try to economize too much.

The merchant should avoid an appearance of penuriousness. It is to his interest that his public, while not extravagant, should spend their money freely, and he should set them an example. He should be well dressed and have an appearance of comfortable living and prosperity.

An austere man, who looks as if he denied himself all the good things of this world, whose clothing is worn and out of date and his whole appearance pinched and frugal, is not likely to cause the pocketbooks of his customers to open wide.

It pays the merchant in other ways to look prosperous, to have his wife well and fashionably dressed, his children becomingly attired and his house in good order within and without.

Moreover, if you are well dressed and comfortably housed and fed your manner will be more genial, your spirits better, you will be capable of more work and will have a good influence on your customers when they come into your store.

TREAT YOUR HELP WELL.

In a modified manner apply the same principles to your help. Do not expect people to work for nothing. Overpay rather than underpay. Let it be known throughout your town that you are a kind, considerate employer, that you treat your help generously, and that your store is a "nice place to work in." You won't lose by it, depend upon it.

AS TO THE RECEIPTS.

Now we have talked about the outgoings, let us consider that more pleasing subject, the incomings.

You will, of course, have to separate your sales so that the total of each day's dealings may be credited to the department in which they are made.

You will also need to keep the sales of each salesperson separate, so that you can keep track, day by day and week by week, of what each is doing—whether running ahead or falling behind.

For this purpose you must have a salesbook for each clerk. Furthermore, if the clerks sell all over the store, or if at lunch-time they replace each other behind the counter, you will need a salesbook for each clerk in each department.

This is a very simple matter and is easily arranged.

ENTERING AMOUNTS OF SALES.

During the day the amount of each salesticket should be entered in a book to the credit of the salesperson by whom the sale was made. In another book, to the credit of the department, place also the amount of each sale.

If a business is active, the entering up of the last tickets and the totalling of the amount can be done on the following day.

The total amount of sales of each department must be entered in the book in which the department figures are kept, to the credit of each department, the amount being placed opposite the purchases. These entries may be made daily, or the sales of the week may be footed up and entered then.

At the end of the week the sales of each clerk should be totalled up and a copy of the record given to each clerk. This will establish a feeling of rivalry, one salesperson trying to beat the sales of another.

When the system has been in operation a year the clerk will be informed by these figures that he has beaten his sales for the same week last year—in which case he will be proud and enthusiastic—or that he has fallen behind—in which event he will be spurred to greater endeavor.

If he is not, you have the remedy in your own hands. You know just what each clerk is doing and whether they are "making good" or not.

You will also have an accurate idea as are moving fast enough and in which department there is any lagging.

You will also have an accurate idea as to whether you are buying too heavily, or whether you can afford to launch out on some special line of goods that may be offered to you.

GROCERY STORE SIGNS.

ALTHOUGH, judged by their own practice, many tradesmen seem to think light of the sign as a means of bringing trade to their shops, most of them would probably agree, in theory at least, that the shop-sign may be made an important adjunct to the success of a business. We are disposed to think that greater attention to the shop-sign is more than likely to be followed by good results.

The essential features of a sign are that it shall record the name of the proprietor of the establishment, and the nature of his business. But this fact is by no means generally recognized. Many signs do not advertise the name of the proprietor of the shop; others advertise his name only.

In the case of a grocer, the name should be so placed that it cannot be obscured by displayed wares. It is quite a common thing to see a sign, especially over a country grocer's store, entirely hidden by a row of pails or such like articles. Such a sign is worse than useless. The name of the proprietor should not merely be visible, it should always be prominent. The name may also be shown on the windows, but this should be in addition to, and not in place of, the sign proper over the front door. The distance of a signboard from the pavement is necessarily determined by such circumstances as the height of the shop, the width of the street, etc. In this age of fast traffic it is essential that the sign bearing the name should not be hung low. In narrow thoroughfares a protruding sign is the best. In the sign the principal part of the business should be the most prominent, the departments should as far as possible be named.

Good and expensive signs are often met with showing evidences of neglect, and the public are apt to regard this as indicative of the general condition of the shop, and to conclude that the business cannot claim their confidence.

The ease with which names in enamelled letters on windows get dilapidated rather discourages their use. One or two letters missing from a name may produce amusing and striking results, but hardly such as to encourage persistence in this form of advertisement.

Care should be taken that the sign is clearly seen at night. This detail is frequently neglected. Whatever illuminant is employed, the name of the proprietor or the nature of the business, as the case may be, should be thrown into prominence. The common practice of placing the name of the shop on the lamps is also to be commended.

A brass name-plate on the window-sill is a good form of advertisement, but it is unsuitable for many grocers who have outside displays of stock. A good name-plate on the door is useful, and when there is a step leading up to the door a plate may be placed there with good effect.

It has been learned by referring to back records that diamond back terrapin sold for 12½c. each in the year 1850. They are slightly higher and less plentiful now.

The second largest fresh water "pearl" ever found was taken recently in the Clinch River, near the town of Clinton, Tenn. It weighed 117½ grains—profitable fishing The largest fresh water pearl ever found was taken from the Black River, Arkansas, two years ago.

British Columbia Salmon

TWO BRANDS WHICH WILL HELP YOUR BUSINESS

Maple Leaf
Lowe Inlet

The British Columbia Packers' Association,

VANCOUVER, B. C.

QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN

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THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

Competition and How to Meet It

By Thomas Crellin.*

THAT we live in an age when competition is more rife than at any other period of our national history must be patent to all observers. That we are likely, as individual traders, to meet with still more competition is also apparent. Some writers tell us that the death-knell of the single-shop grocer has been sounded; that with large combines, such as grocery and provision syndicates, co-operative societies, etc., ruin will eventually be the lot of the smaller tradesman. It seems strange to me that the press has little or nothing to say in the way of educating or encouraging the private traders as to ways and means whereby they may hold their own against all comers. I take it that one great reason why the press does not espouse the cause of the smaller tradesman is that the very forces arrayed in such strong force against him are the best customers to the advertising columns of the newspaper or trade journal, and it is but natural to suppose that newspaper proprietors are like grocers themselves—that they do not want to fall out with what we term our "bread and butter." All this means that if the private traders are to survive, they will have to cheer, encourage, combine, and inspire each other; or, as the old proverb puts it, "God helps those who help themselves." That we may so help ourselves is the object of the writer of this paper. It may not be out of place to take an object lesson or two from another kind of fight that we as a nation were engaged in some short time ago. I refer, of course, to the Boer War. We have no occasion to recount the disasters that befel our troops time after time; yet it took us a long time to learn that, if we meant to be victors, we must have guns of as long or longer range than our foemen. We had to learn many things from our enemy's tactics, such as new methods of entrenching and taking cover. So in like manner with us as private traders, it must be a case of finding out the secrets of our rivals' strength, the weapons they fight with, and how they are entrenched. And then, in turn, we must go in, if possible, for guns of as long or longer range. A very catchy advertisement which some of these company traders put is that they sell cheap because they buy in big quantities, get special terms, and, therefore, they can supply customers as cheaply as the ordinary grocer can purchase his wares. In our present position we cannot totally deny this form of bounce, although it may be, as it often is, a mixture of truth and error. We are often puzzled to think how it can be that these companies can take a big shop at a big rent, have the shop fitted up in elaborate style, hire expensive servants, and yet can undersell the ordinary grocer, pay dividends, and seemingly flourish. It must strike us often that, all other things being equal, the man who owns his own shop should go ahead of those shops that are managed by hired servants. The great inequality, therefore, must come in in the methods of buying. The great gun, or "Long Tom," of our rivals seems to be, "Better buying because of special terms for large quantities." Can we get a "Long Tom" to match or outrange them? And, if so, how? That seems to be the next thought. Can we fight them, and hold our own? To this question I emphatically answer, "Yes, most decidedly so." If we use the right weapons, nothing but inertness can hinder us. Meet combine by combine! Let us be able to buy as well, and I have no hesitation in assuming that we can sell as well, for, as I have already stated, he that is master in his own ship can manage better and be much more economical than hired servants. One instance out of scores that may be quoted I give as typical of what we now suffer from. I had supposed that by buying a gross lot of health salts from a certain firm direct, with a quantity of other goods, I could get it cheaper than by buying per dozen from local wholesale men. In place of that, I found I paid rather more by the gross than I had in some cases by the dozen. I wrote for explanation, and found that if five-gross lots were ordered there and then only could I get their best terms, which meant that there would be a saving of 7½ per cent. between one and five gross lots. We could multiply such instances, and we are safe, I think, in assuming that in at least one-third of our turnover we could, by organized, combined buying, save 7½ per cent. This alone would mean to very many the difference between poverty and affluence. As to practical methods how to get such a scheme in working order, I would suggest that our association consent to the forming of what might be termed "Workington Grocers' Association Amalgamated Buyers' Department." Appoint someone as secretary of this department, and allow him ½ per cent. or 1 per cent. of the discounts on all goods he may order. Those wishing to buy direct to correspond with secretary, and, if reply wanted, in all cases to prepay postage. All who could do business on these lines to pledge themselves to pay promptly, so as to secure manufacturers' best terms. That no business could be done unless these conditions were observed; that none but members of the association be members of the combine; that memorandum forms be printed with something like the following matter:—"Workington Grocers' Association Amalgamated Buyers' Department. Formed for the purpose of getting the best wholesale terms either by prompt cash or short credit." With such a system we could negotiate for best terms for flour, sugar, tea, lard, candles, soap, starch, blacklead, blue, metal polish, tobacco, tinned goods, and very many other goods that we handle. That combined buying is done on a small scale by a few I am correct in assuming, but there is no organized system, I am assured. Surely the trend of the times points to the stern facts of the case, that without organized combination in that which to us means bread and butter we are, I take it, likely to become submerged. That combination can in no way so effectually help us as by being able to buy in the best markets on the best terms. Hoping that these crude suggestions may lead to some practical results in the forming of a buyers' department, I now close with fraternal feelings to all connected with our Grocers' Association.

*From a paper read at the Workington (Scotland) Grocers' Association.

THE LOBSTER INDUSTRY.

No less than 224,900 live lobsters from Cape Breton and Nova Scotia were, this year, shipped to Portland, Maine, says The Sydney Post. This is 15,000 in excess of last year. This branch of the lobster fishery, which is comparatively new, is becoming a very important one commercially.

The annual expenditure for this delicate, yet hardy, inhabitant of the Atlantic coast is stated to be about $10,000,000. While the lobster is distributed to some extent from the Straits of Belle Isle on the north to the Cape of Delaware on the south, the greatest number are caught in the waters of Nova Scotia and Maine, and the chief markets are the cities of Boston and New York. The high prices at which they are sold, being in reality 90 cents a pound for the food, and the diminishing size of those offered, are conclusive proofs of a decrease in the supply. A recent report shows the average catch to have been 84 per pot in 1901, and 33 in 1902 in Massachusetts.

YEARS

of "Imperial Brand" Maple Syrup Success

have worn off the sharp corners of doubt and established the goodness and reliability of "Imperial Brand" as one of the chapters of Maple Syrup history that will everlastingly and eternally stick.

ROSE & LAFLAMME,
Agents,
MONTREAL.

THIS IS THE BOTTLE

"PATERSON'S WORCESTER SAUCE

is one of the most delightful table condiments sold." So says a famous chef. This is one reason for its great sale.

Rose & Laflamme, Agents,
MONTREAL.

LIPTON'S TEAS

Have the largest sale in the world. Direct from our own gardens.

NO FIRST-CLASS GROCER CAN AFFORD TO BE WITHOUT THEM.

WRITE TO THE AGENTS—

Laporte, Martin & Cie., - - - Montreal.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

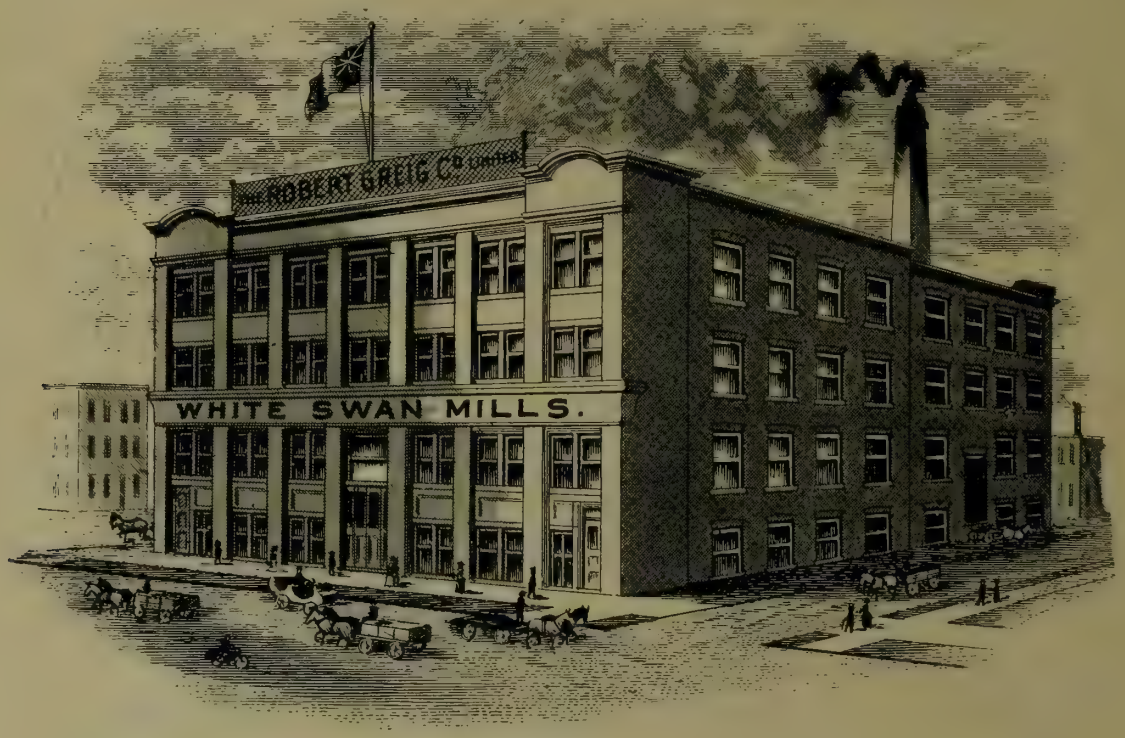
Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

A Model Factory.

THE building recently erected by The Robert Greig Co., Ltd., on the extension of the west end of Pearl street and corner of Duncan, is a decided addition to the business architecture of Toronto. Centrally located, on the old Upper Canada College grounds, it presents a very handsome and striking appearance.

The exterior is of red brick and of a bold and modern design. The offices and sample-rooms are situated in the front of the building and present a very business-like and commodious appearance. The several flats have a floor area of nearly 50,000 feet, and the facilities for the receiving, shipping and handling of goods cannot be surpassed. The machinery and the whole equipment of the factory is of the latest and most modern design and as the building was erected by The Robert Greig Co. for their own use they have spared no efforts to make it complete in every respect.



The first department visited by "The Grocer" representative was devoted to the cereal specialties of the White Swan mills, which this company bought some months ago. Considerable space is here reserved for the preparation of flaked wheat—for which product they have a very large demand—flaked barley, flaked rice, flaked peas, whole wheat flour, health flour, graham flour, gluten flour and self-rising buckwheat flour, some of which lines are made in Canada only by The Robert Greig Co.

The firm appeared to be very busy in this department. Large shipments were being made, including several carload lots for some of the largest buyers in the country, as well as shipments for other points in Canada, extending from Halifax to Victoria, B.C. Several of their lines of cereals, such as flaked rice, barley, peas and wheat, breakfast foods and buckwheat flour, are sold not only in bulk but are put up in handsome cartons to meet the growing demand for package goods. Particular attention here is also given to the manufacture of gluten flour which is so extensively and effectively used by persons suffering from diabetes and kindred troubles. This is a line that grocers have usually had to import from the United States, and it will be of interest to the trade to know that this special kind of health flour can now be obtained within our own borders.

Another department to which a great deal of attention is given is that embracing the White Swan brand of coffee, baking powders, flavoring extracts, jelly powders, package and bulk spices and grocers' specialties. In the manufacture of these this firm has enjoyed a high reputation for many years as makers of high-grade goods, and their registered trade mark, "White Swan," has the prestige which is warranted by the quality of their manufactures. In this department special attention is given as well to the packing of baking powder, flavoring extracts, coffee and other lines under individual brands for customers, and the firm's list to-day shows the names of several hundreds of such private brands, under which they pack goods for leading wholesale and retail merchants in all parts of the country.

The Robert Greig Co. also do an extensive business in Pratt's Foods, consisting of Pratt's Horse and Cattle Food, Pratt's Animal Regulator, Pratt's Poultry Food and Pratt's Veterinary Remedies. These goods, which are put up under an old English formula, have been in use for more than thirty years until now they are freely handled by more than 50,000 merchants in Canada and the United States, as well as in many foreign countries to which a large export trade is done. They were placed on the Canadian market nearly ten years ago by Mr. Robert Greig and enjoy such a reputation for merit that the trade has grown to the extent that now there is hardly a village or hamlet in Canada where Pratt's Food is not recognized as a staple food by owners of cattle, live stock and poultry.

The new catalogue recently issued by the firm is very comprehensive and will be found of value and interest to the trade generally.

The advertisement of W. T. James & Co., of Hamilton, Bermuda, on another page of this issue, will be found of interest to Canadian dealers who are looking for business in the West Indian and adjacent islands. This firm buy direct and are desirous of increasing the number of their connections in Canada: they do not receive any goods on consignment.

3

Look Through this List!

Our specialties are the finest and purest imported into Canada—

Finest Imported Cheese
Camambert,
Gruyere,
Brie,
Rocquefort.

Olive Oil (Boy's, Salon).

Castile Soaps,
Chocolates,
etc., etc.

Macaroni,
Vermicelli,
Nouillettes,
Truffles,
Mushrooms,
Green Peas and Beans,
Pates des foies gras,
etc., etc.

Both in B.O. Beland
see ad on page 13

In Liquors we have the choicest brands.

Champagne—Chandon "Regal."
Scotch Whisky—Macleay, Duff & Co.
Gin—Jansen's, the only Gin imported distilled under the authorities of Schiedam, Hol.
Brandy (Old)—J. Nicot's—In barrels (27 years old). In cases (55 years old).
Largest variety of **Clarets, Bordeaux, Ports, Sherries, Burgundies,** and finest liquors of **Chartres,** in Montreal.

Write for Prices—

B. O. BELAND,

26 Lemoine St. (near Board of Trade)

MONTREAL, P. Q.

Sky Dry
CHAUSSEPIED
ST HILAIRE ST FLORENT
FRANCE

LE MEILLEUR POUR LE PRIX

THE BEST AT THE PRICE

Tea: Processes in Its Manufacture.

THE rapid progress of the British grown tea industry during the past 25 years cannot fail to be remarked by all who are in any way interested in the product. This is undoubtedly due in a large measure to the value and purity of the production itself, but the introduction of European supervision and the consequent invention and adoption of machinery which inevitably follow, have contributed not a little to the great success. In the old method almost every detail was done by hand manipulation, and the inevitable dirt and perspiration of the workers could not fail to be carried to the leaf, but under European supervision this is happily at an end and the whole process from first to last is carried out on strictly sanitary principles, the tea itself scarcely coming in touch with the hands from the time it is picked till the final packing into chests. Thus the extra cleanliness and vastly superior results obtained by scientific machinery, added to the natural advantages of the climate and soil of the British tea districts, give the reason why British grown teas have made such marvellous strides.

The tea plant, of which there are many varieties, is a kind of evergreen shrub. In its wild state it will often reach a height of about 20 feet, but under cultivation it is seldom allowed to reach a greater growth than four feet, owing to the regular and constant plucking of the valuable young shoots. It therefore becomes a bushy stem with numerous and leafy branches. Its leaves are alternate, eliptical and veined, and its flowers white with a slight fragrance.

For the production of good tea the leaves must be fine and of soft texture. The plants therefore chosen by growers are those which will "flush" frequently and copiously—that is, produce new tender shoots—as upon this depends the quality of the yield. The system of "plucking leaf" is very interesting, as it is from this that the usual commercial terms take their origin. Plucking is usually spoken of as either "fine," "medium" or "coarse," and under these terms refers to the order of leaf. The leaf-bud (a) is very soft and tender, as is also the first leaf (b) and second leaf (c), but the lower leaves are coarser and naturally harder, being of longer growth. In "fine" plucking the leaf-bud (a) and the two leaves (b) and (c) only are plucked. In "medium" plucking" the next or third leaf (d) is taken, while in "coarse" plucking the fourth (e) and sometimes the fifth (f) is taken.

The more leaves there are included of the flush-plucked, the larger, of course, will be the yield per acre, but the quality of the finished tea will be proportionately poorer. The names distinguishing the commercial varieties of tea have their origin mainly from Chinese terms and in a general way indicate a gradation of qualities from the delicate leaf-bud (a) down to the large, hard-grown leaf. Keeping in view the diagram given herewith, the leaves have been named as follows from the character of tea they are supposed to make:

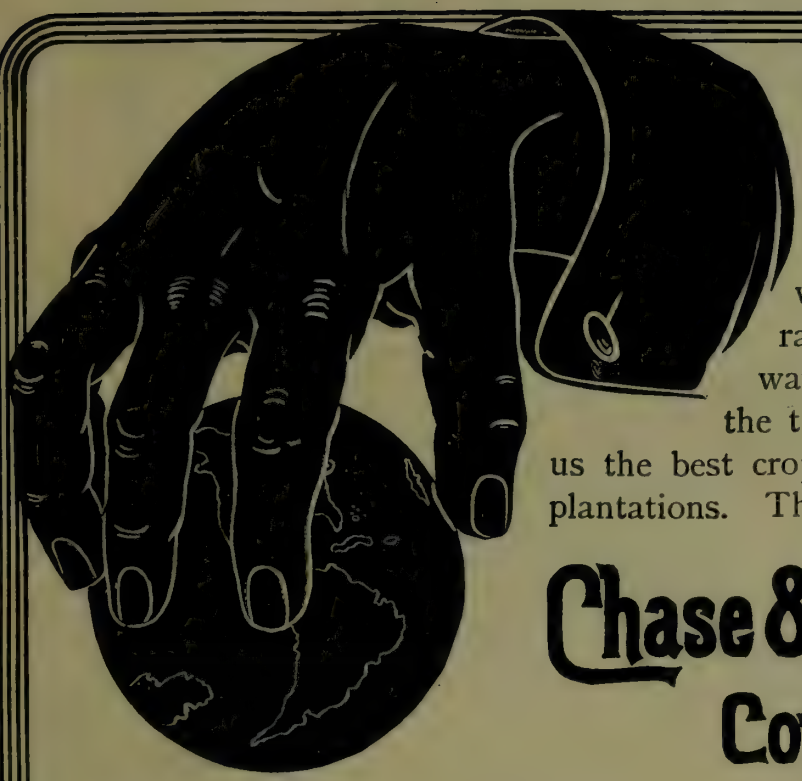
(a) Flowery Pekoe. (d) Souchong 1.
(b) Orange Pekoe (e) Souchong 2.
(c) Pekoe (f) Congou.

The very excellent climate of the tea-growing districts causes new shoots to be produced very rapidly. It is therefore necessary sometimes to prune very severely in order to give the necessary rest to

Leaves of the Tea Plant.

the plant, but so forcing is the climate that in the course of a few months the growth again appears and yields its crop with renewed youth. The object of the maker is to wither, roll, ferment and dry the leaf and to accomplish this the varied processes are arranged. Immediately on arrival at the factory from the "plucking" the leaf is spread out thinly on large wire or canvas shelves to wither, so that the air can pass freely around it. To accomplish this successfully there must be good light, warmth and dry atmosphere, and, under ordinary circumstances, this will have been accomplished in about 20 hours. The object in "withering" is that the leaf may become soft and limp, and that it may be susceptible of receiving a good twist when put into the rolling machine. In withering the leaf loses about one-third its weight and in the following processes a further 40 per cent. The next process, that of "rolling," is accomplished by passing the leaf between two surfaces, the lower one being much larger than the upper one. It usually takes about one hour for this process. The leaf is considered sufficiently rolled when it is well twisted, but, being in a mushy state it will often hold together in lumps. It is necessary, therefore, to pass it through another machine called a roll-breaker and attached to which is a sifter which separates the fine from the coarse leaf. The next process is that of "fermentation," and to accomplish this the rolled leaf is spread out in drawers in a way in which the air can have free access and is left to ferment. This process is the great distinguishing feature of black tea manufacturing and it is from this time onwards that the natural leaf takes the character of black. Very great care and observation is necessary to know just when the roll is sufficiently fermented, as upon the correct fermentation depends to a great extent the ultimate quant and value of the finished tea. The roll will ferment rapidly or otherwise according to atmospheric conditions, and the experienced man will take all this into consideration. When sufficiently fermented the leaf assumes a bright coppery aspect and gives off a peculiar but pleasant odor. In this process a great loss of tannin is effected by the conversion of part of the tannic acid into sugar and the expert workman can largely modify the flavor of the tea by careful watching and at just the right moment hastening the tea through for "firing." This is accomplished by passing the tea into highly-heated air, the temperature of which is regulated by the rapidity or otherwise with which the fermentation has progressed. The roll is spread upon wire trays which are passed into the heated chamber at a temperature of about 180 degrees F. The proper condition is reached when the tea has assumed a good black color and is so brittle as to break at the least attempt to bend it. At the termination of these processes the weighing of the finished tea has revealed a loss of 75 per cent. of the original green leaf. The finished tea is now prepared for packing by being passed through a grading-sifting machine by which the tea is sorted into its various grades by means of an arrangement of different sized meshes which separate the tea into the following commercial varieties: Broken Pekoe, Pekoe, Souchong, Congou, and Dust.

Great care is given to this stage of manufacture, as upon judicious sifting de-



In Touch

with the Orient.

We know what is going on in the lands where coffee is being raised. Our experts are watching the growth of the trees. They select for us the best crops raised on the best plantations. That is one reason why

Chase & Sanborn's Coffees

give such satisfaction. The process of attaining this perfection does not stop with the selection of the berry. Experts employed by us attend to the careful handling, so that these famous brands reach the consumer in a state of purity and excellence that give the utmost satisfaction.

"SEAL BRAND"
In 1-lb. and 2-lb. Tin Cans (air tight).

Other high grades in richly colored parchment bags (moisture proof).

Corks! Coffees! Spices!

If long experience counts for anything,

it should enable us to assure the trade that goods bought from us are the best to be obtained in the market. Our prices for quality are unapproachable

Coffees—Mocha, Java, Maracaibo, Rio, Santos, Costa Rica; etc. We are direct importers, and can always quote special values.

Teas—Japan, Congou, Indian, Ceylon, Oolongs, Ping Suey, Gunpowder, China Greens (wholesale only).

Dried and Evaporated Fruits—Valencia Raisins, Seedless Raisins, Currants, Figs, Etc. (Wholesale only.)

Corks and Capsules—Machine and Hand Cut. All Sizes cut to order. Brewers' Supplies.

Spices—A heavy part of our business, and constantly growing. Exceptional values in Baking Powder, Cream Tartar, Borax, Bicarb. Soda, and all kinds Spices, whole or ground.

Foreign and Domestic Correspondence Solicited.

Consignments attended to on Commission.

☞ **Toronto Branch—29 Church St.**

S. H. EWING & SONS

Montreal, P.Q.

pends the proper and regular grading from the commercial standpoint, and any given grade should always maintain its uniformity.

The final bulking of each separate grade with similar grades made at different dates is also of the utmost importance and it is usual to give the bulked tea an additional slight "firing" process to remove any remaining moisture and give uniform character, when it is at once packed, sealed and chested as we know it on the market.

TO BREW SUCCESSFULLY.

Enormous as is the consumption of tea, with a popularity extending to all parts of the civilized world, it is not a little remarkable that not infrequently its true virtue and fragrance is spoiled by imperfect brewing, although the process is really simplicity itself. To obtain the true purity and essence of the leaf two pots should be used, and it is also of first importance that the water should be fresh boiled. The following instructions will then be sufficient to secure a perfect cup.

"First, well warm the tea pot.

"Then add the required amount of tea, calculating one teaspoonful for each cup required.

"Then pour on the full quantity of water required, making sure it has reached boiling point.

"Then stand in a warm place for five to eight minutes to infuse.

"Then pour the whole contents into a second well-warmed pot" and

a delightful, refreshing and fragrant liquor will be the result. Any tea not being so when brewed according to this rule, may justly be considered of poor value.

GLIMPSES OF A GREAT COFFEE MART.

RIO JANEIRO is, next to Santos, the greatest coffee port of the world, writes a Brazilian correspondent of The Tea and Coffee Trade Journal. Millions of bags are here shipped every year, and the chief business of Brazil's vast coffee crop is done here. Rio Janeiro lives upon coffee. The big coffee factories are interesting places. Some of them are as full of machinery as a Minneapolis flour mill. You walk under a network of moving belts through air mixed with coffee dust, and go through room after room filled with machines for dressing the berries to suit the different tastes of the world. Each market seems to have its particular desires. The Germans, for instance, demand that the husks be on the beans when they arrive in Hamburg. The Germans prefer to do the shelling themselves; the coffee is sold as washed coffee, and brings a much higher price.

Other countries want their coffee polished. It is shined up as you shine silver, being brushed by the most delicate machines, which do not injure the grain. The coffee which goes to Canada is sold just as it comes from the plantation. It is passed through the separators and graded, but so far as I know there is no demand in Canada for polished coffee or for any other than that natural in color. A great deal of coffee for Canada is bought by the great roasting companies, and the average man does not see it until it is handed out to him by his grocer at so much a pound.

There is no busier place in the world than the exporting section of Rio Janeiro. There are great warehouses near the wharves, which are filled with coffee and into which coffee is brought by the thousands of bags. The streets of this section are narrow and dirty. They are filled with wagons and cars laden with coffee.

CLEANING STREETS OF COFFEE.

You can scarcely get through the streets. There are scores of half-naked men going from the cars to the warehouses with great bags on their heads and scores of negro women down on their knees sweeping the coffee up from the cobblestones where it has dropped. They may wash it and sell it. Each of these street cleaners have a sieve, in which she puts the coffee beans as she picks them up, shaking out the dirt as she works. I am told that many of the women make a good living by gathering these stray coffee beans.

Stop a moment and watch the men as they unload the coffee. Every bag is tested before it is taken into the warehouse. The tester has a little tin pipe as big around as a broomstick, with a sharp point at the end. He jabs this into a bag, and in it brings out a handful of coffee. A glance at the beans tells whether they are according to samples, and, if not, the rest of the load is carefully watched.

Notice how the men carry the great bags on their heads. Each bag weighs 132 pounds, but they stand straight up under them and walk off as briskly as though they were carrying feathers.

BAGGING OF COFFEE.

But let us follow them into the warehouse. The carload which is now being handled is in all sorts of bags and it has to be repacked for shipping. We walk through long aisles with bags of coffee piled on each side from the floor to the ceiling and come into a hall where the floor is covered with great piles of green coffee beans.

At each pile are a dozen half-naked negroes in bare feet. They are scooping up the coffee in bowls much like a bread bowl and pouring it into the bags. We hear the scratch, scratch, scratch of the bowls as they touch the floor, varied by the sound of the laughter of the men at work. Now they burst out in a song, keeping time with their scoops as they sing. As soon as a bag is filled it is dragged off to a pair of scales to be weighed. It is next handed over to the sewers, who sew up its mouth, leaving enough vacant space at the top that it may pack well in the steamer.

In other factories the bagging is gone by machinery, and in all the work goes on in a business-like way.

Each of the big American establishments of Rio handles vast amounts of coffee in a year. Its manager must have good business ability and be a sharp trader. He must be a good judge of coffee and must know how to take advantage of the rise and fall of the market. Each establishment has its coffee expert, who can tell by the eye and nose just what the coffee is worth. His judgment is usually passed without grinding or burning the berries. Samples of about a pint each are spread out on blue paper, and the coffee expert will put his price on each grade by looking at, handling and smelling the sample.

NOVEL METHOD OF FISHING.

In the foremost rank of novel methods of catching fish belongs the Gifu fishing of Japan. The fishermen go to the fishing grounds with a bright torch at the bow of the boat. One of the fishermen held strings which were tied to a number of birds, a species of duck. The glare of the torch attracts the fish to the surface of the water. When one of the birds sights a fish it dives after it and usually succeeds in capturing and swallowing it. When a duck has swallowed several fish and its neck appears fat with them the fishermen pull it into the boat. Then one of the men dexterously squeezes the duck's neck so that it vomits the fish, still alive, into a large basket. The fish captured are a species of trout and are considered a great delicacy.

ABUSING THE RETAILER.

Amongst a certain class of advertisers there is a curious habit springing up of abusing the retailer in their advertisements, says London (Eng.), Grocery. For instance, this occurred in the advertisement of Globe Polish: "if your local dealer is so behind his business as not to keep it, write us a postcard, and we will see that you are supplied." Now, that is a species of the American style of advertising that will not take in Great Britain. Until Americans learn to respect the British people they never do business with them, as they find to their cost. "Jumping the claim" and abuse only make the retailer stubborn, and the direct result of an advertisement such as that quoted above is that the retailer who takes in the polish sells out and takes no more, and the retailer who does not take it could not be induced to for a pension. The retailer has yet to be reckoned with.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

A Batch of Good Business-Bringing Schemes for Grocers.

FROM different sources I have gathered together a number of good schemes with which grocers can keep the dull times away, and the grocer who is on the lookout for new ideas which will help him increase his business will find many suggestive hints in the following paragraphs.

Most of these schemes have been successfully tried by merchants in different parts of the country. The majority of them come from a booklet called "Resultful Plans," issued by Butler Bros., of Chicago. Should any of them be tried by "Grocer" readers I would like to hear with what success they meet.

An eastern department store placed upon the soap counter in their bargain department several hundred cakes of good soap, which they sold for 5c. a cake. Inside the wrapper of 25 of these they placed 25 one-dollar bills. This fact was well advertised, and the crowds attracted to the store by this clever piece of advertising purchased more than enough to make up for the loss on the soap. Such a scheme could only be practised with profit by a large grocer in a fair-sized town.

An hour sale can be made exceedingly successful after the following plan: If you have the sale Saturday, on Monday tag several articles in your store like this:

> The price of this Lamp is now
>
> **95 cents.**
>
> Next Saturday at 10 o'clock we will sell it
>
> **For 64 cents.**

> These China Sauce Dishes are now selling at
>
> **15 cents each.**
>
> On Saturday at 10 o'clock we will sell them for
>
> **9 cents each.**
>
> No more than six will be sold to any one person.

This hour sale plan has been successfully worked by a number of different grocers. A grocer who does a fairly large business would make a success of an hourly reduction sale which is worked something after this manner: The sale is started at, say, nine o'clock in the morning, and on certain articles a card is placed advertising the "tagged" articles at a certain price and stating that they will be reduced 10c. in price at the turn of every hour. Select articles that people will want—only one of a kind—start the price at the regular retail price—and it is unlikely that you will have to accept much below cost price on any of the articles, provided the sale is well advertised.

Another way of working the hour sale scheme is to advertise that certain articles will be on sale for one hour at a bargain price—have a few specials for each hour of the day. This sale can be made a farce by not strictly adhering to the hours set for the sale of each list of specials.

When caramels were newer than they are now, an Indiana merchant put one in an envelope and had the envelopes handed in at the door, not thrown on the porch, of every house in town. His name and the price of the candy were printed on the envelope. That Fall he sold more caramels than all the other stores in town put together. Not a bad scheme now when you want to push some new candy. Maybe it would work with other goods as well.

A New York groceryman recently gave away an enameled iron and brass bed by the following premium plan. He had a large card placed in his window on which was attached a sealed envelope containing an unknown number and below were 200 blank-numbered spaces. Above the envelope this explanation was given: "This Bed Free. Every person who purchases one pound of our XXX grade coffee can write his name opposite a number on this card. The person who writes his name opposite the number, the duplicate of which is inclosed in this envelope, receives the bed."

A prominent Iowa merchant advertised that on a certain date he would set free 12 pigeons, and that there would be attached to the leg of each pigeon a tag which would bear the following announcement:

> This tag is an order for merchandise to the value of $1.00, which will be delivered to bearer if presented within ten days from date.
>
> Date.....Signed.....

Strange as it may seem, none of the birds were returned, and the merchant got a great deal of advertising which cost him nominally nothing.

A tea and coffee merchant in an eastern town of 5,000, writes: "I have two ways of getting folks into my store. Every Saturday I serve coffee free with the best cream I can buy, from 11 a.m. until 2 p.m. The coffee is made from the best grade of coffee I handle, one that pays me 15c. per pound profit on single pounds. My trade in the higher grades of coffee has steadily increased since I have been using this plan. On Fridays I attract the children by selling chocolate creams at cost. I have half-pounds and pounds in cartons wrapped ready to hand to customers, and it would surprise you to know the amount of these goods I sell."

The following is from a circular recently issued by a successful Ohio grocer, who conducts a large bargain basement:

"On Thursday, June 26, between the hours of 1 and 2 p.m., we will throw from the top of our store two cases of choice oranges. They will be thrown into the assembled crowd, one at a time, and we will keep up the excitement by offering in our bargain basement more of these oranges at 36c. a dozen. We have also a large assortment of genuine bargains in glassware and tinware. Don't fail to attend our bargain basement sale."

A tea and coffee store in the suburbs of Chicago give a half-pint of good, rich cream with every pound of 40c. coffee they sell.

To fight the mail order houses one merchant used this advertising idea in his weekly paper. Each week he selected three articles from his regular stock and advertised them at their regular prices.

Open Stock Dinner-Ware

Our new line of Open Stock Dinner-Ware, "No. 298 Carmen," is the best thing in the trade this Fall. The 97-piece set retails at $12.00. The pattern has only been in stock a few weeks, but repeat orders are coming in daily. Send for sample and list of assortment necessary for you to buy to secure control of this line for your town. We want THE BEST CROCKERY MAN in every town in Canada to take this up, and IT WILL BE A MONEY MAKER for every dealer who secures it. The pattern is one of the BEST EVER DESIGNED—the ware **Meakins Semi-Porcelain.** We carry a full line of this in open stock, so that you can supply any pieces your customers require, from one cup to the largest set. These are the points which assure the success of the line. A postcard is all that is necessary for you to see this pattern and judge for yourself. Write at once. You cannot get this from any other house, and there is nothing else quite so good.

Taylor & Mulveney

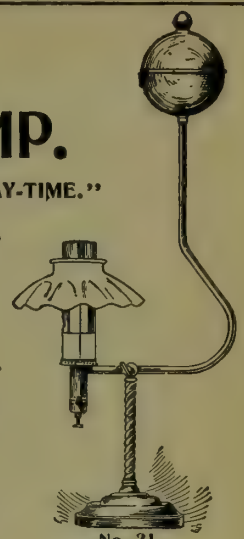
Wholesale Crockery

HAMILTON, - CANADA

THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

New Styles. Lower Prices.



No. 21
100 Candle Power.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

— Sole Agent
— for following lines: —

Setna & Co's — Chutneys, Guava Jelly and Curry Powder

Martin Freres (France) Shelled Almonds

Roedenbeck & Wahl — Candied and Drained Peels — and Olive Oil

"Dove" brand Cocoanut manufactured by latest improved machinery

Above goods all in store —
Ask for our quotations before placing orders elsewhere —

W. P. DOWNEY

26 St. Peter Street - - MONTREAL

In the same advertisement, and set so that no one could make a mistake, were the same articles quoted at prices asked by certain mail order houses named in the advertisement. The plain demonstration that goods could be bought cheaper at home started many new accounts.

19c. If you carry it home yourself.

Otherwise **69c.**

Advertise that on a certain afternoon between 3 and 6 you will sell a wash boiler for 19c. providing your customer will carry it home himself. Fill a window full of boilers with suitable cards. Tell the people about it so that every one will be on the lookout that afternoon for people with wash boilers. Handle it right and you will get some good advertising cheap.

One merchant asked permission from the town authorities to put down new sidewalk planks in place of worn out ones wherever he saw fit. This was granted and one morning there appeared in the sidewalks scattered all over the town about 100 new boards, painted a bright vermillion and lettered in black with an ad. for this merchant. Every board advertised a price on something and the merchant's name. Next afternoon in the paper the merchant offered a substantial prize in merchandise to the first one bringing in the correct total of new boards put down, also for the correct number of things advertised.

GOOD FOR **5c.** ON CASH PURCHASES OF $1.00 OR MORE.

THE BIG STORE.

Advertise that you have a plan whereby children can make pocket money. Send a lad to distribute hand-bills at the school-yard gates. Do not give particulars. Tell them to come to the store and find out. When they come sell them for 1c. each tickets printed like that here shown, redeemable at 5c. each on each purchase of $1 or over.

See the point? The youngsters will sell the tickets for a nickel each to their mothers, aunts and neighbors. Every woman in town will be begged to buy at your store, not by yourself, but by those whose appeals are hardest to resist. Refund the penny on all that may remain unsold.

The above would be an excellent plan to use in starting a store—to make it well known in quick time.

A Kansas merchant ran a sale through one entire month announcing that all goods sold on one day in the month would be free. Each sale date in the month was placed in envelopes which were sealed and placed in a box. All were then drawn out with the exception of one, and burned. The one left was sealed in a safe in the bank. When the sale was over a committee of reliable men examined the date and it was announced that those who held cash receipts dated on that day would get their money back or could select goods to the amount of their purchase.

A grocer, who also sells lamps, china, tinware, etc., recently placed a large lighted lamp in his store window with a sign which read: "This lamp holds one gallon of oil. It was lighted at 8 o'clock this morning. The person who guesses nearest to the minute when it will go out will receive the lamp free of charge. Leave your guess inside."

Here is a similar one. Advertise that on a certain Saturday you will wind up a cheap watch, the kind usually sold for $1, and with each purchase allow one to guess at what time the watch will stop, the winner to get the watch. Place watch in window with card announcing this and time of winding.

An enterprising and successful groceryman in a lively New Jersey town, hires a band to give a concert in front of his store every Saturday night.

In a little Illinois town a merchant has provided a rest room for the use of his country women customers. It is not an elaborate affair, just a simple, comfortable, quiet little room, partitioned off from the regular store-room and furnished with a few easy chairs and a couch, curtains at the windows, a simple covering on the floor and the necessary toilet articles.

A merchant furnished free to the publishers of the local daily paper all the paper needed for one certain issue if they would allow him to furnish a distinctive color. Without previous announcement, the paper came out one day printed on pink paper instead of white. The explanation was given on the reading pages. He also carried a big ad. in the advertising columns. He made big sales and was talked about for weeks as the man who "got out the pink paper."

A merchant who never misses the opportunity of talking to his customers in type, always has something new in the shape of a general talk on his store, which he has enclosed in every package that goes out. One of his special package "stuffers" reads something like this:

OUR SPECIAL REQUEST

Are you pleased with this purchase?
Does it "open up" to your entire satisfaction?
Is it just as represented?
Did you get your money's worth?
If your answer to any one of these questions is "No," you will do us a favor to tell us about it the next time you are in. We are doing our best to run this store right, and we want a chance to correct any fault that may creep in.
Thanking you for this, and past favors, and soliciting a share of your future patronage, we are,
Yours truly,

Name and Address Here.

During the fair week an Ohio merchant inaugurated a kite-flying contest. Any boy or girl was eligible provided the made the kite they used. To the string of each kite was attached a floating banner carrying the firm's advertisement. Three prizes were given to those who succeeded in flying their kites the highest.

A Wisconsin merchant took a number of low flat baskets and filled them with durable heavy goods, such as can-openers, egg-beaters, iron spoons, etc., and set them in conspicuous places on the floor with cards over them worded like these: "Don't fall over these. They are as cheap as the dirt under your feet at 5c.;" "Look down on these and buy. Never before have we offered such low prices;" "You can't stumble on bargains like these every day;" "Prices on these are right down to the floor." The same plan could be worked with a bargain lot of package goods, such as canned goods, etc.

One general storekeeper covered the front and side glass of his window on the inside with black cloth. In the centre of the window about four feet from the ground he cut a peep-hole in the cloth. Above this peep-hole he put on this lettering "For men only." Behind this cloth he arranged his display, which, of course, could only be seen through the peep-hole. The display in this case was men's furnishings.

A somewhat similar scheme was used by a Boston store, the windows being trimmed in black with a barrel in the centre, which was covered inside and out with black cambric. One end of the barrel was placed close to the window, and an opening about eight inches across was made. In the rear end were several electric lights carefully screened by black cloth, except as they reflected on a shirt which was fastened to the back of the barrel. A sign on the shirt bosom read: "This well-made shirt we are now selling for $1. We will tell you more of our shirt tale if you will come inside." As only one person could look in the opening at a time, there were large crowds continually in front of the window awaiting for their turn to see what was inside the mysterious barrel.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS. 403 St. Paul St., MONTREAL.

FORGING AHEAD !

Dwight's Baking Soda still leading.

Storms of competition have come, and passed, leaving

DWIGHT'S BAKING SODA

Ahead of all others.

Quality and sure selling does it.

John Dwight & Co., Manufacturers

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

MANUFACTURERS OF— **Crown Brand** Flavoring Extracts and Confectioners' Specialties.

SOLE AGENTS FOR CANADA FOR . . . **"Kkovah" Household Specialties.**

"KKOVAH" specialties have established a record wherever introduced. They give every satisfaction to the user and good profit to the grocer.

"KKOVAH" Jellies (all flavors).
"KKOVAH" Custard Powders.
"KKOVAH" Blanc Mange Powders.
Etc. Etc.
"SY MUZ" Linen Glosser, unequalled for the laundry.

"NEVER DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. We are agents for the grocery trade.

THE GREIG MANUFACTURING COMPANY, Limited, - MONTREAL.

THINGS KNOWN AND UNKNOWN ABOUT SOME GROCERY STAPLES

Mustard, Ginger, Baking Powder, Yeast, Blueing, Capers.

MUSTARD.

MUSTARD is another of the grocery staples of which Canada imports many varieties in the raw state and prepares for the home market She also imports considerable prepared mustard in liquid form from France. Most of the mustard seed used in Canada comes from Trieste, other Mediterranean ports and the West Indies, although it thrives in certain parts of England. The principal varieties of seed are black or brown, white and serapta. The individual seeds are extremely minute in size, weighing no more than one-fiftieth part of a grain. These go through the usual process of grinding, after which the powder is ready to be sealed in cans. Table mustard, in its present form, dates from 1720, when Mrs. Clements, of Durham, England, hit upon the idea of grinding seed in a mill, and sifting the flour from the husks. As a table condiment and medical substance mustard was known from very remote times. Under the name of Panu, Hippocrates used it in physic.

The peculiar pungency to which mustard owes much of its value is due to the essential oil developed by the action of water on a peculiar chemical substance contained by the mustard. This reaction does not take place in the presence of boiling water, hence it is not proper to use very hot water in preparing mustard. As now prepared, mustard consists of a mixture of the substance of white and black mustard seed in certain proportions. The finest brands are undoubtedly Colman's and Keen's, both manufactured in England, and imported to Canada in large quantities.

According to the latest statistical returns for the last fiscal year, we imported 599,060 pounds of ground mustard, valued at $89,506, three-fifths of which came from Great Britain and two-fifths from the United States. We also imported nearly $9,000 worth of French mustard from the United States.

GINGER.

This spice is found in its raw state as the roots of a perennial reed-like plant, native to the warmer parts of Asia, Western Africa, Australia, South America and the West Indies. Our supply of ginger in Canada is derived principally from Jamaica, Cochin, Bengal and Africa. Jamaica ginger is considered the best, next to it comes that from Cochin.

Ginger is known in commerce in two distinct forms—coated or uncoated. For the first, the pieces of root are washed and simply dried in the sun. Uncoated ginger, as seen in trade, varies from single joints an inch or less in length to irregularly branched pieces of several joints three or four inches long. For ordinary purposes uncoated ginger is considered the best, the largest and finest species being a pale buff color inside and out, and cutting softly and evenly. For coated ginger the roots are washed, scraped and sun dried, and often subjected to a system of bleaching, either in fumes of sulphur or by immersion for a short time in a solution of chlorinated lime. The white-washed appearance of the ginger to be seen in shops is due to the fact of its being washed in whiting and water, or because it is coated with sulphate of lime. This artificial coating is supposed to give the ginger a better appearance. It often, however, covers an inferior quality.

The process of grinding the ginger root is very simple. The raw article is simply put through a spice-mill, which crushes to powder all of the root except the fibre. This by-product is afterwards used in the manufacture of ginger beer.

BAKING POWDER.

In the manufacture of baking powder Canada is rapidly coming to the front. One manufacturer, who has been in the business for ten years, says the increase in trade has been at least one hundred per cent. in that time. Cream of tartar and alum, the principal constituents of baking powder, are imported from Great Britain, the United States and other countries free of duty. The process of manufacture is extremely simple: The ingredients are put in a bolt, which is rapidly revolved by electric power, and the chemicals thoroughly mixed. One recalls incidentally the recent controversy between "the powers that be" at Ottawa and Canadian baking powder manufacturers, about the merits and demerits of alum phosphates. The Government authorities were at the time just beginning to wax enthusiastic over pure food products, and condemned alum phosphates as injurious. The result of analysis was favorable to the baking powder manufacturers, alum phosphates being declared most healthful.

Canadian manufacturers supply the bulk of the home market. The import duty of 6c. per pound on foreign baking powder keeps out all except such brands as the "Royal" and "Cleveland," which are of American manufacture. That the latter grades, however, still supply a large share of the city trade, is evidenced by the fact that 362,367 pounds of baking powder, valued at $107,480, were imported from the United States during the year ending June 30 last.

YEAST.

Everybody knows that yeast consists of a ferment of some sort. In former times what was called leaven was used exclusively. Yeast produced by beer that is brewing is available for baking purposes. The objection to this sort of yeast, however, is its bitter taste. The method ordinarily used is that of producing a wort from barley, malt and rye, and by the addition of a littfe ready-made yeast, to let it ferment under conditions favorable to the growth of yeast-cells, restricting meanwhile the proportion of alcohol produced to a minimum. During the most tumultuous period of the process yeast is skimmed off from the surface. It is then washed with water, and either filter-pressed or centrifuged to obtain it as a relatively dried paste. Finally it is mixed with a proportion of dry starch to give it a higher degree of dryness, and pressed into divers shaped yeast cakes.

There is a duty of 6c. per pound on yeast in cakes or packages weighing less than 50 pounds, or 3c. per pound when in bulk or mass of not less than 50 pounds. As a consequence the amount of yeast imported in the cake is trivial, while in the bulk we get 225,443 pounds, valued at $53,069, all from the United States.

BLUEING.

Blueing is a staple so common that many have never troubled to inquire as to its ingredients. This coloring material used for general laundry purposes, is made of a sort of pigment, called ultramarine, simply pressed into the required shape. Ultramarine is imported principally from Germany, where it is prepared artificially by heating sulphuret of sodium with a mixture of silicic acid and a certain kind of earth called alumina.

In Ontario the readiest market is for blueing in the shape of small square cakes. In the Maritime Provinces they are accustomed to use liquid blueing, a

"Perfectly clean, from our kitchen to your customer's."

Good Business

is merely a matter of selling good goods. You cannot sell anything that will give better satisfaction than

Wethey's Mince Meat.

It makes delicious pies—the kind particular people like. The dainty packets look well on your shelves—make an attractive, appetizing display.

If you have never sold it before, send in a trial order.

"ONE TRY SATISFIES."

J. H. Wethey, Limited
ST. CATHARINES, ONT.

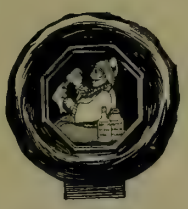
O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :



ESTABLISHED 1824

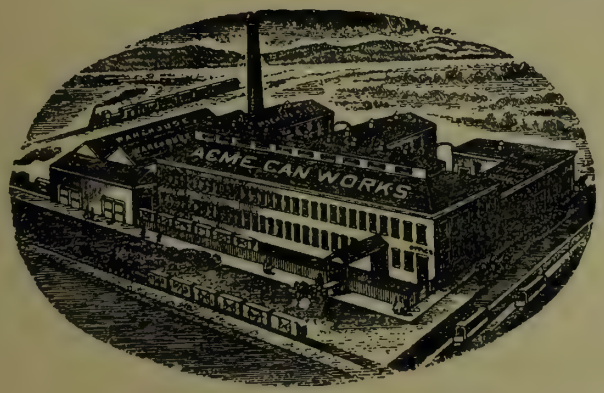
Batty & Co.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

If it's made of TIN we have it.



Acme Can Works

make the largest assortment of any factory in America of **TIN CANS** by the latest up-to-date automatic machinery.

We are the **only** makers in Canada of

Key-Opening Meat Cans,
Poultry Cans.

They are our Specialties.

WE SOLICIT INQUIRIES FOR PRICES ON

Baking Powder, Oil, Syrup, Lye, Paint, Varnish, Condensed Milk, Poultry, Fruit, Vegetable — **Cans**

Lard, Syrup, Butter — **Pails**

ACME CAN WORKS,

Ontario Street East, - - MONTREAL, P. Q.

solution of ultramarine, and will not buy it at any price if it is done up in another form. Very often blueing comes in the shape of a rag saturated with ultramarine.

At present Canadian manufacturers supply about half of the home market, and, notwithstanding the fact that there is a duty of 25 per cent. on the foreign manufactured article, about $23,000 worth was imported last year, mostly from England and the United States.

CAPERS.

The principal ingredient of the indispensable relish that goes with boiled mutton—caper sauce—is the flower bud of a low shrub growing on walls, ruins and rubbish heaps in the south of Europe and the Levant. The caper shrub is very common in Italy and Southern France. It blooms from early Summer until the commencement of Winter, and is as prodigal in its profusion of flowers as the ordinary Canadian annual. The flower buds are picked every morning before the petals are expanded, and placed in vinegar. According to size and quality they are distributed into different vessels and prepared for the market.

Canadian grocers import capers indirectly through packers in England, among whom the firm of Crosse & Blackwell, London, are the best known. Of the many varieties of capers Capots and Nonpareil are considered the best brands.

THE MANY SOURCES OF SUGAR.

SUGAR in greater or less quantities is distributed throughout almost the entire vegetable kingdom. The leaves of the plant are the site of production, which is said to be brought about by the chemical action of sunlight, writes Dr. C. A. Kern in The American Grocer. Some claim the sugar results directly from the action of the chlorophyl in the plant upon the carbonic acid taken from the air, or upon other carbohydrates, such as glucose, starch, etc., which have been previously produced and are transported and stored in other parts of the plants as reserve material.

On the evening of a sunny day, the leaves of a sugar beet contain about two grammes of sugar, of which one gramme goes to the root. One kilogramme of grape vine leaves contains 16 grammes of cane sugar, besides 17.5 grammes glucose, etc. Cane sugar and glucose always appear together in plants and the relative proportion varies according to the presence of different organic acid. Therefore the cane sugar in very sour or acid fruits is inverted by these organic acids. The quantities of sugars found in various fruits are as follows:

	Cane Sugar. Per cent.	Glucose. Per cent.
Pineapple	11.33	1.98
Strawberry	6.33	4.98
Apricot	6.04	2.74
Banana, ripe	5.00	10.00
Apple	1—5.40	7—13.00

Sugar is also found in nuts and almonds, figs, melons, chestnuts, clover leaves, onions, oranges, peanuts, timothy grass, etc., but not in sufficient quantities for manufacture. The scope of this article is only to consider such plants which were and are used in the production of sugar, and the above list was only mentioned to illustrate the large amounts of sugar found in ordinary food products. It is a well-known fact that honey was the sweetening medium before sugar was known, and in this instance the sugar came indirectly from the flowers of all plants.

The oldest sweetening material is undoubtedly the so-called palm sugar from India. This is called "Jaggery or sharkari," and is made from the juice of palms, such as the Phoenix sylvestris, cocoanut palms, arenga saccharifera, etc. The sugar palms are planted in rows in dry, fertile land and produce from the 5th to the 30th year. The gathering of the juice commences in November and ends in February. A triangular slit, one inch deep and six inches long, is made under the lowest branches, and a hollow bamboo cane is fastened to the lowest corner of this slit. On the other end of the bamboo is an earthenware pot. The next morning before sunrise this pot contains a thin, very sweet solution of cane sugar. After drawing the juice for three days, the tree must have a rest. One tree can produce from 35 to 48 pounds of sugar in one year. This juice is now boiled down in earthenware pans, sometimes lined with a little lime, and then it is poured into flat dishes made of palm leaves, in which it is dried in the sun. The total annual production amounts to 50,000 tons.

In the temperate climates of North America the maple is the sugar-producing tree. The time of gathering is in the early Spring, after the snow has gone and when the leaves are sprouting. This period lasts not over five or six weeks. Holes two or three inches deep are bored into the trunk and one end of a pipe is fitted into these holes, the other end running to a vessel. The juice runs freely for several hours, and then after some hours of rest again runs freely. After cold nights and sunny days the trees give off the greatest quantities, as high as twelve quarts. The juice is evaporated and, after skimming down, is poured into square moulds. The manufacture of maple sugar was first carried on by the Indians, especially the Delawares.

Before the arrival of the Spaniards in Mexico and Peru, the natives made sugar-juice and also sugar from corn plant, Zea mays. The sweet corn plant was pressed and the juice concentrated and cooled. In Toluca, Mexico, the manufacture is still going on, only the juice is fermented and distilled to "Pulque de Mahis," a well-known beverage. The best sweet corn contains as much as 10 or 12 per cent. of sugar.

Sorghum (sorghum saccharatum) comes from Central Africa and was well known to the old Romans as a sugar-producing plant. In China sorghum has been cultivated since olden times. There the juice is used direct or is fermented into a beverage.

In 1409 and 1500 licorice root was used for the manufacture of sugar.

According to Ibn-al-Awan, the Arabs condensed the juice of the grape in copper kettles, and after clarifying, poured it into flat earthenware dishes and collected the crystalized sugar. This industry was revived through an edict of Napoleon I., in which he offered a premium of 200,000 francs for the first grape sugar factory which produced a certain quantity of sugar. Five hundred pounds of grapes gave either 100 pounds syrup, 70 pounds raw or 55 pounds refined sugar.

St. John's Bread (ceratonia siliqua) has been used in Africa and Arabia as a substitute for sugar. The solid paste or syrup was used for canning fruit.

The juice of the birch tree (betula alba) has been used for the production of sugar in Scandinavia, Scotland, and Ireland, and also the so-called Syrian dog-cabbage (ascelepias gigantea). Sugar melons have also been tried in Russia, California, and Hungary. Malt has been proposed as a sugar-producing material. Mostly all these processes are now historical and there are only two materials which are the sources of our enormous sugar production—namely, cane and beet.

Of these two, cane is the oldest and possibly originated in India on the river Indus. It was first mentioned in a report of Nearchos, Admiral of Alexander the Great, in which he stated that the natives produce honey and a white sweet substance from a reed or cane. From India it was brought to the Euphrates, then to Egypt, Cyprus, North Africa, Spain, Canary Islands, and from there to America.

The sugar beet (Beta cicla) grows wild on the shores of the Mediterranean and Caspian seas, in Mesopotamia and East India. From these places the sugar beet spread all over Europe. In 1747 the German chemist Marggraf discovered and produced the first sugar from beets, as is stated in a report made to the Berlin Academy of Science. In 1786 Achard, a scholar of Marggraf, raised sugar beets especially for the manufacture of sugar and built the first beet sugar factory, the first output of which amounted to 1,600 pounds of raw sugar.

Around Canada in 24 hours.

Better than "Globe Trotters"—the ***Ocean Mills*** sends out a ***Chinese*** Sandwichman whose mission it is to go and wish "Good Day" to all housekeepers in Canada in the space of ***24*** hours.

As you will see, he differs considerably from the old style "Sandwichmen" who walk only a few miles a day in one part of a city.

Our Sandwichman's action, so rapid, is simple and absolutely without effort. Our good Chinaman simply hides himself in the folds of the great newspapers, which at each issue send him to the four corners of Canada, and so around the vast territory in ***24*** hours.

To knock at every housekeeper's door is to him a general gratification. The kind reception given to the famous ***Chinese Starch,*** which ***glazes*** so well, makes him at all times a welcome visitor. As will be noticed, his mission is one of utility, as ***Chinese Starch*** changes hard work into real pleasure. The laundress who knows it to stiffen and glaze her linen so well, speaks enthusiastically of it. In brief, a good example should always be followed, and we ask those who have not hitherto used it to try ***Chinese Starch.*** For sale by all grocers at 10c. per package. See that you get the genuine ***Chinese Starch*** from your jobber.

Manufactured ***only*** by

OCEAN MILLS,
MONTREAL, P. Q.

OUR AGENTS:

John E. Cox,	Ottawa, Ont.
R. S. McIndoe,	Toronto, Ont.
W. A. Simson,	Halifax, N.S.
McKinnon & McNevin,	Charlottetown, P.E.I.
Boivin & Grenier,	Quebec and Levis, P.Q.

FOR SALE BY FOLLOWING JOBBERS:

H. N. Bate & Sons,	Ottawa, Ont.	Lucas, Steele & Bristol	Hamilton, Ont.
S. J. Major,	Ottawa, Ont.	Foley, Locke & Larson,	Winnipeg, Man.
Provost & Allard,	Ottawa, Ont.	Jobin-Marrin Co., Limited,	Winnipeg, Man.
The F. J. Castle Co., Limited,	Ottawa, Ont.	Hudson's Bay Co.,	Winnipeg, Man.
Joseph Grant	Ottawa, Ont.	Codville & Co.,	Winnipeg, Man.
H. P. Eckardt & Co.,	Toronto, Ont.	Wson Bros.,	Vancouver, B.C.

WIDE-AWAKE RETAILING

Remarked by the Senior Partner.

"THERE are no two ways about it, Smithers," remarked Dobson, as the two fell in step for a turn round the block and a breath of fresh air, after the key was turned, "there are more brains needed to run a grocery nowadays than ever before."

Dobson occupied himself with charging a well-colored meerschaum, reserved for after-business hours, and had her pulling well before he continued. "Yes, running a grocery business is a different thing from letting it run itself. Why, way back there when I started to work for Si Horton, at the Corners (Dobson was inclined to grow reminiscent when the meerschaum was pulling well), things just ran themselves. If Si was spinnin' a yarn to the old lubbers around the stove, it didn't matter if there were a dozen customers in the store, Si would finish his yarn ; and they always waited. Time wasn't any object, and anyway, it was a treat to hear Si laugh when he had finished. But fancy trying to run a store that way now. Whew ! If you are not right sharp and smart, out goes Mrs. Customer with her nose up in the air and Robinson up at the next corner has a new customer.

"We didn't have delivery wagons in those days ; if anyone had asked Si to 'Be sure and have it sent up before half past eleven' I truly believe he would a dropped dead. And what a mess that old shop was in, too ; biscuit boxes on the counter, barrels of sugar around any place, and the blackstrap away at the back between the vinegar and the coal oil. We were strong on staples. None of your nick-nacks ; folks took what they got and were satisfied. Si was the best hand at checkers any place around the corners, and he made a lot of money, but I'm afraid he wouldn't stand much show running up against a departmental store and a butcher shop around the corner with a full line of canned goods and package teas.

"Funny, isn't it, how things change ? Fifty years ago we were all departmental stores. There was the tavern, the blacksmith-shop and the departmental store. Of course, we didn't call it that ; the name wasn't invented ; but for all intents and purposes that's what they were. From snuff to fish-hooks, rye whiskey to canton flannel, you could get what you wanted, if you weren't too particular, and we weren't 'just out.'

"But after that the railroad went through and the corners began to boom. Then came the grocery store, the boots and shoe store, the china hall, the dry goods emporium and stores without end. We all were specialists then. Each man had his line, and he kept to it. Worked well too. I saved up a little capital and hung out my sign. You came in shortly after to help behind the counter. There was a whole lot we didn't know about the business that we know know, but we haven't done so badly, considering, while the corners have been growing into a city. The only opposition we had was from fellows like ourselves around the corner.

"A grocery was a grocery in those days, and when you went into a city store that had corsets in the window there was no danger of your running up against a firkin of butter or upsetting a basket of eggs. The general store was still the proper thing in the smaller towns, but in this burg we thought we had passed that stage.

"But Smithers, old man, we were wrong. The pendulum is swinging the other way and who knows when it is going to stop.

"When all our goods came in bulk we had to be pretty sharp and well posted to see that we were getting the right sort of goods. The package system of doing up groceries has relieved us of a good deal of responsibility and drudgery, in one way, but, as I was saying, has resulted in other complications which require a greater exercise of grey matter than ever before.

"Then it was merely the selection of goods, now it is competition. The package system enables the departmental store to compete with us as they never could under the old bulk system, but we've got the remedy in our own hands. I believe in fighting the devil with fire. We'll have to departmentalize ourselves.

"The big dry goods stores are selling cereals and soap, and the butcher shops are going in for tea and canned corn. I suppose they are right, too, in a way. We have been selling bacon and hams for years besides no end of tinned meats.

"And, by the way, what don't we sell done up in tins ! Concentrated soup, roast turkey, plum pudding, pork and beans, hash, not to speak of fruits and vegetables, and I'm blessed if that last traveller didn't have a mighty nice line of tinned sausages. Yes, and that corn syrup is put up in tins. Besides, remember, all the things that come, nice as you please, in cartons, boneless codfish, seeded raisins, salt, baking soda, with breakfast foods galore. And, as for bottled goods, I was thinking the other day, in sizing up our display, that it beat any liquor store I was ever in.

"There is where the telephone comes in good and handy. Mrs. Brown can ring us up and order what she wants without seeing it. When she orders a certain brand she knows just what she is getting and if it should happen not to be up to the mark we are not so apt to get the blame for it.

"Now my theory is that we should handle everything that can be eaten. The butcher shop sells tea. That's their privilege. What's the matter with us building our annex round the corner there and running an up-to-date butcher shop. We sell cured meats. Why shouldn't we sell fresh meat ? The secret of the departmental store success is that you can get anything there you want. What we ought to do is to sell everything a man or woman wants—to eat.

"We have the telephone service, we have the delivery service. The same people who come in, or ring up, for cabbage and baking powder want a sirloin steak or a leg of mutton. Why shouldn't we supply it ?

"I got this idea last Spring when I was over to see John in Detroit. Every grocery on the corner had its meat department, and for that matter its beer department, but that's another matter. Of course there are obstacles, but I've been doing some hard thinking over the matter and the more I think the more I like the idea."

They had rounded the block, the meerschaum had burned out, and the flow of Dobson's eloquence had begun to slacken. Carefully replacing the pipe in its well-worn case he was relapsing into a meditative silence when the electric glare from the firm windows caught his eye and loosened his tongue again.

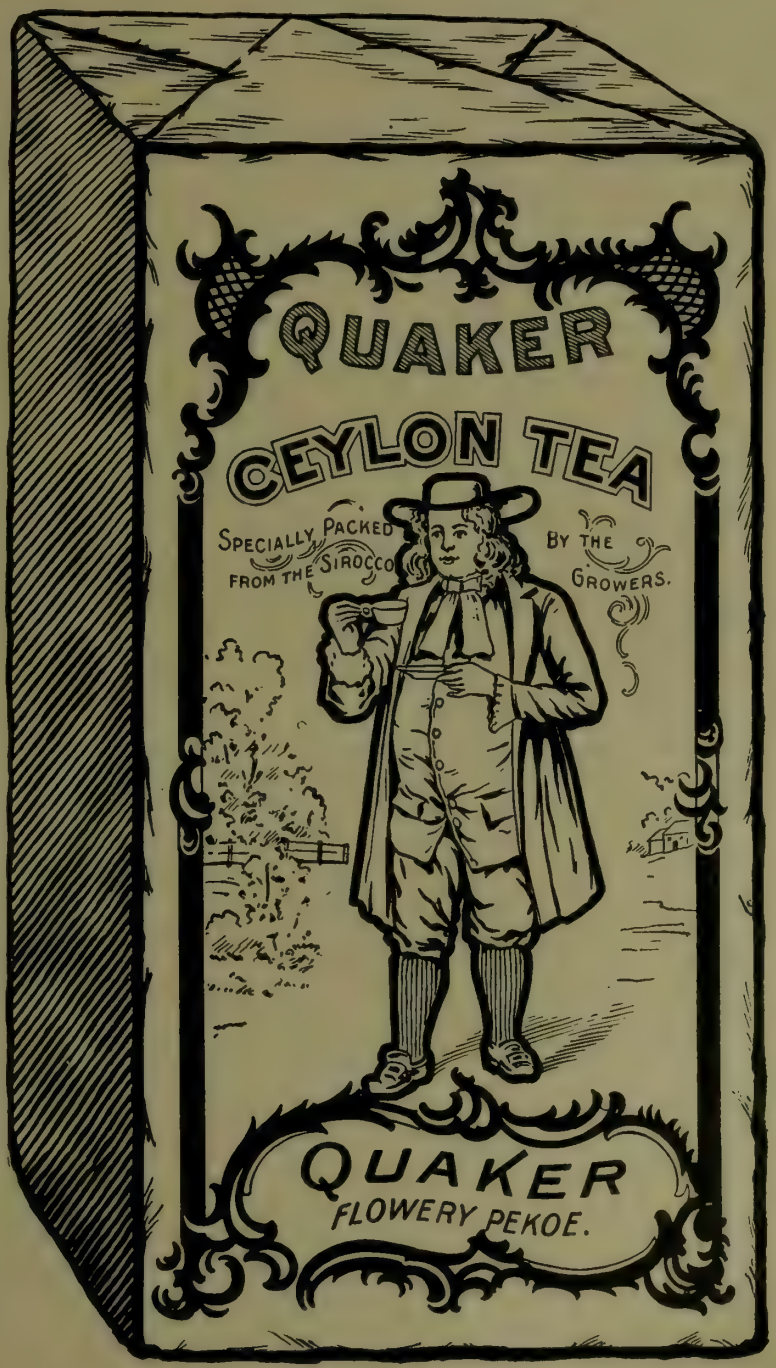
"Stop," he cried, "did you ever see a finer window than that, grocery or any other store ? That plate glass cost a lot of money and the wife said we were crazy to put so many electric lights in it. But Smithers, we never made a better invest-

Sealed in Ceylon. **Sold in Canada.** **Unsurpassed in the World.**

Drinkers use it.

Dealers recommend it.

Connoisseurs praise it.



Quaker Tea is the pick of the finest blends of Ceylon Tea. Sold in the original lead packets. This tea is absolutely free from contamination. It has the delightful aroma, the satisfying taste and all the qualities that mark the selected teas of the East. Purity of quality, choice of leaf, care in packing, make Quaker Tea appreciated as no other tea can be appreciated.

All high-class dealers sell it. ***All fastidious tea drinkers want it.***

J. A. MATHEWSON & CO., - Montreal.

Agents for Canada and Newfoundland.

ment. Just look at that window, doesn't it make you hungry only to look at it? It's worth two first-class clerks day and night. Why, we hadn't had the old place renovated and that new front put in a week before the avenue people began to drop in, and now you know we have them solid—best trade in the city. Young Rodgers dresses the window now, don't he? He's a bright boy, Rodgers. How much are we paying him? Eh! Well, I've been thinking that he needs encouraging. He's worth more to us than that, I think we had better give him a raise.

"The business is going right ahead, isn't it? We'll have to see about that meat scheme. We've got to keep ahead of the procession. The way to win out is to think twice while the other fellow is waiting to see what turns up.

"We've a fine store here, Smithers, fine store, none better in the city, and by the Old Harry, there ain't going to be.

"Good night, Smithers, good night."

Fighting the City Catalogue House.

MUCH food for thought on the part of grocery retailers is given in the following article written by "A Merchant," in The Iron Age. The illustrations are taken from a hardwareman's experience, but the lesson adduced is fully as worthy of a grocer's attention as of any class of merchant:

"The competitor that gives the retail merchant the most concern and the one with whom it seems hardest to cope is the mail order catalogue house. The merchant does not fear his competitor at home, because money spent in town goes the rounds, and if he doesn't get it today he is reasonably certain of getting a piece of it sooner or later. On the other hand, the money that goes to Toronto, for example, never gets into circulation at home. It may pay taxes and church dues and charity funds and go to support public enterprises, but if it does it will be in connection with foreign enterprises, and the local situation will be none the better for it.

"By mail order houses we do not refer indiscriminately to the entire mail order business, but rather to those houses, noticeably in Toronto, who claim to be able to sell everything on earth at prices that cannot be met in open competition. The ordinary mail order business, devoted to exploiting some specialty, has no effect on retail trade, but the large catalogue concerns have come to be menacing in the extreme. This is true to a large extent in all branches, because they carry everything.

"A news item appeared in a Buffalo paper soon after the first of the year in which it was stated that during 1902 nearly $25,000 worth of goods had been received at the express and freight offices of a certain village of 1,200 people from supply houses in large cities on orders from people living in that village and vicinity. In 1901 the people embraced in tae same tesritory purchased $20,000 worth of goods from the same sources. This is a straw that shows which way the commercial breeze is straying. This village is only one of many whose people are spending their money in the same way.

WHERE LOCAL RETAILERS FAIL.

"It is astonishing the hold these catalogue houses have on the rural communities. These houses have built up their business through persistent and judicious advertising. The local retailer has done nothing to counteract this pernicious influence, and by his very silence has created the impression that he is afraid of his larger competitors. His arguments, when he has condescended to cease abuse and come down to a reasonable discussion of the situation, have been mostly along moral lines. He has shown that it was wrong to patronize a concern that had no local interest; he has pointed to the fact that the goods were never better than represented and often of an inferior quality; he has shown where his money went in the way of local charities, etc., but where he has failed is in preaching too much on the moral side and leaving out the material side of the question.

CONVINCING ARGUMENTS.

"If he had said he would meet the prices, dollar for dollar, goods for goods, it would have had more influence with the masses in a minute than a whole year's discussion of the moral ethics of where money should be spent. The average man is going to buy where he can buy cheapest, and the fellow who depends on getting a man's sympathy first and his money afterward might as well close his store. It is just as fair for the farmer and merchant to send to Toronto for his supplies as it is for the local merchant's wife to get her millinery in the nearest large city. The more the merchant whines over the catalogue houses the better they will be advertised. In fact the business has been built up largely by the crocodile tears of certain old fossils who marked their goods in war times and have never marked them down.

"The only way to down any competition is to meet it squarely and go them one better. Advertising will kill the catalogue business just as surely as the mail order business has killed the old fossils, providing always it is backed up with the facts.

A SUCCESSFUL ADVERTISING CAMPAIGN.

"A certain hardware store began an advertising campaign with a view of reaching those who patronized Toronto and the results were very gratifying. Briefly their plan was as follows: They advertised that they had the catalogues of all the leading supply houses, giving their names, and offered the free use of them to anyone interested. Each week they ran a series of descriptions of seasonable articles taken from the catalogues, giving the number of the article and the page, and quoted the catalogue price. Right below the catalogue price in bold type appeared the price charged by the local dealer. If it was less or more it did not matter; it was quoted just the same. Frequently, where a few cents over the Toronto article was charged, it was supplemented by a pertinent inquiry if six cents would pay the freight, etc. The introductory part of the advertisement usually contained some useful information that the consumer might well pause to consider. It was shown that the middleman's profit was not such a heavy tax as one might suppose, as, for instance, on a keg of nails a jobber in Sarnia was quoted as saying that if he made five cents on a keg of nails he was satisfied. Would five cents pay the freight on a keg of nails from Toronto? Hardly. Then followed figures giving freight rates. It was shown that the man who bought a carload did not make so much more than the man who bought in case lots. It was pointed out that the earnings of the middle man were not so much on each article, but that it was the aggregate on a year's business. The fact was brought home that the freight in a small way was more than the jobber's profits, and even allowing that goods could be bought in Toronto at wholesale prices the freight and postage amounted to more than the middle man's profit, and the goods could be bought for less money at home.

EFFECT OF THE ADVERTISING.

"This kind of advertising was an innovation. The local paper commented on it. Still more advertising. People talked about it. They were surprised that any dealer had the nerve to put his prices against the supply houses. They were incredulous, and said so, but they went to see, and the firm had life enough to show them, once they got them in the store, that there was no fear in their make-up, and that they did not want money unless they could give value received for it.

"This particular store found this the only successful method of dealing with the problem. True they were not always able to meet the price, but if not they were honest enough to say so and they offered to send to the catalogue house and get the article in question for their customers. As they were buying other goods in Toronto they were sometimes able to save a little freight by having the

goods inclosed, and this was a small profit, better than none at all, and they had pleased a customer.

PREMIUMS FOR HOME PURCHASERS.

"The best way to fight a common enemy is to combine. If the dry goods man, the druggist, the grocer, the hardware dealer, the harness maker and the furniture dealer would get together and do a little thinking it would be mighty profitable. Let them lay aside their petty jealousies and buy a little space and advertise. They could say to the people that they were ready to meet outside prices. They could press in the moral responsibilities of the good citizen to spend his money at home, and then go on to say that they were willing to offer a little premium in order to have him do so. They were prepared to fill all orders for goods in any line if they could get the orders. Let the people pick out just what they wanted from the catalogues, make up the order all ready to send and turn it over to them, and they in turn would agree to fill it at the same price and give them three per cent. discount for cash.

REGAINING PRESTIGE.

"This of course would mean that the consumer was to allow the local dealer the same as he would have to pay in freight and postage added to the catalogue prices. Local dealers could afford to do this, and it is not likely they would get many orders. If they did they should treat them fairly and promptly. The tendency, however, would be to discredit the catalogue houses, and by showing that they were ready to meet outside competition the local dealer would have taken a long stride toward regaining a falling prestige. All the world loves a fighter as much as they despise a sniveller. Don't whine, don't snivel, but hustle and fight and advertise.

Importance of a Happy Disposition.

IF a salesman has not within his heart the "milk of human kindness," he would better quit trying to sell goods and go into the banking business—where friendship ceases—says Salesmanship. A happy disposition is to a salesman what fire insurance is to a property owner—it enables him to "bob up serenely."

As no two customers are exactly alike in their disposition, the salesman must rely on nature's law of "Laugh and the world laughs with you."

When you are dealing with a customer who shows an inclination to be cranky and crabbed, remember that one of the strongest psychological laws is that of "Association," and as "Suggestion" is even a greater power you will find that by keeping yourself in a happy mood before a customer, your smiling countenance will suggest to him that it is better to be pleased than otherwise, and by the association of the thoughts which naturally go with pleasant things, the customer's mind will be very quickly filled with thoughts of a pleasing nature, and his crabbedness crowded out to make room for them.

This fact will easily be recalled by many salesmen who have cultivated the art of story-telling, for it is often the case that a crowd of very dull people have been fairly electrified into a coterie of very happy souls by the advent among them of a "jolly good fellow," who "breaks the ice" by shedding the lustre of his sunny disposition in their midst.

While in this case the happy personality of the one individual is reflected by the crowd, and while every one is not blessed with the faculty of being "a jolly good fellow," the tendency of a happy disposition is always to overcome moroseness wherever it is met with, and as the salesman's business is to separate a man from his money it is very plain that a man will spend money more freely when he is feeling happy than when he is the least bit "dumpy," and many a salesman has found that it is very much to his interest to "call again" on a customer whom he finds to be "out of sorts."

"If you cannot be happy, be as happy as you can" is a rule that all salesmen will find to be a never-failing guide to success.

When you rise in the morning and your head feels thick and the world looks black, if you will deliberately set to work to recall a few of the funny stories you have heard and earnestly try to put yourself in a laughing mood, you will be surprised to find how easy it is to cast off what would otherwise be a bad case of the blues.

Always remember that there are other days coming, and while to you "it may be cloudy to-day, the sun will be shining to-morrow." You can jolly yourself as well as others, and if you know how to make other people feel good and fail to work it on yourself, you are not giving yourself a square deal.

PROFIT FROM QUICK TURNS.

IT seems strange, says St. Paul Trade, that so many good merchants should be blind to what is at once the plainest and most important lesson in modern merchandising, which is:

The best profit a merchant can possibly make is the compound profit which comes from frequent turns.

You have a certain fixed expense—say 15 per cent. on sales. You make a more or less fixed average profit—say 25 per cent. on sales. In other words, an article that costs you 75c. you sell for $1. Out of that dollar 15c. goes for expense, leaving you 10c. net profit each time the stock is turned.

If you turn that item twice in a year you make 20c. on the investment. If you turn it five times you make 50c., without a penny more investment.

Profit compounds in exact ratio with the number of times you turn your stock.

When you buy double the usual quantity of an item you double your investment, but do not increase sales. You turn your stock but half as often. With twice as much money invested you make no more net profit.

That is all the "mystery" there is about the ease with which small stores that buy their goods right hold their own against big neighbors. It tells why, of two stores side by side, handling about the same lines, one may make twice as much "net" as the other.

Go to nine towns out of ten and you will find one or more old-line concerns that have made money in the past and are still well rated. They were bred in the old school, where merchants were taught to buy six months' supply at a time, and they seemingly can't forget their lesson.

To one of these towns comes a small concern with not more than a quarter as much capital as the present leader there. Because its capital is limited it must buy in smaller quantities, buy oftener, watch stocks closer, keep every dollar on the turn all the time. It probably turns its stock eight or at least six times a year.

At the end of the first twelve-month the little store has probably made sales half as great and profits more than half as great as the big store.

At the end of five years the little store has become the big store, and its one-time rival (pending the time when expense shall have eaten up its capital wholly) has little to do save to complain that the trade is not what it used to be, unless—

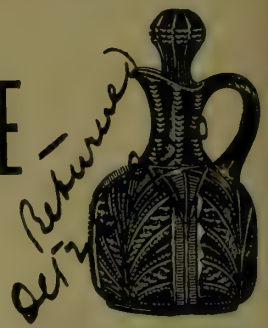
Unless the old-timer has the wit to see where the trouble lies and the grit to climb out of the rut.

In the latter case there will probably be two prosperous stores instead of one, for both the new firm and the old will fight aggressively for business and pull it from less enterprising towns around.

Every time you invest two dollars where one dollar would have served, you withdraw a dollar from the active part of your capital—you stop the growth of compound profit.

GOWANS, KENT & CO.

CROCKERY and GLASSWARE



We have the goods your customers want.
Do you need any?

Glass Sets,
" Butters,
" Sugars,
" Creams,
" Spoons,
" Berry Dishes,
" Salvers,
" Preserve Dishes,
" Comports
" Pickle Trays,
" Pickle Jars,
" Celery Trays,
" Celerys--Tall,
" Bread Plates,
" Bird Baths,
" Egg Cups,
" Seed Cups,
" Flasks,
" Fruit Jars,
" Jellies,
" Wines,
" Goblets,
" Tumblers,
" Jugs,
" Water Sets,
" Salts and Peppers,
" Bowls,

Fancy Glass Vases,
" " Rose Bowls
" " Water Sets,
China Fruit Plates,
" Table Plates,
" B. and B. Plates,
" Cups and Saucers
Jumbo " "
China A. D. Coffees,
" Mugs,
" Shaving Mugs,
" Egg Cups,
" C. S. and Plate Sets,
" Porridge Sets,
" Cream Jugs,
" Table Pitchers,
" Sugars and Creams,
" 3-piece Tea Sets,
" Table Sets,
" Syrup Jugs,
" Berry Sets,
" Pudding Sets,
" Salads,
" Ovals,
" Celery Trays,

China Fruit Saucers,
" Teapot Stands,
" Cuspadores,
" Cracker Jars,
" Spoon Trays,
" Olive Dishes,
" Pin Trays,
" Match Safes,
" Knick Knacks,
" Candle Sticks,
" Vases,
" Figures,
Tea Sets,
Toilet Sets,
Dinner Sets,
Cups and Saucers,
Plates,
Ewers,
Basins,
Chambers,
Bowls,
Flat Dishes,
Bakers,
Scallops,
Covered Dishes,
Decorated Jet Teapots,
Rockingham Ware,

Cane Ware,
Glass Lamps,
Lamp Chimneys,
Lantern Globes,
Burners,
Wicks,
Library Lamps,
Hall Lamps,
Reception Lamps,
Vase Lamps,
Banquet Lamps,
Store Lamps,
Brackets,
Bracket Lamps,
Shades,
Paper Shades,
Lamp Globes,
Gas Globes,
Shade Frames,
Shade Holders,
Night Lamps,
Barn Lamps,
Harps,
Reflectors,
Smoke Bells,
Prisms,
Onyx Tables.

Fine Japanese China. Decorated Opal Specialties. Decorated Opal Novelties.
Rich Cut Glass. Ornamental Figures Dainty French China. Flower Pots.

WE SHALL BE GLAD TO QUOTE YOU PRICES ON ANY OF THESE GOODS.

Gowans, Kent & Co.

Wholesale Crockery and Glassware, China and Lamp Goods.
Manufacturers of Lamps and Rich Cut Glass.
Decorators of Earthenware, China and Opal.

TORONTO AND WINNIPEG.

Having Confidence in One's Self.

SELF-CONFIDENCE is a valuable asset to those who possess it, says The Grocers' Monthly. Our Scotch friends call it self-conceit—"haein' a guid opeenion o'yinsel"—we call it the faculty of being able to form a fair estimate of one's power to dare and do, and of catching opportunities as they offer themselves. How many of our readers have experienced the chagrin of refusing a good position, and of not going in for it as it opened simply because of lack of confidence in their ability to cope with its requirements, and of afterwards seeing it go to another less able, but more "cockie," than themselves? A good many, we should say. The career of Mr. Thomas Martindale, one of the biggest grocers in Philadelphia, is a notable example of what one can accomplish if one has confidence in one's self. Such success as he has had is directly traceable to self-assertiveness—to putting his best foot forward in every possible way. Here is what he says about himself:

I have not been in the grocery business all my life; my early experience was in the dry goods business. Nearly in the beginning I went to a big dry goods merchant in Toronto, Ontario, and asked for work.

"What can you do?" he asked.

"I can do anything," I replied.

"Can you run a white goods counter?" asked the merchant.

I answered that I could so confidently that I was given charge of the white goods counter at a salary of £90 a year. After I had been there a few weeks, the manager of the silk department became mixed up with the flowing bowl one day, and went home "sick." His employer was deeply put out and sent for me.

"Do you know enough about the business to run the silk department?" I was asked. "Mr. So-and-So has gone home sick, and we have decided to make a change."

My knowledge of the silk business was extremely scanty, but I, nevertheless, confessed to the necessary knowledge.

"I can run the silk department," I said, "but Mr. So-and-So gets £140 a year, while I am only getting £90. If I am competent to do his work, I am competent to draw his salary. I won't undertake it under any other circumstances." There was a great time, but I got the advance, and ran the silk department for about four months. Then the manager of the store was sent to Europe to remain as a resident buyer. Again the firm sent for me. After detailing the circumstances, they offered me the position. I thanked them, but observed that the manager had been getting a large salary, while I was drawing only £140. "If I was competent to do his work," etc., etc., etc. This ended also with me getting the advance, and I remained in that position for quite a while.

Each of these positions was secured, to begin with, very largely through the confidence which I showed that I felt in my own powers. So far as two of them were concerned, I had little or no experience in their duties.

Yet I succeeded in them all, I think I may say without egotism, and so could any other young man of pluck and persistence. None of these chances would have been open to me at all had I not showed the utmost confidence in my own ability.

Some time after that I decided to try my hand at something beside the dry goods business, and I came to the United States. After travelling about a bit, I found myself one day on a train passing through Oil City, Pa. There was a crowd at the station. I disembarked and enquired where the circus was. A bystander replied that there was no circus, the crowd was caused by five-dollar oil, Oil City being at that time the all-important speculating centre.

I thought I saw some chance, and I left the train. That night I paid a dollar for the privilege of sleeping on a hotel billiard table in company with five other gentlemen.

The next day I hunted up the largest oil operator in the place, and asked for work.

"What can you do?" he asked me.

"Anything that any other man can do," I replied, but this time I got in a little too deep.

"Can you dress tools?"

"No," I replied, "I can't do that."

"Can you drill?"

"No," I said, "I'm afraid I can't drill."

"Can you run an engine?"

"No," I answered, "I can't do any of these things, but I can learn them all."

"That may be," the oil operator replied, "but we aren't paying three dollars a day for learners."

"I know that," I said, "but why not give me a chance? I'll guarantee not to do your property any harm, and I'll deposit £80 that I have saved as security that I won't blow up your boiler or do any other damage."

"Are you afraid of work?" he asked. When I replied that I was not, he stated that he wanted a road cut along the side of a hill, and asked if I could do it. I said that I could, but the hill, when I saw it, was not calculated to inspire joy. It was rocky and gravelly, and covered with a stubby growth of timber. I had to build a bridge in addition to cutting the road. I set to work. I was all hand labor. The rocks had to be removed and the roots grubbed out. It was in reality a terrible job.

A week rolled by and the operator came to inspect the work. "The road was very good as far as it went," he said, "but it wasn't wide enough. It must be wide enough for two teams to pass."

This meant that I had to widen the road about three feet.

After this was done, the operator told me one day that he had ordered me transferred to oil well No. 1, with instructions to the foreman that as soon as I could learn to run the engine and was willing to stake my £80 on not blowing up the boiler, I was to have the job.

In a week I had the job, and was placed on wages of £4 a week, working Sundays as well as weekdays. During that period I did my own cooking and carted my groceries and supplies over the mountain on my back, the trip covering about two miles. The grocer from whom I bought much of my stuff was an old raftsman, and a bad misfit. He hadn't taken stock for years, in which peculiarity, be it said, he did not differ from very many other grocers. Neither did he know anything about bookkeeping.

Prices were extremely high in those days. The old fellow ought to have been making money, but he had no business instincts and was in a bad way.

He asked me one day whether I knew anything about books. I replied that I knew a little, and he then made an arrangement by which I was to go over his books and tell him how he stood. I did so, and found that he had been bankrupt for a good while. Not only that, but at the time of my investigation he owed about £300. The books were in fearful shape. His assets consisted of a lot of bad accounts, a little old ramshackle building, and about £90 worth of goods.

My report sickened the old grocer so much that he offered his whole business to me, stock, fixtures, good-will and everything, if I would pay him £20 in cash and pay off his debts, which would enable him to get away.

I agreed, took the business, borrowed some money, paid off the debts, and that is how I got into the grocery business, which I have been in ever since.

I do not know of any experience which more conclusively proves the value of perfect confidence in one's powers, both felt and revealed.

Canada Permanent Mortgage Corporation

(Formerly The Canada Permanent and Western Canada Mortgage Corporation).

Head Office, Toronto St., TORONTO.

SAVINGS DEPARTMENT

$1 and upwards received on deposit. Interest paid or compounded half-yearly at..... 3½%

$100 and upwards received for which debentures are issued with coupons attached for half-yearly interest at 4%

Paid-up Capital	$ 6,000,000.00
Reserve Fund	$ 1,600,000.00
Invested Funds	$23,600,000.00

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

CENTRAL CANADA LOAN & SAVINGS COY.

26 KING ST. E., TORONTO.

HON. GEO. A. COX, PRESIDENT.

E. R. WOOD, MANAGING DIRECTOR.

Total Assets	$6,579,324
Uncalled Capital	1,250,000
TOTAL	**$7,829,324**
Amount Due Depositors and Debenture Holders	$4,651,549
SURPLUS SECURITY	**$3,177,775**

YOUR BANK ACCOUNT

Will receive every consideration if kept at

The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital
$2,850,000.00

Reserve Fund (larger still)
$2,950,000.00

Total Assets (over)
$24,000,000.00

Incorporated 1855.

BUSINESS ACCOUNTS Invited

Interest added to

SAVINGS ACCOUNTS

every six months

Drafts and Letters of Credit

issued for your business or your personal requirements.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, - -	$8,700,000
Rest, - - - -	$3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

HEAD OFFICE: TORONTO, CANADA.

LONDON, ENG., OFFICE, 60 Lombard St., E.C.

NEW YORK AGENCY, 16 Exchange Place.

The attention of exporters and importers is requested to the undernoted list of correspondents of this bank, embracing all parts of the world. In conjunction with its widespread system of branches, numbering 105, and covering all important points in Canada and on the Pacific coast of the United States, it is thus enabled to offer them unexcelled facilities for the transaction of domestic or foreign banking business.

List of Bankers and Chief Correspondents:

GREAT BRITAIN—
The Bank of England; The Bank of Scotland; Lloyds Bank Limited; The Union of London and Smiths Bank, Limited; Parr's Bank, Limited.

UNITED STATES
New York, The American Exchange National Bank, The Fourth National Bank; **Boston** The Bank of Nova Scotia, The National Shawmut Bank, The National Suffolk Bank; **Buffalo,** The Marine National Bank; **Chicago,** The Northern Trust Company; **Detroit,** The People's Savings Bank, The Commercial National Bank; **Minneapolis,** The North-Western National Bank; **New Orleans,** The Commercial National Bank.

FRANCE
Credit Lyonnais, Paris; Messrs. Lazard Freres & Cie, Paris.

GERMANY—
Deutsche Bank.

HOLLAND—
Disconto Maatschappij, Rotterdam.

BELGIUM—
Messrs. J. Matthieu & Fils, Brussels; Banque d'Anvers, Antwerp.

SWITZERLAND—
La Banque Federale, Zurich.

INDIA, CHINA, JAPAN and the PHILIPPINE ISLANDS—
Chartered Bank of India, Australia and China; Hongkong and Shanghai Banking Corporation.

SOUTH AFRICA—
Standard Bank of South Africa, Limited; Bank of Africa, Limited.

AUSTRALIA and NEW ZEALAND—
Union Bank of Australia, Limited; Bank of Australasia; National Bank of Australasia, Limited.

HAWAIIAN ISLANDS—
First National Bank of Hawaii, Honolulu; Bishop & Co., Honolulu.

SOUTH AMERICA—
British Bank of South America, Limited; London & Brazilian Bank, Limited; Bank of Tarapaca and Argentina, Limited.

MEXICO—
Banco de Londres y Mexico.

WEST INDIES—
Bank of Nova Scotia, Kingston, Jamaica; Colonial Bank and Branches; National Bank of Cuba, Havana, Cuba; Bank of Bermuda, Hamilton, Bermuda.

Foreign Exchange Bought and Sold. Commercial Letters of Credit Issued.

The Metropolitan Bank

CAPITAL PAID UP, - -	$1,000 000.
RESERVE FUND, - -	1,000 000

DIRECTORS:

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Vice-President.
C. D. MASSEY, T. BRADSHAW, F.I.A., D. E. THOMSON, K.C.

HEAD OFFICE, - - TORONTO.

W. D. ROSS, -:- GENERAL MANAGER.

SAVINGS BANK DEPARTMENT

at all Branches.

Interest allowed on all deposits of $1.00 and upwards at highest current rates.

FINANCE AND INSURANCE

WITH an authorized capital of over a hundred million dollars, The Consolidated Lake Superior Co. has collapsed because unable to meet a debt of five million, and now, papers that have printed columns of laudation on Mr. Clergue and his enterprises are going to the opposite extreme. Mr. Clergue, despite his shortcomings, is hardly deserving of much that is now said about him. He is undoubtedly a great promoter; but no organizer. His conception of developing the resources of New Ontario were worthy of all commendation, and the fact that the people associated in the United States Steel Corporation have thought it good to invest large sums in the neighborhopd of Mr. Clergue's enterprises, proves that he was working along the right lines.

The trouble with the Soo industries has been in mismanagement, not in misconception. Industry after industry have been begun, and without waiting to put the first on a paying basis. The scheme of a great system of co-ordinated industries was good, providing that each was made to pay, but instead of looking to this important question and despite the foreknowledge of the capital available, these various industries were left in a chaotic state of incompletion.

We are of the opinion that in the end most of the projects begun by Mr. Clergue will pay, and pay well, and he is deserving of no little gratitude for having directed attention to the resources of our northern lands, for otherwise, that section would probably be still unknown.

It is regrettable that he did not combine a saving modicum of caution with brilliant promoting genius.

To whom ever the Soo works fall in the reorganization which must now follow, Canada is chiefly interested in seeing that they are made to pay. The collapse, due to no fault of the natural resources of the country or advantages of location, will, nevertheless, reflect seriously on the prospects of other Canadian industries seeking outside capital. The most effective remedy for the wrong done our reputation would be such a reorganization and management of these allied industries, either as a whole or separately, as would yield good hard money in dividends.

* * *

The Dominion revenue from customs for the three months ending September 30 was $10,888,166 compared with $9,070,717 for the same three months last year, or an increase of $1,817,448. The customs revenue for the month of September alone was $3,756,705, or an increase of $615,675 over September last year.

* * *

The final consummation of the separation of The Dominion Coal and The Dominion Steel companies should have a good effect on both. The Steel Co. should now be provided with sufficient funds to complete the plant and develop what is undoubtedly a good proposition in spite of the excessive first cost. Coal will now be relieved of the steel incubus and in a position to be developed along profitable lines. The unsatisfactory showing of these eastern enterprises after having been launched with such promise, has been most unfortunate for Canadian industries in general, as tending to discourage the investment of the European capital we so much need at the present, and will so much more need in the future, if our dreams are to be realized. It is the more unfortunate in that in both cases mismanagement rather than lack of natural resources and facilities has been the source of the difficulty. Every Canadian will hail with acclaim the day on which the Sydney interests come to their own in the industrial and financial world.

* * *

Too much American silver coin in Canada, was a complaint heard at the Manufacturers' Association meeting, and a resolution was passed asking the banks and the Government to take measures to secure its exodus and prevent the recurrence of the nuisance, for such it has become. There is reason in the resolution. The profit in the coinage of silver is about 60 per cent., and that profit should be the perquisite of our own rather than of a foreign government. Patriotism was also appealed to and Canadian pride was enlisted against the dimes, quarters, half-dollars, and "cart wheels" that load down our pockets and irritate our tempers.

If there was reciprocity in the matter and our coins passed current across the border, we might submit to the indignity of accepting Yankee money, which is being poured into our country in greater abundance every year by the tourist route. But there isn't. On crossing the border you must pay tribute to the money changer, and we might just as well do likewise. The act of revealing to the American tourist the fact that the almighty dollar isn't almighty over here unless in the form of a Dominion note, while perhaps ruffling his temper for the moment, may just possibly have the effect of increasing his respect for the Johnny Canucks. On the other hand there is the question whether it is worth while to discourage the profitable American tourist trade, which is annually growing greater, by putting what is undoubtedly an irritating impediment in the way.

* * *

Daylight is beginning to show through the darkness surrounding the Soo. Senator Dandurand has been handed over all the necessary documents to complete the sale of The Lake Superior Consolidated Co. to his English clients, The Vickers-Maxim Co. and the Armstrongs. The terms of sale, subject to ratification by the prospective purchasers, call for an immediate cash payment of $8,000,000 and subsequent payments until the sum of about $30,000,000, the purchase price, is reached.

Insurance as a Basis of Credit.

THE convention of the National Association of Credit Men, held recently at St. Louis, paid some attention to fire insurance as it affects the credit of retail merchants. The following resolution appears to have been generally approved:

"Whereas, A great many country merchants do not appreciate the importance of carrying insurance on their stock;

"And Whereas, It is likely to cause ill feeling towards any individual concern that takes it upon itself to call attention to such failure;

"Therefore, Be It Resolved, That the secretary of the National Association be directed to prepare a letter to be distributed to the various local associations, which letter shall be sent by the secretaries of such local associations to merchants who carry no insurance and such letter to be accompanied by any literature which shall be published by the association bearing upon insurance as a necessary requisite to the securing of credit upon wholesale or manufacturing trade, such names to be furnished the local secretaries by members who desire such letters sent."

It came out during the discussion that there was considerable loss inflicted on manufacturers and wholesale dealers, by

retail stocks being inadequately insured. This arose, first, from the indifference of merchants; second, from injudicious economy in trying to save the cost of insurance; third, from inability to secure insurance. The proper system was admitted to be, the refusal of credit to any retailer who keeps his stock uninsured. The fact that a retailer is unable to secure insurance on his stock was recognized as a caution against his being granted credit, as, in these days of competition, if insurance companies decline a risk, they must have some special reason for this course. Fire insurance as a basis of credit is also shown by the uniform practice of mortgage loan companies who insist upon the properties covered by any loan they grant being covered by a fire policy. Banks also are equally strict in protecting themselves when making loans that are secured, more or less, by such property as is liable to damage by fire. The banks also take assignments of life assurance policies as collateral security, though only in the last resort, as this is an undesirable practice. The business which is rendered possible by the security of insurance, amounts to hundreds of millions. Insurance to-day is one of the bulwarks of credit.—Insurance and Finance Chronicle.

Rate of Interest on Savings Deposits.

A RECENT event of interest in Canadian financial circles was the decision of the Canadian Bankers' Association against the proposal of the Bank of Nova Scotia to raise the rate of interest allowed depositors in chartered banks from 3 to 3½ per cent.

Although the proposal was turned down, other leading financial institutions besides the Bank of Nova Scotia were prepared to make the change because of the pressure being brought to bear by depositors through the country, the increasing demand for loans and the scarcity of money at their disposal.

Canadian banks have experienced no difficulty in finding employment for all their funds during the past two or three years, and they have actually no money to spare now except for investment in choice collaterals promising good returns. One cannot help noticing the handsome dividends they are able to declare and the respectable rest accounts they are building up. Depositors are beginning to feel that they too ought to enjoy the fruits of this harvest, especially as their money is largely responsible for the good times Canadian banks are enjoying. They think that they are entitled to receive more than the nominal rate of 3 per cent. on deposits when the demand for funds is so great. Indeed, in order to secure the supply of money required for loans, the banks may yet have to agree to the proposed increase.

Some bankers say that if the rate of interest is raised the charge for accommodation to clients will have to be correspondingly increased. It is interesting to note that the Bank of Nova Scotia threatens to compete for funds at a higher rate, and it must see a clear road ahead for the investment of the extra funds that would undoubtedly be attracted by the higher rate. The present commercial rate for loans cannot easily be raised higher than it is at present. If any readjustment has to be made it looks as if the banks may be the ones who will have to be satisfied with less profits.

Others argue that a high rate of interest will act as a damper on business, and this is undoubtedly the case. Cheap money is as important for the growing industries of a country as cheap fuel, cheap raw material and cheap labor.

With the extra amount of business, however, the banks would probably be able to make up whatever deficiency might result from the advanced rate. The prosperity of the banks should cause no jealousy. Were they otherwise than prosperous the business world would have more reason for concern.

Mr. Gould, of the Bank of Toronto, states that we haven't yet heard the end of the recent proposal of the Bank of Nova Scotia to raise the rate of interest on savings deposits from 3 to 3½ per cent. It is to be taken up again by the Canadian Bankers' Association in Montreal. Mr. Gould says western banks will stand by the 3 per cent. rate, and that the Minister of Finance is in favor of keeping it where it is. If the banks should raise the rate it is probable that depositors in the Savings Department, Ottawa, would also petition for a ½ per cent. increase. Such a state of affairs would place the Minister in an awkward position.

The Mystery of Consols.

THE low price of consols is referred to as "a mystery." A member of one of the largest financial houses in the city this morning confirmed the judgment of the most expert writers on the subject in these words:

"The course of the quotation for consols seems to me the most natural thing in the world. The huge borrowings of the Government on account of the South African War are, of course, telling their own tale on the security. But, besides that consideration, there is the additional factor to be reckoned with that so many other trustee securities bearing interest at 3 per cent. are now competing for popular favor. People are naturally anxious to get the best return possible for their capital, and so consols at 2½ per cent., even at their present price, are getting the cold shoulder more and more. There is also at the moment a very large "bull" account open in consols, which affects the situation to a very large extent. There is no reason to think anything extraordinary is going on in the city just now with regard to consols; and most financial men look upon the situation as a perfectly normal one—having regard, that is, to all the circumstances of the case."

Men of the highest rank in financial circles have substantially confirmed this view again and again.—Pall Mall Gazette.

Current Financial Notes.

THE success of the branch of the Royal Bank of Canada, opened at Havana, Cuba, has warranted the opening of an additional new branch at Santiago.

The Imperial Bank of Canada has opened a branch at Trout Lake, B.C.

The Sovereign Bank is opening a branch in the Jobbitt building, Uxbridge, Ont.

A branch of the Traders Bank has been established at Embro, Ont.

The Sovereign Bank has opened a branch at Belmont, Ont.

The Bank of British North America has opened a branch at Levis, Que.

A branch of the Union Bank of Canada has been opened at Mount Brydges, Ont., with W. B. Dunn, as manager.

A branch of the Bank of Toronto was opened at Coldwater, Ont., on October 5, 1903.

During the first week of October a seat on the New York Stock Exchange sold at $52,500, a drop of $20,000 from the top price and of $7,000 from the previous sale recently. One on Montreal 'Change sold for $15,500, which was $1,500 below the price paid recently and $12,000 below the record price. The reason for this must be the pessimistic outlook for stock trading.

Only the apathy of investors can explain the weakness of the current stock market. General conditions are healthy. The Toronto Railway reports average daily gains of $1,000 in its earnings for the past week. The increase in the gross earnings of the C.P.R. for the first week of October is $109,000, the total increase since July 1 being $1,688.000. The increase in the gross earnings of the G.T.R. for the week ending October 7 is $50,196, and that since January 1, $3,839,467. Other Canadian transportation companies and industrial corporations are proportionately fortunate, while the banks are doing a phenomenally successful business. In the meantime the market prices of stocks are away below the level of their intrinsic values and the market dull.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with relia le and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

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Assignee, Etc.
Room 50, 77 York St., Toronto.

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Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

WILLIAM FAHEY,
Accountant and Auditor
462 McKinnon Building, Toronto.

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J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
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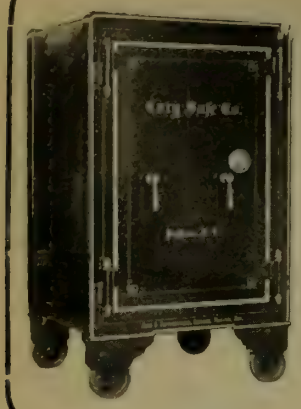

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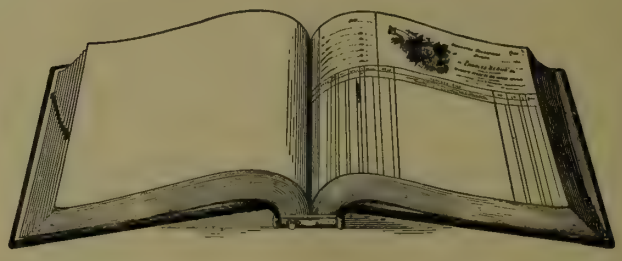

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Credit is Capital.

By A. M. B.

"A GOOD name is rather to be chosen than great riches." A good reputation is an important factor in business to ensure success. A merchant should do all in his power to establish a reputation as a person whose word can ever be relied upon. A temporary advantage may be gained by a false or misleading statement, but upon no such foundation can a merchant hope to erect a successful business. A business whose foundation rests upon the treacherous sands of falsehood cannot withstand the ravages of time and weather. Truth is the foundation upon which every business should be based.

Merchants should look well after their credit. Credit is capital—it is a fortune. If a merchant abuses his credit he might as well throw away so much stock. How may a merchant impair his credit? By not discharging his obligations promptly; by waiting until the last moment, or, perhaps, longer than the last moment; by neglecting their accounts so long that creditors have to send in dunners.

Nothing should give more pleasure to a high-minded merchant than to discharge his obligations cheerfully and with promptitude; and in so doing he is giving his creditors the best evidence possible that their confidence in him has not been misplaced.

It is not always the man with the most prosperous looking business and the largest banking account who has the best credit, although, of course, that goes a long way. The man who is ever in time—who always meets his accounts with a smiling face and an open hand—who pays up as if it were a pleasure, as it should be, and never dishonors a creditor's draft because it happens to be a few cents out—he is the man whose credit, although he may not have so much money out at interest as the other fellow, is better than the "other fellow."

At the time of a crisis a merchant may transfer his money; he cannot change his character. When considering the worth of debtors the question with the creditor is not so much what a man has, but what he is; not what his means, but what his character. Is he truthful? Will he equivocate? Will his assets in case of financial difficulty be found in the possession of some trumped-up creditor? or, will he prove loyal to his creditors, even if he has to suffer himself?

Substantial credit, which may be drawn upon in pressing need, may bridge over many an abyss, into which the merchant would otherwise plunge to destruction; it ever gives the merchant a lift towards success. So let not business men abuse their credit; let them guard it well.

A Word for the Boss.

"SEE that man going in there?"

"Where?"

"Why, right there, going in the office—the chap with the silk tile and the blue striped trousers."

"Yes, I see him. Who is he?"

"Why, he is the boss."

Now, boys, here's a word for him, for the boss.

You have your troubles. Well, he has his, too.

You have your rent day, and landlords will not wait. He has his pay day, and his Bills Payable is a large, fat book.

You get a note from the butcher, "Please call and settle up the $8 you owe." The boss gets a message from the banker, "Please cover your account; you have an overdraft of $8,000."

The butcher is your bother.

The banker is his.

"But the boss comes down at nine and I have been working for an hour and a half."

"Hish!"

Softly, now, for we will enter his bedroom. That's a massive bed—quartered oak. Someone is tossing on it. A bell afar off strikes one, and soon a silvery chime from a sweet-voiced clock in the library emphasizes the hour just gone. The figure tosses on. One-two-three. The chimes have spoken twice, the bell afar off has preceded it. And who is the one that tosses? Why, it is the boss. Business sits on the bed-post, and reaching down, sticks and stabs him. So, don't forget the two golden recuperating hours tossed away through the night. That evens up the hour and a half, doesn't it?

"Come on, now, let's go over to the house of Bill, the blacksmith."

"Hello, Bill." No answer. "Hello, Bill!" No answer yet. Say, Bill sleeps soundly, doesn't he?

Well, Bill banked Care when he banked his fire. "Sleep on, Bill; sleep on, you have no marble clock, but you rest well."

Is the dinner for the boss nice? Have the servants and the mistress done their best? Yes, but there is the unbidden guest, Business. And Business refuses to eat, but he draws his skeleton chair and spreads out bad debts and care all over the table. Then the boss runs to the club to escape him. But business passes the door man and doesn't need his card. Business pushes up his chair and gets in the cafe with the boss and mixes himself up with the drinks. He goes to the theatre with the boss and, robbing the players of their individuality, roosts [illegible] the footlights.

"Someone has touched you for a quarter, did they, and you loosened?"

"Yes, I did."

"Well, that is good. But an old friend has just touched the boss for $25."

"But if I had his wad."

"Oh, his wad! How do you know whether he has a wad or not? Perhaps the bank runs his business, and the whole shooting match is mortgaged from stem to gudgeon."

"Failed, assets $50,000, liabilities about the same."

How often have you read this? There are many heartaches in those few words, my boy.

So here is a word for the boss, even if he does come in at nine, wears trousers with a delicate blue stripe, and sets it off with a silk tile.—Charles F. Raymond.

Romanizing Japanese Writing.

WRITING of the proposed changes in Japanese character writing, The London Times, of July 9, says: "The scheme, if adopted, will probably come into operation at the beginning of the next scholastic year, leaving a few months for the preparation of the readers and other handbooks. The possibility of the Government setting aside the expert advice is remote, and, therefore, it is permissible to contemplate the suggestion as something by no means chimerical.

"When accomplished, the Romanization of the Japanese language will put the final touch of victory to that revolution begun some 40 years ago. It is difficult to realize in a small measure what the step means to the Japanese nation. Not only will commercial relations be infinitely simplified; not only will ready intercourse between native and European be made a thousandfold easier and thus contribute to the adjustment of political difficulties; not only will the germs of

western literature on the one hand and the classics of Japan on the other be rendered accessible to the ordinary translator, but the whole wealth and weight of European thought, opinion and current criticism will become susceptible of reduction to a common medium, for the mere language of Japan is fairly easy to acquire. The great obstacle hitherto has been the practical impossibility of reaching the bulk of the people, who, acquainted only with character writing and not much in contact with western people, are still unable to grasp the European aspect of events; but this suggestion, if carried out, will remove that obstacle. In fact, the Romanization of the written tongue will mark the advent of Japan's maturity, and to this end its adoption in schools is essential."

The Need of Expert Auditing.

HOW imperative is the need of an expert audit is well illustrated by the failure of a large Chicago business house which not long since went into liquidation. This business, according to an exchange, was conducted by three partners, the nominal head of the house being a gentleman too advanced in years to give more than a "consulting" service to the business. Another partner was a man of middle age who had been trained in the selling end of the house and had practically no experience in the management of finances. The third partner was a young man who had inherited his interest in the business and was supposed to be the controlling factor in the finances of the house. Suddenly, and very unexpectedly, this old and well-known business went to the wall. When it was too late, an auditor was called in and quickly found the cause of the trouble.

The business had been sapped by the outside investments and speculations of the youngest partner. "For several years," said the oldest partner, "I have been, on account of age, practically retired from business and have only been consulted occasionally by the men entrusted with the active management. I did not know anything about this drain upon the resources of the concern and supposed that we were in good condition."

"I have been busy," explained the second partner, "promoting sales and handing out goods. Of course I knew we were doing a very good business and felt that any important matter connected with the finances of the house would be called to my attention by the partner in charge of that department."

In other words, if within the last two or three years this house had subjected its accounting records to examination by an audit company, both of the elder partners would have been at once informed of the outside investments of the youngest partner and the latter would have been speedily called to account and his outside investments and operations stopped and the failure of the business averted.

The Hobby for Round Numbers.

HERE is a little lecture for retailers who are fond of round numbers in the invoices of the wholesale merchants they get their merchandise from. Writers on this subject, who are connected with prominent wholesale establishments, say that there are retailers who have a regular hobby for cutting down their wholesalers' accounts to round numbers, and in remitting, send only that amount. If the retailers' account with the wholesale merchant amounts to $83.17 or $83.29, and he receives a statement to that effect, he will drop off the 17c. or the 29c. for good luck and remit the $83.

Of course that 17 or 29 cents is nothing in an eighty-three dollar account, but is it business? Leaving out of consideration all other sides of the question, is not that dropping off of the cents in an account a rather loose method of doing business? The retailers who practice it may consider it "sharpness," but if those retailers found themselves in the wholesalers' shoes, in all probability they would not look at it in that light. The only true business way of paying that account is to remit the exact $83.17 or the $83.29.

It is to be noticed, too, that if the account should be $82.87, the retailer never thinks of remitting the round $83. Rather it would be that he would cut it down to the even $82.75.

The retailer cannot claim that it is for convenience that he does business so, since it is quite as convenient to remit $83.29 as $83. Then in entering the item in his books, allowance must be made for the 29 cents as discount or some such thing, and therefore it would in reality be more convenient to remit the $83.29. If it be not for convenience it must be for the 29 cents in itself. Now the retailer has received value for $83.29 and not only $83, and it is only right that the wholesaler should receive to the cent the value of his goods. The 29 cents is of as much value to the wholesaler as to the retailer; it rightly belongs to the wholesaler and he should receive it. If the retailer would look at it from the wholesaler's standpoint he would at once see the justice of the argument.

In all probability the retailer has the same trouble with his customers as the wholesaler has with his. If a customer's purchases amount to $1.05 in some cases that customer would be quite indignant should he put up a two dollar bill and not get one dollar back. Not only is that 5 cents a clear loss to the retail merchant, which loss on a bill of $1.05 means nearly 5 per cent., but there is the trouble of dealing with it in the books, since if the merchant wishes to keep an accurate account of his business it would not do to write across that bill "Paid in full."

This system of doing business is altogether wrong, and should not be. The sooner it is discontinued the better it will be for the mercantile world. The retailer can do more than the wholesaler can to remedy this evil. The retailer has his customer right before him and can show him directly the reasonableness of his request that the account be paid to the cent. Should the retailer remit to his wholesaler 17 to 29 cents less than the account calls for, it is not so easy for him to reason with the retailer.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

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WALLACEBURG, ONT.

THE accompanying Window Display of the N. K. Fairbank Co's products is in the store of Mr. J. A. McKerchar, Winnipeg, Man.

Merchants interested in this equipment will be entitled along with it to goods which have a retail value of $5.00, in payment for the use of their window for a period of 30 days.

The proposition is one which absolutely insures the sale of the goods and pays a profit of about 60 per cent. as well as being a great trade attractor. Over 200 merchants have accepted this offer.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

Grocers

Ask your wholesale houses for . . .

"Mephisto Brand" Canned Smelts

Packed 48 cans in a case, in round and oval packages, and retailed at 10c. for ½-lb. tins. "Preserved in Spices, in Mustard and Tomato." Ready for use upon opening.

Should your jobber not be able to supply you, correspond direct with the packer,

FRED. MAGEE

PORT ELGIN, N. B. —— **CANADA.**

Window and Interior Displays

Timely Hints and Suggestions.

THE window which secured first prize in "The Grocer's" window dressing contest, a cut of which appears below, was submitted by Whitehead & Huether, Walkerton, Ont., and was devoted to the display of canned fish.

The particular feature of the window that makes it of exceptional value as a drawing card is the small tub of water in the centre front, with live fish swimming around. This usage of live animals of any kind in a window has always been a great attraction and such a scheme will never fail to collect a crowd. The principal objection to the average window of this kind, however, is that they can so very seldom be used as an advertisement of any particular line, and the animal must have the whole window to itself, acting, to some extent, as an advertisement of the firm, but not of any line of goods. In this window, however, the fish are right in a line with the goods displayed and every purpose is served.

The tub of water is made to represent a pond and the idea is further carried out by the use of sod around the edges, and a gravel road curving from one side of the window to the other, with a little wagon and some artificial palms on the brink of the pond, adding materially to the effect.

Artificial palms have always been an important addition to any window, as an artistic touch, and Whitehead & Huether have fully recognized this. In this window they relieve the stiff outline which would exist with the use of canned goods only, however attractively they might be arranged. These things, together with the fishing pole leaning against the side, form what might be called the extraneous decoration, although none of it is really foreign to the subject of the display.

The stocking of the goods has been carefully done, with an eye to their advertise-

First Prize Window—Whitehead & Huether, Walkerton, Ont.

ment and yet to the avoidance of overcrowding. The piles of canned goods are just high enough and numerous enough to advertise themselves without interfering in any way with the general good effect, but rather add very much to the appearance of the window.

The arrangement of such a window can be accomplished with almost no expense, and very little outlay of time. These facts add much to the value of such a window.

SECOND PRIZE.

The second prize window, shown by John Robertson & Son, Montreal, is one that for ingenuity and carefulness in working out the idea is one of the best that could be used. As a Summer window its selling value must have been very great. Unfortunately its suitability for reproduction depends more upon the idea it contains than on the distinct view to be had of the entire scheme.

It was a campers' and tourists' supplies window and the whole window was a miniature Summer resort with everything that is to be found in the genuine camping grounds. The bush, the lake, the rocks, the boats, floats, docks, canoes and landing places are all naturally shown, and life is given the picture by the introduction of wigwams, a Summer hotel, tents and Indians. All the roughness, all the pleasures of a camper's life are illustrated and in such a natural life-like way that a person could not pass without studying the window and spending much time on it.

Where the window loses a trifle in value is in its unsuitability as an advertisement for any particular goods, although it will attract campers, as it shows that special attention is paid their lines. The only direct advertisement of goods is made by the placing of campers' supplies here and there through the window, but as these would interfere more or less with the scene and would attract limited attention, the use of them is a matter of taste. What would add to the merits of such a window was a large framed card in the doorway advising campers of the hours of delivery to the several resorts adjoining Montreal.

THIRD PRIZE.

A window dressed for Mr. J. B. Berthiaume, Montreal, showing "Red Heart" tonic wine, was given the third prize. The back, walls and ceiling are lined with white, on which small hearts, the trade mark of the wine, appear. The central stack of bottles was built up on white covered steps, and the side stacks were supported by sheets of glass between each row of bottles. In the front a few paper-covered bottles placed carelessly around and some pictures of "the fencing girl," relieved the monotony of a solid bottle window. Price tickets are not neglected.

This display was attractive enough by day, but at night, when the two large hearts on the centre stack shone with small incandescent lights, the effect must have been particularly striking. A purely bottle display is rather a difficult window to arrange with much satisfaction, but in this window the dresser obtained excellent results with very little expense.

Second Prize Window—John Robertson & Son, Montreal.

Baby as a Window Trim.

Lela May Stetler, who has attained the venerable age of seven weeks, is in line for a prize for the best drawing advertisement in the city, says a Chicago daily.

The wee baby occupies a throne of soft pillows in the window of her father's store at the corner of Curtis and West Madison streets.

She is surrounded by a varied assortment of canned goods, tomatoes, sirloin steaks and melons, but she is as happy and contented as if she were in the finest and best equipped nursery in the world.

And why shouldn't she be?

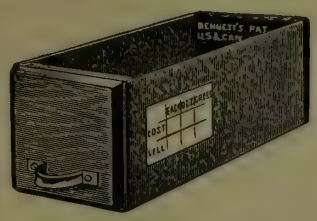
...THE...

Bennett Manufacturing Co.

(Successors to J. S. Bennett)

Bennett's Patent Shelf Box and Cabinets, for

Hardware,
Grocery,
Seed and
Drug Trades



556 Dundas Street, Toronto.

SEND FOR PRICE LISTS.

The Scale With Brains.

A great many merchants with brains are using Toledo Springless Automatic Computing Scales. The reason all merchants with brains are not using them is because they have not seen them. As soon as the merchant with brains sees The Toledo Scale, the Scale with brains, he recognizes an affinity and orders one. No down weight, no over weight, no human aid necessary.

MADE IN CANADA.

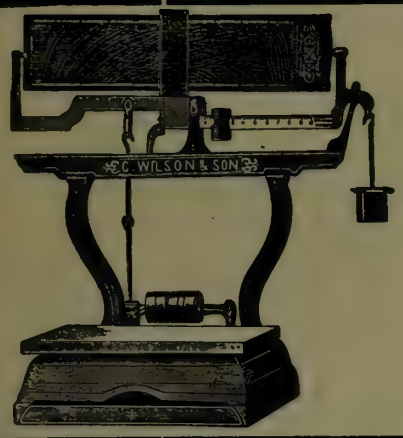
Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, - - TORONTO.

A Peep into the Future

We cannot tell your fortune, but we can help you make it.

Our plan is very simple; you will be surprised at what a change a DAYTON MONEYWEIGHT SCALE, with the new invention, the Nearweight Detector, will make in your monthly profits.

One man tells us, "It pays the hire of my best clerk." Another says, "I had no idea of the loss."

We believe this system will do as much for you.

Now here's what we want you to do, spend one cent for a post card, address it to us, and ask for our 1903 Catalogue. Not much, is it? This book will help you

Ask Dept. M. for Catalogue. *Save three Pennies* DO IT TO-DAY

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.

The Hallwood

"Hallwood" Stands for the Highest There is in Cash Register Construction . . .

The object of a Cash Register is to protect and secure a correct accounting of all the cash received. Where a credit business is done, the object is to systematize all transactions, so as to secure a correct accounting of the same.

The **HALLWOOD** is the only register that accomplishes these things perfectly.

The **HALLWOOD** is guaranteed to accomplish all that is claimed for it.

You buy badly if you don't investigate the **HALLWOOD.**

THE ———

Hallwood Cash Register Co. of Canada

78-80 King St. E., - TORONTO.

Never did queen on a throne receive more genuine homage than is the portion of this wee ruler of her father's heart and home. Gathered outside her window is a constantly changing crowd of men, women and children, who nod and beckon and laugh and talk baby jargon to the cooing infant in the window.

"The window is a good, safe place for her," said Mr. Stetler, last night, as he lifted the gurgling, laughing baby high in his strong arms. "She can't hurt herself there, and she's a splendid advertisement.

"I'll match her against any seven-week-old baby in the city," he added, proudly, and the baby cooed her approbation of the proposition.

while the humpback is not in great demand on the Canadian market. At the present moment, therefore, the following extract from The Seattle Register anent the salmon, should interest :

Onchorynchus (ong-ko-ring-kus) is the scientific name for Pacific coast salmon, of which there are five distinct species, scientifically. At present ichthyologists are a unit in this opinion : (1) The chinook or quinnat salmon (onchorynchus and schawtytscha) ; (2) the blueback salmon or red fish (onchorynchus nerka) ; (3) the silver salmon (onchorynchus kisutch) ; (4) the dog salmon (onchorynchus keta) and (5) the humpback salmon is short. Shipments cannot be safely promised before September 1.

Cohoe salmon.—This is next in graxe of Puget Sound salmon ; is of deep pink color, although some class it among red fish. Still it is not red. It is a very delicately flavored fish ; shows quite a little oil, although the oil develops but little color. The fish is highly regarded in some sections on account of its delicious flavor. Like the sockeye, it is also a salt water caught fish, and opens firm in the can. The cohoe season commences about August 20, although the goods are hardly ever ready for shipment before September 20.

Third Prize Window—J. B. Berthiaume, Montreal.

PACIFIC COAST SALMON.

THE attention of the trade has been drawn to salmon very especially this year on account of the short pack at the British Columbia canneries with the consequent high prices for what has become one of our staple foods and one of the largest items in our canned goods trade. Sockeyes of the highest grade have been withdrawn from the market for some time, and only those supplied who were fortunate enough to have their orders accepted early enough. Cohoes, the next grade, are very high,

mon (onchorynchus gorbuscha), their scientific names being given by Walbaum nearly one hundred years ago.

The three kinds best known to the trade are as follows : Sockeye salmon is the first grade of Puget Sound salmon, sometimes called Fraser River. It is blood-red in color, closely knitted and of heavy red oil, and regarded as the most absolutely uniform salmon known to the trade. It is excellent eating and ranks with the Columbia River chinook. Packed from July 10 to August 10. The sea-

Humpback salmon runs only every other year. This grade of salmon is also caught in Alaska, and is there termed Pink Alaska. The run is in the Fall, from early August till September. It possesses a good flavor, is the sweetest salmon known, has some oil, but is very light in color. The fish when fresh is red, but having no body, loses color while cooking. In designating color of humpback, it should not be described as pink ; "pale pink" would be more appropriate. Humpback are not ready for shipment before September 1.

If You're a Grocer Who Advertises

—who is going to advertise or who should advertise—in fact, if you want to sell the most goods and make the most money possible, you ought to have a copy of "100 Good Ads for a Grocery Store," a book of ideas for ads—thought-stimulators and business-getters—every one of them.

Each one presents some convincing argument about your business—about the goods in your store—just as well as though specially written for you.

Sufficient copy for a year's advertising, allowing two ads a week—a lot of bright remarks suitable for ad headlines, show cards, etc., and an introductory talk on best methods for grocers.

All for one dollar—truly a big dollar's worth.

SEND A DOLLAR FOR A COPY—NOW.

MacLean Publishing Co.
TORONTO.

THE FAMOUS EVER READY ELECTRIC LIGHTS

"Ever Ready" Trade Mark.

"Ever Ready" Electric Flash Light.

"Ever Ready" Electric Candle.

"Ever Ready" for the Trade.

A LINE OF GOODS YOUR CUSTOMERS DESIRE.

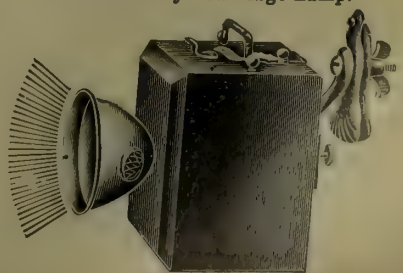
They are **Practical, Useful, Novel,** and make attractive and pleasing presents for the holiday trade. Write to-day for our illustrated catalogue with trade discounts.

"Ever Ready" Electric Clock.

American Electrical Novelty and Mfg. Co.

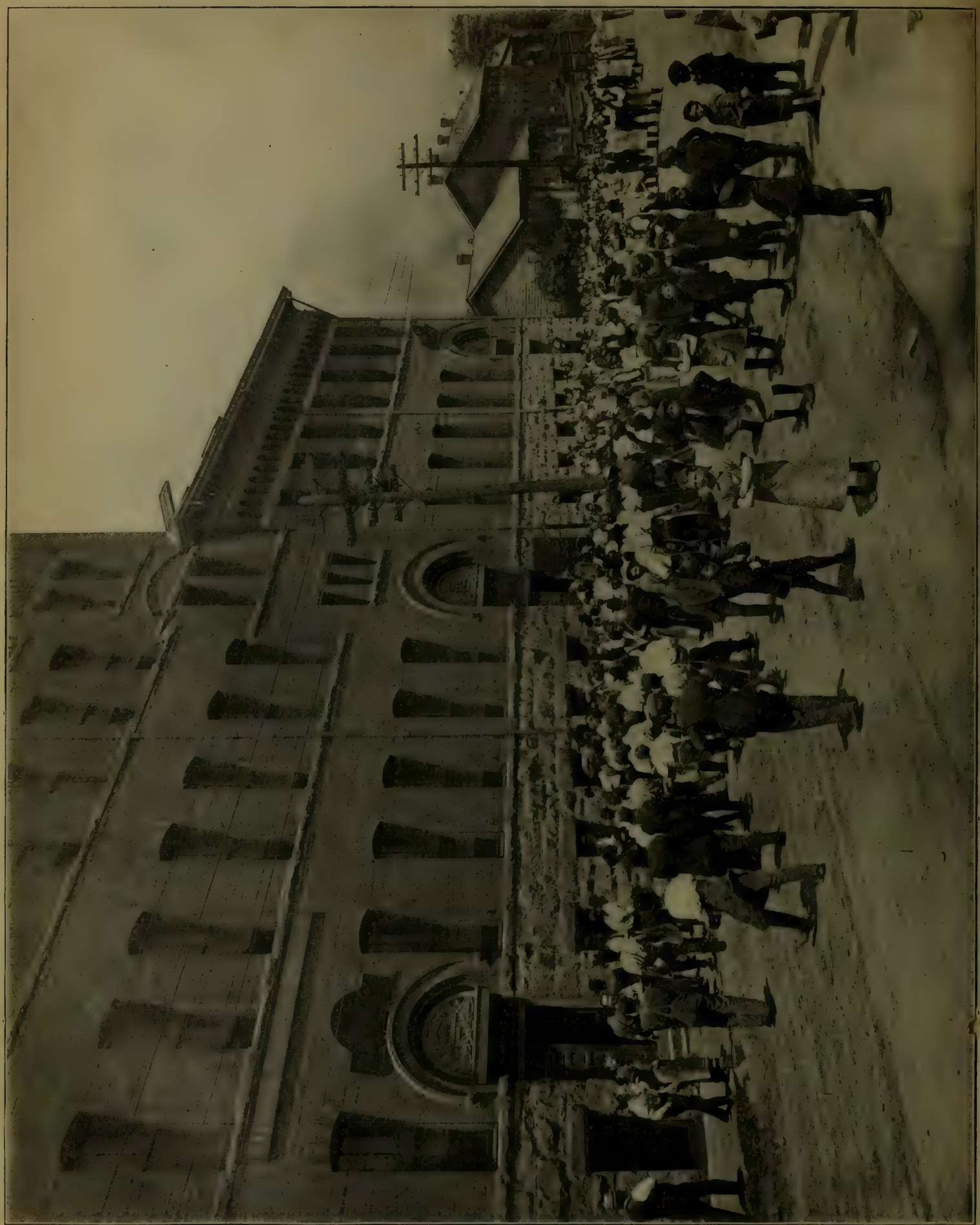
232 St. James St., MONTREAL, QUEBEC.

"Ever Ready" Carriage Lamp.



Branches

London, England. Chicago, U.S.A.
Sydney, Australia. Paris, France.
New York, U.S.A. Berlin, Germany.



Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Lives Saved by Tobacco.

HOW many lives My Lady Nicotine has saved from a lingering death of ennui no man can tell. Her devotees would place the number at no slight figure. The following waif tales, whose authenticity no true smoker will doubt for a moment, are well worth perusal:

A plot against the life of Mazzini, the Italian patriot, once failed because of his courtesy with a box of cigars. It came to his knowledge that an attempt was to be made on his life. He procured a box of the finest cigars and waited for his would-be assassins to call on him. When they came in he handed out the cigars. Taken aback by this manoeuvre, they took them and began to smoke.

They did not find it easy to start killing a man who had just handed them good cigars, and they sat about awkwardly until Mazzini said:

"Gentlemen, take another cigar. I believe you came to kill me? Why do you not proceed to business?"

The assassins muttered some words of lame regret and left.

Then there is the story told of how Sig. Mario, the famous tenor, saved his life with a cigar. The singer had just started on a long railroad journey when the man with whom he was locked in the compartment drew a truculent looking knife from his pocket and announced that he intended to cut his throat. The singer recognized that he had to deal with a crazy man, and he saw that coolness alone could save him, as it was highly probable that a struggle would end in the maniac accomplishing his purpose.

Before you begin, wouldn't you like to smoke a good cigar?" he asked of his murderous companion.

"That wouldn't be a bad idea," said the man, laying aside his knife.

"My nerves will be steadier."

Mario gave him the biggest cigar he had in his case, and when the crazy man had smoked it he offered him another big one. The man continued smoking the singer's cigars, and, luckily for the Italian, he had a good supply. The man was still smoking when the train stopped at the next station, and Mario managed to hand him over to the police.

The late King Humbert, of Italy, in his youth, was an habitual smoker. One day while driving through the streets of Naples he happened to drop a cigar which he had just lighted. He noticed that a singularly dejected-looking citizen darted forward and grabbed the cigar from the street. He thought nothing more of the matter until some months later, when it was called to his memory upon receipt of an unsigned letter relating that the writer had been on the verge of committing suicide when he had chanced to pick up the cigar which the King had dropped.

The smoking of this, he said, had changed the moodiness of his thoughts for the time being and the impulse to suicide had been overcome. He added that he was happy to say that the troubles which had threatened to overwhelm him then had left him. In that case the King's cigar saved not himself, but the other man.

Two more instances are given to show where men saved themselves from embarrassment, not from peril, with using cigars. When Bismarck was entering Paris with the German army he noticed that some French workmen were gathered at the gate evidently prepared to make a hostile demonstration. Quickly he turned his horse toward them and pulling out a cigar, asked their leader for a match. The man handed him one and the attitude of the Frenchmen changed completely as the German leader thanked the workmen courteously.

Edwin Booth once thus disarmed a small mob of men who had been hired to make a demonstration at a performance he was giving on one of his tours. They had been hired by rival actors to attend Booth's performance and cause an uproar which would spoil the play. They were seated in two upper boxes and Booth learned the plan. He sent them a box of cigars and expressed the hope that they would be pleased with them even if they were not with his performance. The policy succeeded and the men who were hired to hiss stayed to applaud.

Diary of a Reformer.

Extracts from the diary of George Washington Throggins, in The Chicago Tribune.

October 1.—Have become convinced that I am smoking too much, and have decided to quit it at once and for good. As a sort of object lesson to keep before my mind the extravagance of which I have been guilty in the indulgence of the foolish habit, I have adopted this rule:

Whenever I have an inclination to smoke a cigar I shall drop into a small pasteboard box the sum of money it would take to buy the cigar. I shall deposit this money in bank from time to time and watch it grow.

October 2.—Pretty tough, but I'm sticking to it. Wanted a ten cent cigar first thing this morning. Put a dime in the pasteboard box. Felt the same inclination twice during the forenoon. Two more dimes. Wanted to smoke three times in the afternoon. Sixty cents in the box.

October 3.—Decided it would be good to taper off on my inclinations a little. Wanted to smoke three times this norning. Dropped a quarter in the box. Same thing in the afternoon. Another quarter. Got $1.10 saved now.

October 4.—Thought I might as well come down to nickel cigars. Getting rich too fast. All my hankerings to-day were resolutely scaled down to five centers. Saved 40 cents. Got $1.50 now. When it gets to be $10 I shall deposit it in the bank.

October 5.—Smoked a still cheaper grade to-day—in my mind. Eight for a quarter. Put 25 cents in the box.

October 6.—Had a strong inclination this morning for a 25 cent cigar. Decided to humor it to the extent of adding 25 cents to the collection. Cheap smokes are demoralizing. Humored it some more. Added $1.50 to the sum on hand, making $3.25 in all. This is too reckless. Must economize.

October 7.—Smoked — constructively — nothing but stogies to-day. Three for a nickel. Too cheap. Left a bad taste in my mind. All I put away to-day was 10 cents.

October 8.—Went back to the three for a quarter kind. Added half a dollar to the treasury.

October 9.—Had a strong desire for a 50 center to-day. Gratified it—in the same way. Felt that I could have smoked a coffin nail. Punished myself by going out and contributing a quarter to the fresh air fund.

October 10.—Got reckless again to-day and indulged in wild imaginings of unlimited stogies. Dropped 65 cents in the box. Have $5 now.

October 11.—Took the $5 and went out and bought a box of perfectos.

ROBERT PINCHIN
Managing Director, McAlpin Consumers Tobacco Company, Toronto.

GEN. E. A. MCALPIN
President, McAlpin Consumers Tobacco Company, Toronto.

W. A. MCALPIN
Secretary and Treasurer, McAlpin Consumers Tobacco Company, Toronto.

MCALPIN CONSUMERS TOBACCO FACTORY, TORONTO.

The McAlpin Consumers Tobacco Co., Limited.

THE McAlpin Consumers Tobacco Co., Ltd., which has a capitalization of $500,000, was organized in February, 1902, with Gen. E. A. McAlpin president, C. E. Fleming vice-president, R. Pinchin managing director and W. A. McAlpin secretary and treasurer. These, with C. A. B. Pratt, New York, and Jas. A. Straith, Windsor, comprise the board of directors.

A branch of the company in operation at Leamington was originally The Consumers Tobacco Co. and manufactured straight Canadian goods. In the new plant a combination of Canadian and American goods is manufactured, and in the new factory just completed straight American goods will be manufactured. The company has also in Leamington large warehouses in charge of an expert raw leaf operator for curing the Canadian product.

The business of the company is steadily increasing. Their brands British and King's Navy chewing tobacco are known from the Atlantic to the Pacific. Their Apricot fine cut chewing in ounce packages is held to be one of the best fine-cut chewing tobaccos in Canada. As an illustration of the increase in their high-priced brands, one of the largest shipments of Virginia tobacco ever entering Canada was delivered at the factory recently, the procession of drays carrying these goods furnishing a picture not soon to be forgotten.

Gen. E. A. McAlpin, president of The McAlpin Consumers Tobacco Co., Ltd., is a son of D. H. McAlpin, the large American tobacco manufacturer. In 1887 he founded The McAlpin Tobacco Co. which had its first factory in Toronto, on the Esplanade, removing in 1891 to the corner of McAlpin and McMurrich streets, which is still the site of the company's plant. For many years Gen. McAlpin was manager of the large tobacco manufacturing firm of D. H. McAlpin & Co., New York. About two years ago The American Tobacco Co. purchased this concern, and since then Gen. McAlpin has been devoting more attention to his Canadian business. As a result the fine new addition illustrated by the accompanying cut has been added to the company's plant. Besides being president of this company in Canada Gen. McAlpin occupies several important positions in various leading New York financial institutions. He and his accomplished wife have also won a high reputation in New York for their philanthropy and benevolence.

Robert Pinchin, managing director of The McAlpin Consumers Tobacco Co., Ltd., occupied for years a similar position with The Consumers Tobacco Co, until their amalgamation with The McAlpin Consumers Tobacco Co. in November, 1902. Outside his tobacco interests Mr. Pinchin is vice-president of The Windsor Turned Goods Co., director of The Standard Paint & Varnish Co., both of Windsor, and an active member of The Canadian Manufacturers' Association.

W. A. McAlpin, secretary and treasurer of The McAlpin Consumers Tobacco Co., is a nephew of the late D. H. McAlpin. He has been in the tobacco business for 20 years and is an expert manufacturer. A wide experience gained with D. H. McAlpin & Co., New York, and in the manufacture of Canadian tobaccos, make him a valuable officer for the company.

London Notes.

There is nothing particularly worthy of record in cigar and tobacco circles this week. Every factory is busy; some behind with orders. Already Christmas orders are being made up, the interim between now and the festive season being required for the proper seasoning of the goods. The Christmas package business is by no means a profitable one for the manufacturer. The demand is for boxes of ten and twenty-five each. When the cost of these extra boxes per thousand cigars, added to the additional labels required, the labor, packing, stamping, etc., is figured and the manufacturer asks per thousand the exact net additional cost, the dealer is sometimes inclined to dub him an extortioner. In further notice of the holiday package business, we might mention the fact of the impossibility of foreseeing just what quantity will be necessary, the result being frequently that a large quantity is carried over from year to year. Nevertheless, the factory not offering holiday cigars would be considered unenterprising, "just behind the times," etc.

The firm of Geo. Kelly & Co., consisting of Geo. Kelly and Lou Davies, has been dissolved, the former continuing under same style.

The Tuckett Cigar Co. are about to open a factory in Winnipeg, it is said.

How to Fill a Pipe.

Comparatively few people know how to fill a pipe and take care of it so as to get the best possible results. An interesting work called "Points on Pipes," brought out by an English pipe house, has this to say on the subject:

"Put a small plug of tobacco right down into the bottom of the bowl, then add the remainder gradually, pressing lightly round the inside of the bowl, especially next the stem. This insures the tobacco burning evenly. It is better to undercharge than overcharge. Never refill a pipe until it has quite cooled down; it is a practice of regular smokers to have two pipes in use, so that they never have to recharge a pipe until it has had ample time to become perfectly cool. A new pipe should only be half filled and the tobacco smoked slowly right out to the bottom. If necessary relight again and again, that the tobacco may be smoked right to the end and the bottom of the bowl charred. If the pipe is smoked thus, carefully, a few times until the whole of the interior of the bowl is well charred, there will be no danger of the pipe burning afterwards."

It might be added that Englishmen, as a rule, are better pipe smokers than Americans.

POPULARITY is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

Don't Forget

that the difference between a good and a poor brand of Cigars is that one makes you money even while you sleep, the other loses money for you while you are awake.

Satisfaction Givers — HAROLD H. KIM AND LA FAMA — Money Makers

BRENER BROS.

Cigar Mfrs., - - **LONDON, CAN.**

Sweet Content !

The contented man smokes my "Pharaoh" 10 cent cigars and stays content—the discontented man smokes them and **grows contented.** They never fail to please.

I know that this is so from the cheerful tone of the letters I get from my oldest customers—bright, happy, contented. Let me send you on a trial order for "contentment's sake," **for good profits, too !**

Payne's "Pharaoh."

J. Bruce Payne, Limited,
Granby, Que.

The grocer who carries **T & B, 10-cent size,** is endorsed by his community as being wide-awake, and as serving the tobacco users in a genuine way. **T & B** brand is older than a good many of the men who smoke it. It has passed from one generation to another. Only a tobacco of unusual merit can have such a record.

The Geo. E. Tuckett & Son Co., Limited, Hamilton

PIPES, AND HOW THEY ARE MADE.

BY GEORGE WESTERN.

DELIGHTFUL as is the irresponsibility of the cigarette, soul-stirring and divinely pungent the aroma of a cigar, the pipe is the best of all. You need never be afraid of your pipe. It is worth all the medicine and the pills that the whole pharmacopœia could produce. Were it not so, why call it the pipe of peace? It is about this "pipe of peace" that I am going to tell you—how it is made, where the materials come from, and all the rest of it. There is a lot to say about pipes. In fact, you could fill a book with interesting talk about them, and still leave a lot unsaid, so I must curb my pen and get to the business at once and tell you all that I learned on my visit to a large factory in London, England, where pipes of all kinds are manufactured.

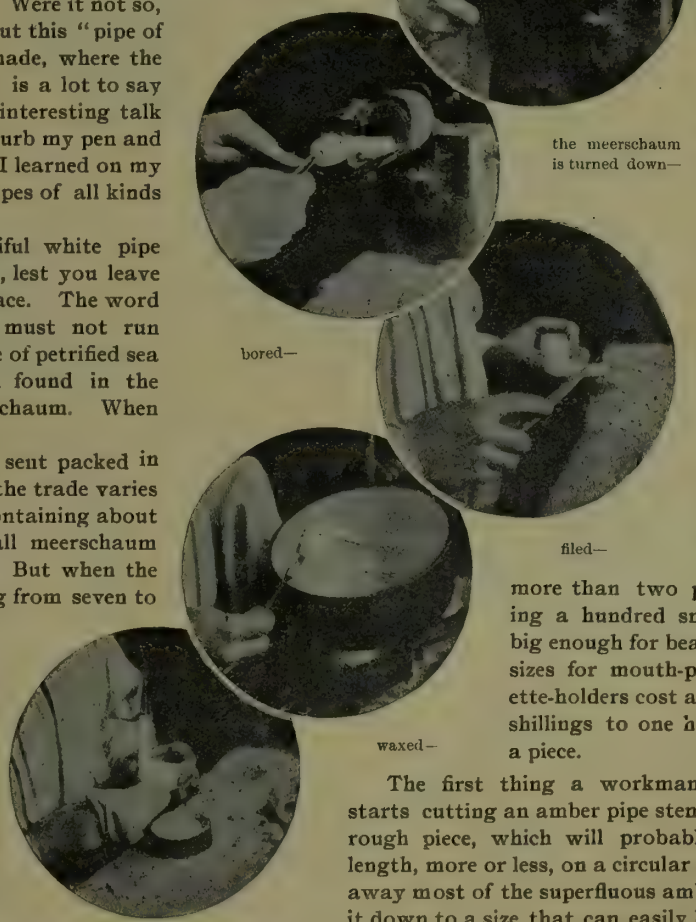
Let us start with the meerschaum, that beautiful white pipe whose bowl you must touch with the greatest care, lest you leave the slightest scratch or finger mark on its silky surface. The word meerschaum means, literally, sea foam. But you must not run away with the idea that meerschaum pipes are made of petrified sea foam. That is wrong. Meerschaum is a mineral found in the neighborhood of Asia Minor by a man called Meerschaum. When dug out of the ground it is soft and flaky, like soap.

Well, the meerschaum is taken to Vienna and sent packed in cases to the merchants in this country. The price to the trade varies according to the size of the pieces. Thus, a case containing about 200 small pieces, each piece to be made into a small meerschaum bowl, will cost at the rate of four shillings apiece. But when the case contains bigger pieces the price is higher, ranging from seven to twenty shillings.

The first thing to do before cutting the bowl of a pipe is to soak the lump of raw meerschaum in water. There is an extraordinary quality about meerschaum. It will absorb more than its own weight of water. But if you leave it in the water too long it will break up into little pieces, and therefore be useless. After it has been soaked in water it becomes about as soft as cheese and is easily cut with a knife.

When it is in this soft flaky state the meerschaum is cut with an ordinary knife, into the rough shape of a pipe, and then the skilled mechanic sets to work on the bowl. With the lathe and a sharp knife he cuts the bowl and the stem. He then clamps the bowl on to the lathe once more and hollows it out. For this a circular chisel is used. A bradawl does the same offices to the stem.

As far as the chisel and knife work go the pipe is complete. It is, of course, in a very rough state, and has to be sandpapered very carefully until quite smooth. Then comes the wax bath. A pan is filled with wax, and when this is heated until it has reached liquid state, the pipe is immersed for two or three minutes. It is then put away to dry for the mouthpiece of amber to be fitted on.



bored—

filled—

waxed—

polished, and finally fitted with a mouthpiece, then being ready to smoke.

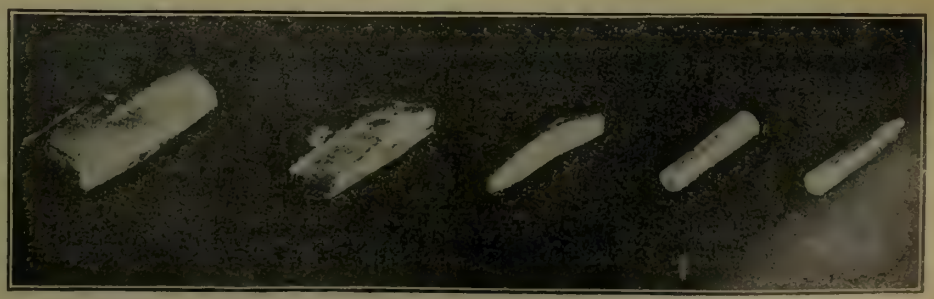
The meer schaum pipe now awaits its mouthpiece. This is almost invariably made of that pretty clouded amber so universally admired.

Having been soaked in water—

the meerschaum is turned down—

The amber is imported into England from Konigsberg, in Prussia, where it is a Government monopoly. But it comes in the first place from the shores of the Baltic, where it is taken from the sea. Amber is purchased by manufacturers at the rate of fifty shillings for a kilo, roughly, more than two pounds, containing a hundred small pieces, only big enough for beads. The larger sizes for mouth-pieces and cigarette-holders cost at the rate of ten shillings to one hundred shillings a piece.

The first thing a workman does when he starts cutting an amber pipe stem is to place the rough piece, which will probably be the right length, more or less, on a circular saw. This cuts away most of the superfluous amber, and reduces it down to a size that can easily be worked upon with a chisel — step number two. With the chisel he cuts off the corners and reduces the



Five phases in the manufacture of an amber mouthpiece. On the left is the rough hewn lump, fresh from the mines in the Baltic. Number two, the same piece cut in two. Then a well-chiselled lump. Next we see the mouthpiece taking tangible shape, and finally ready and waiting to be screwed into the meerschaum pipe.

mouthpiece in size still more. Step number three will be to round off all the corners. This is done with the help of a circular file worked by a foot lathe. After some more file work a hand file of moderate surface is used, for amber must be treated very gently. The more superfluous edges are rubbed off, the amber is put into the lathe once more, and tightly fixed in such a position that it may be bored. This is very delicate work, and is done with a fine, but very sharp drill. Then the mouthpiece is placed on another circular file and shaped properly. Finally, it is polished and the screw fitted to it, so that it may be screwed on to the meerschaum bowl.

Let us now talk about briar pipes—after all, the most popular. A meerschaum is a very beautiful thing when it is colored, but you have to take care of it. Now, the average smoker does not take care of his pipe. He wants a good, strong bit of wood that will stand being knocked about, and will not chip or break. So he gets a briar. Briar pipes are made from the root of the briar tree that grows in Tuscany and other parts of Italy. When cut down the wood is sawed into small pieces, and each piece is boiled on the spot. This closes up the grain of the wood, and prevents it from burning or leaking. The briar wood is found to be the most satisfactory by makers; it often contains a good grain. A straight grain on a pipe—straight up the bowl from the stem—is most admired by connoisseurs. Like the meerschaum, the wood is roughly cut into the shape of a pipe. It is then put into a lathe, a most wonderful contrivance that by the mere pressure of the hand of the workman, and the drawing together of two complicated pieces of mechanism, carves the bowl of the pipe outside and inside. And, moreover, it does not merely gouge out the inside roughly and cut the outside as roughly, but the whole job is done in a thoroughly workmanlike style, and the bowl is as smooth and neat as it can possibly be when it is taken out of the lathe a few seconds later.

This is a wonderful piece of machinery. The rough piece of wood is clamped into it, and with one twist of the hand and a twirl of the lathe the pipe bowl is cut and hollowed out.

The bowl has now been cut out and rounded off – the work of a few secopds only.

This lathe receives the pipe when the bowl has been hollowed out, and rounds the stem.

The pipe is put into another lathe and the stem is rounded and bored. Then a workman with a chisel trims off the projecting pieces between the stem and the bowl, for there is a point on the pipe where even the most ingenious of lathes is powerless, and the pipe is handed over to the man who puts in the mouthpiece and fits on the silver band.

Mouthpieces for briars vary a good deal. The nicest—that is to say, the most popular—are those of vulcanite—hard vulcanite with no smell. But some people prefer bone, while a a few are partial to ivory and amber.

Horn and vulcanite mouthpieces are made in precisely the same way as amber ones. One would think that the vulcanite could be melted and poured into a mould. This is not usually done. For molten vulcanite is very soft. You all know those delightful corn cob pipes with long vulcanite mouthpieces? Well, most of these mouthpieces are molten. For good briar pipes, the vulcanite is cut on saws, just as the amber is cut.

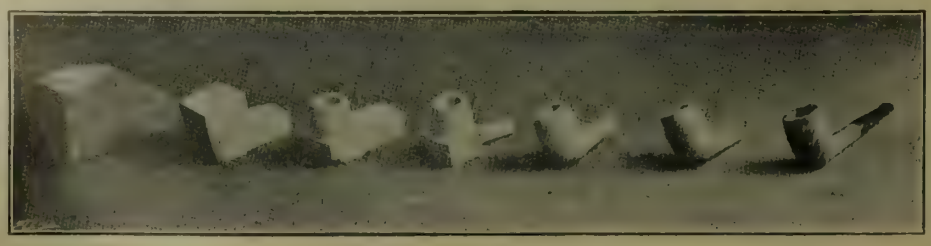
The vulcanite is bought in sheets of a half to an inch and a half thick. It is as hard as wood, and can only be cut with sharp knives and chisels.

When a pipe stem of amber or an amber cigarette tube is cut, naturally the shavings and amber dust are thrown off in large quantities. This dust is collected, moistened, and compressed into a solid substance which the trade call amberoid, and which is used for cheap mouthpieces and tubes. But, of course, it has not the beautiful appearance and the polished hard surface of the genuine amber.

An amber mouthpiece is turned roughly into shape on a lathe, and with a chisel, then filed down with a pumice polisher and file. Then a hole is bored through it with a sharp brad-awl, and it is given a final polish.

Clay pipes are turned out in large quantities. The clay is mostly got from Dorset and Devonshire, in the latter county from Newton Abbot especially. The most interesting part of clay pipe making is the drying process at the end. The clay is moulded when soft and damp, and must of necessity be burned or rather baked or dry. This is done in kilns, called muffle kilns, where the pipes are protected from a direct contact with the flames.

To give definite figures of the number of pipes turned out in a year by the manufacturers in the country



A briar pipe in the various stages of its existence. On the left is the piece of briar from its home in Italy, and on the extreme right the finished pipe.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

When you are talking up cut tobaccos, mention

QUEEN'S NAVY

You will do both your customer and yourself a good turn.

ERIE TOBACCO CO.,
Limited
WINDSOR, ONTARIO

HORROCKS'

RONTO

5c. Cigar

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The AMERICAN TOBACCO CO.
OF CANADA, Limited.

S. H. AND
TRADE MARK.

PIPES

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

CHEWING	SMOKING
British Navy,	Tonka,
King's Navy,	Solid Comfort,
Beaver,	Pinchin's
Apricot.	Hand-Made.

The McAlpin Consumers Tobacco Co.,
Limited, TORONTO,

have built up an immense business in **Smoking** and **Chewing Tobaccos** in every quarter of Canada. Energy for one thing; a good article for another. There was a time—when they began business—when they had their troubles in getting grocers to stock a new make. No trouble with those who once bought. There are new firms, however, constantly engaging in the grocery trade. This message is to them. Their Tobaccos, both smoking and chewing, pay the grocer a satisfactory profit. This can't be said of all lines the grocer sells.

The McAlpin Consumers Tobacco Co., Limited, Toronto.

would be well nigh impossible. The manufacturers of the London-made pipes and cigarette holders alone make nearly 100,000 briar pipes yearly, 3,500 meerschaum pipes, and about 10 times that number of amber tubes. The value of all this is not far from £65,000.

Finally, if you want a pipe made in a hurry, it can be cut, polished, and fitted with stem, silver mount and all, in an hour and a half! It sounds wonderful, but it is true.

So much for the briar. A meerschaum will take longer, for it has to be carefully dried and is much more difficult to make. It will take about four and a half hours. When the meerschaum pipe is quite finished, it is put into a case of pretty red leather lined with chamois leather, and sent off to the retail shop. Then it is sold for a guinea, or perhaps 25 shillings. You must not grumble at this price. The pipe is made of the best meerschaum and amber, the raw materials alone costing over seven and six. Then there are the salaries of several skilled mechanics to be paid off. Finally, if there is a flaw in the meerschaum the whole pipe has to be made over again, and that is all dead loss to the makers.

Hygienic Uses of Tobacco.

A GOOD deal of the world's tobacco crop is neither smoked, snuffed or chewed, observes Health. Nothing will so rapidly destroy insect pests on fruit trees as tobacco. In countries where the plant is grown large bundles of tobacco stalks are piled around the roots of each tree. These stalks not only kill the insects, but as they decay form an excellent fertilizer for the soil. Many hundreds of tons of coarse tobacco are also manufactured into liquid insecticide. As a remedy for plant lice this cannot be beaten.

A cheap kind of coarse tobacco is employed entirely for the manufacture of sheep wash. Twenty pounds of this, leaf and stalk, is boiled in forty gallons of water, and the sheep dipped in the liquid.

At one time tobacco was very largely prescribed in medicine, and even to-day considerable quantities are so made use of. General Chapman records that he was cured of a severe sprain simply by a poultice of tobacco leaves. As an external remedy for wounds and bruises and sprains a wet tobacco poultice is commonly used in all countries where tobacco is grown. On sore throat, erysipelas, sciatica and swellings of various kinds tobacco, externally applied, has a wonderfully good effect. It seems to increase the pain for a few minutes, but afterwards acts as a sedative and allays the suffering. It may take as much as two hours to produce the soothing effect, but the result is usually that the sufferer is enabled to sleep, and inflammation entirely subsides.

Moist tobacco is one of the best cures imaginable for the bite of any poisonous insect. Ordinary leaf tobacco, well soaked, and tied over the bitten spot, takes the pain away rapidly and brings down the inflammation. For ordinary cases of ophthalmia or sore eyes it is also efficacious.

Tobacco is sometimes applied by soldiers to raw wounds. It is said that no case of lock-jaw or mortification has ever occurred where this precaution has been taken. Altogether, a good deal of tobacco is used up medicinally, especially in India, where a hot poultice of tobacco leaves is a usual first remedy when symptoms of cholera appear.

" Sublime tobacco ! which, from east to west,
Cheers the tar s labor or the Turkman's rest ;
Which on the Moslem's ottoman divides
His hours, and rivals opium and his brides ;
Magnificent in Stamboul, but less grand,
Though not less loved, in Wapping, or the Strand ;
Divine in hookas, glorious in a pipe,
When tipp'd with amber, mellow, rich, and ripe ;
Like other charmers, wooing the caress
More dazzlingly when daring in full dress ;
Yet thy true lovers more admire by far,
Thy naked beauties—give me a cigar !"

—Lord Byron,
"The Island," Canto II., Stanza 19.

Why Not Handle Cigars?

"GIMME a cigar !" "Perfecto, same as last ?" "By Joe, yes ! they are a good line, I'll take a quarter's worth." In ten seconds the sale is over, the quarter is in the cash register and Mr. Grocer is free to help Mrs. Blank make up her mind as to which of two five cent bars of soap it would be advisable to invest in when all the attending circumstances have been carefully weighed and considered.

When one regards the small investment and little extra service required for a cigar and tobacco section it is surprising that grocers have not earlier given attento this matter, though it must be confessed that of late cigar departments are becoming more and more common in the grocery store and the druggist and the barber are being no longer left to monopolize this profitable trade outside the regular tobacconists.

Grocers have been most backward in taking up the cigar as a line, but it would appear that a good thing has thus been overlooked.

But a small investment is necessary to put in a very fair assortment, and by handling only good reliable brands the men of the neighborhood will "form the habit" of dropping in to get a cigar and take a quarter's worth in knowledge of the fact that the cigars can be depended upon.

There is a very fair profit in carrying a good line of five cent cigars and a most attractive margin on ten centers.

A neat little show case convenient of access will net a handsome return in itself besides attracting the men who are liberal with their money when they see things they want but which if not already in a grocery store they would not take the trouble to call for.

A cigar never has to be "sent" and a neat little department may be conducted without adding to the general expenses of the business, so that the profit realized is largely net.

A large percentage of men are smokers. The number of cigars smoked annually is astounding to one who has never given the matter any particular attention.

There are excellent reasons why the grocer should have his share in this profitable trade as well as the druggist and barber.

Tobacco Notes.

Horrocks, the Toronto cigar and tobacco jobber, says that the Fall trade has exceeded his expectations, and the demand for the "Ronto" cigar is increasing steadily every month.

The surprising and continued increase in the demand for the "Marguerite" cigar is taxing the Tuckett factory to their utmost capacity, and, at the moment, they are unable to supply the demand.

W. H. Steele, of the firm of W. H. Steele & Co., Scott street, Toronto, has returned from his visit to the Coast. Like his brother manufacturers he was highly pleased with his trip, which he says has made him prouder of Canada than ever.

A very attractive poster, issued by J. M. Fortier, Limited, advertising the "Chamberlain" cigar, is commanding a great deal of attention. The poster is bold and handsome in design ; the great "Joey" shows up to good advantage, and a globe showing the British possessions with the inscription : "The Preferential 10c. Cigar," completes a very striking and original conception.

CAN'T CAN IT.

Canned meats and fruits
And green stuff, too.
Canned puddings, fish !
And canned beef stew !
But hear my whole souled, thankful cry,
Praise be, they cannot can the pie !

New York Evening Sun.

Thev say that there are few people who can stand prosperity, but there are many who would like to try it.

No other 10c. Cigar will give you as much satisfaction as a **Chamberlain** Cigar ! !

But it must be a

CHAMBERLAIN ! !

You'll Enjoy Every Bit of It!

J. M. FORTIER, Limited

Manufacturer, MONTREAL.

NOW READY....

Our New 250 Page Catalogue.

It contains 1,800 illustrations and fully describes and gives prices of nearly 5,000 saleable lines of Xmas goods.

Combs
Brushes
Mirrors
Purses
Pocket Knives
Scissors
Razors
Pipes
Etc.

Toys
Dolls
Games
Novelties
Fancy Goods
Fancy China
Glassware

This plate is a half size photograph of our new 250 page catalogue.

Write mentioning THE CANADIAN GROCER and you will receive copy by return mail.

Nerlich & Co.,

146-148 Front St. West
(Opposite Union Station)
TORONTO.

Christmas Trade in the Grocery Store

By M. A. C.

CHRISTMAS is the season of joy, peace and plenty in all households of Canada. No matter how poor or how lacking in sentiment the head of the family may be he recognizes Christmas as the season of seasons when he should do something special for his family. While the retailer should be pleased to know that joy and peace are abroad in the land about Christmas time he should not fail to remember that he is one of the factors in making the term "plenty" expressive in the true sense to the households.

It is not too early for the grocer to make plans for doing his part during the Christmas season. First provision must be made to have on hand ample stock of flour and other supplies, raisins, currants, peel, etc., for the baking season, which is such an important feature in many homes in the preparation for Christmas.

Some housekeepers make their Christmas cake weeks, even months, before the day it is cut. The general Christmas baking is, however, done from two to three weeks in advance. The shrewd grocer, in recognition of this fact, will start talking Christmas trade early in December and keep on talking it until ten or eleven o'clock Christmas eve. Even after the holiday it may be wise to have a clearance sale of some lines.

While attention in selling will be first devoted to baking supplies, owing to their

Some Soldier Dolls.

being called for so early, the same rule does not apply to buying. For instance, many grocers find it pays them well to handle several lines of fancy goods at the Christmas season. These should be bought well in advance, displayed two or three weeks at the shortest before Christmas Eve. Fruits and candies are beyond question a paying line at Christmas time. Orders for these should be placed in good time to ensure prompt delivery. The same is true of tobaccos and cigars. The Christmas season would be, in fact, an excellent season for grocers who have not handled candies, cigars, etc., but who have decided to start to make the step. Buying is more general as well as more generous at this season and it would be easier to make sufficient sales to make these lines pay well than would be the case at other seasons.

The important consideration is, in short, what to buy and when to buy it. Let us consider the matter in greater detail. We will take for granted that every grocer will stock up baking supplies and have them ready for display in good time. How about other lines?

Should a grocer handle such a line as dolls, for instance? It is a question that must be decided by circumstances. If, after sufficient counter or shelf space has been given to ordinary grocery lines one still has space for a counter show case or a few shelves on which dolls can be shown to advantage, and if one can spare the capital, not a great amount, this line will be found an excellent one. But it is one that should never be touched unless space can be given it for display and time for its sale. A point worthy of consideration is that for $2 or $3 per week one can easily get a bright young boy or girl who in the busy part of the day can look after the doll or fancy goods tables and in the rest of the day can be used to advantage at something else.

Granting the advisability of handling dolls, how should they be bought, handled and sold? It is not a moment too soon to place orders for either toys or dolls. They should be bought for delivery in late November or early December and at once displayed.

ARRANGING A DOLL EXHIBIT.

The doll of to-day with its delicate clothes and dainty millinery is so easily soiled by the hands of careless shoppers, that one of the problems of handling it is to place them where they can be seen but not soiled. Where stocks are large, provision must be carefully made for the display, even though the expense be great, and where stocks are small the question is still worthy of consideration.

The best way to show dolls is to enclose them in upright positions in large glass cases against the wall, but as this is more expensive than many feel they can afford, a compromise has been affected in some cases by the use of counters with glass tops, beneath which the dolls are placed on their backs. The advantage of this scheme is that such a counter is really the best for all purposes, as everything can be shown with the best success in such a case, and the merits of it are of permanent value in all lines. Dust and handling is avoided, and yet a neat display is made.

Dolls with Several Costumes.

One large store has dolls arranged on end in their boxes on the front of the shelving, beyond the reach of customers, and yet in plain sight. A doll, when asked for, is taken down and shown in the box, so that unless the customer is very favorably impressed, no hand touches the delicate clothing. Another merchant has built a small room in his store with a side of the store forming the back of the room, and two partitions about eight feet high jutting out at right angles making the sides. A sloping platform of about 15 degrees from the perpendicular, is built around the walls, and on this the dolls are placed in their boxes (with the tops off, of course), and narrow slats retain them in position. The slats are distanced to suit the different sizes of dolls, and the slant prevents the boxes from falling forward.

TOYS IN THE GROCERY STORE.

Toys hold much the same place as dolls, and are about as valuable a line to carry at the Christmas season. Every child must have its toy, whether it is home-made or not, and every store carries something in the toy line. But it is left for the merchant to decide how and when to carry toys, what lines to handle, what class to satisfy, and how best to arrange the stock. With them, be it tops, or banks, dolls, or leaping clowns, rattles or speaking figures, price, display, quantity and all the other little details are earnestly considered.

Every stock in these days is made up, for a great part, of mechanical toys, and

in this branch particularly every year is producing a profusion of new ideas that makes the buying season a nightmare for anxiety and variety, and a pleasure for the novelties shown, to every merchant. Toys that run around when wound up can now be bought for the smallest piece of silver, and all the bankings of a child can be spent in spouting whales that swim around in water, or twining, twisting figures that do all the actions of the vaudeville stage. Cheap tin trains on wheels stand beside mechanically correct

Humpty-Dumpty's Jointed Figures.

steamboats that float around and spurt water through hose, and locomotives run rapidly around circular tracks, drawing parlor and dining cars.

FANCY CHINA AND GLASSWARE.

Should the grocer carry glassware and crockery? The answer lies in the simple fact that an increasing proportion of grocers do handle the line, make good profits out of it and are, in the opinion of leading crockery jobbers, the best agents for it, particularly in the towns. In the Christmas season it is one of the best lines in the store. No line affords more variety of plans for its successful display than that of chinaware and glassware. In itself each piece is usually a piece of art, and the shapes lend themselves so readily to every kind of arrangement, that with any thought at all novel ideas, and ideas that will show the goods to advantage, can be worked out by any merchant. So many of these present themselves that no china department should be without its attractiveness to the customers of a store, no matter how often they enter.

A china table recently had the top arranged in steps of about six inches width ascending from one side to the other, while what might be called the back was divided off into shelves about six inches high, designed to hold cups and saucers. Viewed from one way the cups with their saucers were seen on shelves one above the other, and showing the side pattern of the cups, and from the other side, cups and saucers and other small lines were arranged on the steps. The table was covered with a deep red material.

A good method to adopt in separating goods of one quality or price from another is to use a long table built up in narrow steps from both sides to the centre. At certain points at the edges of the top step, little brass hooks can be screwed in, and, hanging from them by means of a screw-eye, down the steps, strips of a narrow gilt or black picture framing divide the sides into sections, each of which can contain ware of a certain kind or price. This method of subdividing has the great advantage of affording opportunity for sizing the different compartments by inserting the top hook wherever desired.

When a complete set of dinnerware, or a certain expensive chinaware, is to be shown, the separate pieces of which are also for sale, it is well to display it all on one table, each kind of plate and as many cups and saucers as possible being stacked by themselves. On the table a loose card can be placed containing the price of each piece and that of the complete set. This does away with much handling and the consequent risk of breakage, and in this way the display retains its original position longer than when each piece has to be turned up to find the peice.

Where pillars occur, shelves can be built up around them to almost any height, and the pillar behind covered with some dark material. The smaller articles should be on the bottom shelves and the larger ones higher up if the shelves run above the head, so that all can be seen without handling.

CHRISTMAS CONFECTIONS.

Some gracers will not be disposed to handle dolls, toys or crockery ware, but will devote considerable attention to confectionery, particularly candies. Others will be able to carry all these lines. The retailer who stocks confectionery should allow for its display one of the best situated counter show cases in the store. Most of the city retailers who handle this line put in the counter case nearest the street door their display of high-class chocolates, etc. This has been found to attract customers who might not otherwise enter the store, people who do not buy the family groceries, but who spend a good deal of money in the year on candies, fruit and other dainties. They are good friends to make.

About Christmas time an especially good display of this line should be made, for on Christmas Day almost every member of the average Canadian household gets from one person or another some present of candies, whether it be five cents worth of "sweeties" or a three-pound box of bon-bons. These are bought by the giver any time from a month to a few hours before the holiday and the wise retailer will be ready all this time to supply this demand.

CIGARS IN THE GROCERY TRADE.

"What can I give Jack this Winter," asked a married woman of another. The object of the question was the speaker's brother-in-law.

"Give him a new pipe," was the suggestion.

"That would be all right," came the response, "but I will not go into a tobacco store to get it. Who could I get to buy it for me?"

The above conversation gives in brief one reason why the grocer has a particularly good sale of tobaccos, pipes, etc., at the Christmas season. It might surprise many merchants to learn how many women buy nice pipes or tobacco for their friends of the male persuasion. They, however, prefer not to go into a tobacco store where even the atmosphere is redolent of tobacco fumes. The grocer, by keeping an attractive display of this line and by having this line, like the rest of his store, fresh and clean-looking, may expect good returns on the investment necessary to its installation.

WATERLOO BROOM & BRUSH CO. LTD.

The Berlin Brush Co., of Waterloo, Ontario, have sold their entire business to a new company known as The Waterloo Broom & Brush Co., Ltd., which will carry on the business of the former company at Waterloo as heretofore. They are erecting a large three-storey factory, comprising over 10,000 square feet of floor space and will now be able to do business on a much larger scale than heretofore. The new firm is a joint stock company, composed of practical business men, with O. S. Martin, the old manager, as president and manager and N. Martin as secretary.

ADVERTISING COURTESY.

The explorer who is visiting the sheik in the Soudan is much impressed with his magnificent grove of trees.

"You have a splendid collection of trees," he says politely. "It must have taken much time and money to bring them together and plant them in such an orderly manner."

"Really," says the sheik, "they cost me nothing."

"You don't say?"

"It's a fact. You see our insurance companies remember their patrons with a tree the first of each year."

"How odd! At home our insurance companies give us calendars."

"Which amounts to the same thing. These are date trees."—Judge.

ON TOP.

JAMES' DOME LEAD

This shiner has been shining ahead of all others for sixty years.

W. G. A. LAMBE & CO., Canadian Agents.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

THE MOP THAT THE SUN NEVER SETS ON.

Self-wringing Mops and Mop Cloths

Much, very much, depends upon the **cloth** with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 'twould be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

with its full value and completeness and thereby give your customers value received in the start.

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada.

COX'S GELATINE

ALWAYS TRUSTWORTHY

Established 1725.

Agents for Canada:
C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO., Toronto, St. John, N.B., and Montreal.

THE PEOPLE OF

JAMAICA

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of Keeping it always in Stock.

A Business Man for the Senate.

THE GROCER has always advocated the election and appointment of M.P.'s and Senators from among our business men and it is a hopeful sign that such appointments are becoming more and more common. The Hon. Thomas R. Black, of Amherst, Nova Scotia, who is prominently mentioned for the Senate and whose appointment is said to be assured, is a fine example of the type of men who should be more common in our Houses of Parliament..

Mr. Black was born in Cumberland County, on October 16, 1832, and is thus in his seventy-first year. He is a prominent citizen of the growing town of Amherst, a farmer and stock-breeder, real estate owner, builder, and local politician, having been a valued member of the Local Legislature since the year 1884.

He is of Scotch ancestry, his great grandfather being William Black, born in Paisley, in 1727. William Black, who was the son of a gentleman of independent fortune, lived for a time in Huddersfield, England. In 1774 his attention was drawn to Nova Scotia, and he took passage in a vessel which arrived at Halifax in May of that year. Having visited the section now known as Cumberland County, and being pleased with the country, he purchased an estate which is still largely in the hands of his descendants. In 1775 he returned to England, chartered a vessel and transported his family to Nova Scotia. A notable fact is that he brought with him some stock of improved breeds,—and to-day his great-grandson is one of the most successful breeders of and believers in improved breeds of cattle, sheep and horses.

Thomas R. Black was brought up on the farm adjoining Amherst, and received his education in the grammar school of that town. Early in life he moved into the town and though he still continued farming, he engaged largely in real estate, in building operations, and grew up with the town. He is an engineer, architect and builder of no mean ability, designs, plans and superintends the erection of his buildings and is credited with some of the most ornamental and substantial buildings in the town, both in wood and stone. He has also constructed some of the most important bridges in the county.

Mr. Black has always taken the greatest interest in the improvement of stock, and in connection with his son, Wm. W., this valuable and profitable work is carried on—not valuable alone to himself, but to the whole province. He is not a visionary enthusiast but has practical ideas on this subject which he puts into practice, and he considers the problem as one in which there may be almost indefinite improvement. He has naturally taken a large share in the development of the annual Nova Scotia Exhibition. On their extensive stock farm may be seen the finest of herds of Hereford and Jersey cattle, and French Percherons, Clydesdales, and Hackney horses.

Mr. Black has always taken the deepest interest in the affairs of the town of Amherst, and his public spirit has won for him the esteem of his fellow citizens, and he has several times been called on to serve in a public capacity. In July, 1884, this esteem was shown by the fact that in a strongly Conservative county he was elected to the Local Legislature by acclamation. He was re-elected at the head of the poll in 1886, and again in

Hon. Thamas R. Black.

1894 and 1897. In July, 1896, he was appointed a member of the Murray administration.

Hon. T. R. Black is a man of broad views and wide experience; thoroughly imbued with the importance of Nova Scotia as a part of the Dominion, and of the Dominion as a whole, he is well qualified to fill a seat in the Senate. As a matter of political advancement, no man in Nova Scotia has more right to look to his party for preference. His influence in the County of Cumberland for the Liberal party has been great, he has held his own party together, and such is their confidence in his ability to further the interests of Cumberland and the province in general that he receives the endorsement and support of the better element of the Conservative party throughout the county. The appointment will be a very popular one.

THE OYSTER SEASON OPEN.

ALL indications point to a successful oyster season this year, and the planters of New York Bay and Long Island will probably reap a rich harvest, says The New England Grocer, and, as by far the greater part of the oysters raised in the waters of New York, Connecticut and New Jersey are either sold in New York City or shipped to interior points by the wholesale dealers business will boom in the oyster trade for about three months. Hundreds of extra men must be put on to cull the oysters and prepare them for sale. The methods followed in raising oysters for market are very interesting, and to the uninitiated are little known.

For many years the market was supplied from the natural beds, but most of these were soon exhausted and it was then necessary to have recourse to the method of private planting. The law permits oystermen to lease certain plots of ground under water which are suitable for oyster cultivation, provided there are no natural beds on the ground at the time. Each planter divides and stakes off his planting ground into rectangular lots of varying sizes, governed in number by the necessities of his business, and also to some extent by his individual opinions as to the most advantageous arrangement of them. The number, therefore, varies somewhat with the different planters, but usually four or five lots are necessary. The reason for this is that the oysters have to be shifted from time to time in order to improve them and expedite their growth. Some planters have hundreds of acres under cultivation.

When the planter secures his ground he proceeds to cover the bottom with old oyster shells. This is to furnish something for the spat or young oyster to attach itself to.

In Staten Island Sound, Newark Bay and Long Island Sound are the natural beds, and from these the planters secure a good part of their seed, which they dump on the old shells previously placed in the beds. The growing period, which intervenes between the first planting and the final shifting of the oysters, is ordinarily three years, but is not confined strictly to that length of time. The size of the seed when planted, the rate of growth and the opinion of the planter have a great deal to do with this point. Some seed are quite large when planted, and these, of course, require less time to mature, while on some grounds the rate of growth is much more rapid than on others. The longer the oysters are allowed to grow the larger they will be, and the greater the return to the planter.

Between March 1 and July 1 the plan-

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WE HAVE EXCEPTIONAL FACILITIES for disposing of your consignments in the Old Country, having branches in Liverpool, London and Manchester.

WE KNOW THE BRITISH MARKETS like a book, and can sell big shipments to the best advantage.

WE ARE KNOWN TO THE LARGEST CANADIAN EXPORTERS and receive regular orders for Canadian produce from importers throughout the whole of Britain.

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PRODUCE MERCHANTS, IMPORTERS AND BROKERS,

Liverpool, London, Manchester and Dublin.

ter shifts from the beds of soft bottom to those of hard bottom the oysters he intends to market in the Fall. This is done because it has been found beneficial to the oyster, as it cleans it from mud and other extraneous substances, improves its color and flavor, and gives an opportunity for separating the clusters, when necessary, into single oysters. The bed so cleaned by shifting is then replanted with seed. The season for marketing the full grown oyster is from September 1 to shortly before Christmas. Formerly each planter gathered his own oysters when they were ready for market by means of his own sailing vessels, but now he usually hires one of the numerous small steamers engaged in the business, and in one-third of the time formerly required the oysters are ready for shipment. They are taken from the beds by means of dredges and tongs, and are then ready for "drinking" in fresh water. The Staten Island planters take their oysters around to the Raritan River to "drink," while the Keyport, N.J., planters "drink" their oysters in Luppatatong creek, which flows through the town. The purpose of "drinking" is to clean the oyster from dirt, remove a portion of its salty flavor, and, by causing the oyster to swell up with the fresh water absorbed, give it a plumper and whiter appearance. In the Raritan River the oysters are put into large floats, the bottoms of which are submerged, but in Luppatatong creek they are dumped on the bottom, which is of sand and almost bare at low tide. They are put in the fresh water at the time of high water and are removed at low water.

They are then shipped to the city by rail, by sailing vessels, or by the regular lines of steamers plying between the city and the different oyster centres. In Boston there are two wholesale oyster districts—one alongside of Fulton Fish Market, at Beekman street and the East River, and the other at West Washington Market Basin, at West Eleventh street and the North River. At both places are moored large barges with houses built on them, and in these the work is carried on. On arrival at the barges the oysters are sorted into three sizes known respectively in the trade as "box," "culls" and "cullentines." The "box" oysters generally average about $6.50 a thousand, the "culls" about $3.50 a thousand, the "cullentines" about 50 cents a basket. These are the prices paid to the planters, and vary considerably from time to time during the season. It is estimated that the dealers of New York city, in a fairly good season, handle between $3,000,000 and $4,000,000 worth of oysters.

The Keyport oyster planters also do considerable business in marketing oysters during the Summer season. As the native oyster is not fit to eat during this season, which is the spawning time of the bivalve, the planters secure large seed from Chesapeake Bay in the Spring and plant these on the beds. In April they are shifted, and about July 1 are ready for market, and bring a good price, as there is little competition at that time. At home the Chesapeake oyster is not good to eat during the spawning period, but transplanting it to northern waters hardens its spawn and makes it delicious. —N. E. Grocer.

B. O. BELAND.

Mr. B. O. Beland, manufacturers' agent, Montreal, a cut of whom appears on this page, although relatively a young man, has had no little experience, having been in business since youth. The last four

B. O. Beland, Montreal.

years he has spent in Europe verifying the best products and making a choice of firms producing real good medium articles to the finest. He believes now that all cheap products and falsified goods have been eliminated from his list. Comfort and health is the motto of Mr. Beland—in other words, live and let live.

In champagne he represents the good make of Leon Chaudon; in cognac the old firm of Jacques Nicot & Co., Cognac; and in apperitive and medicated ozonified wine, Quino Excelsior. Mr. Beland represents P. Garnier, and G. Hartmann & Co. in fancy liqueurs, and claims that the most difficult tastes can be satisfied with their goods—chartreuse, monastine, curacao, maraschino and cremes of all kinds. In gin it is sufficient to say he represents H. Jansen, of Shiedam, Holland, which distillation is under the direct supervision of the authorities. His Scotch whisky specialties are the "Extra Special," "Freedom" and the "Liqueur Creme" of Macleay, Duff & Co., distillers, Glasgow, Scotland. In chocolates and cocoas he represents the Chocolaterie de l'Universe, Lyons; in vermicellis and macaronis, those of Buschetts Freres, of Toulouse; in truffles, mushrooms, alimentary products, castile soaps, the choice of many firms.

PLUM PUDDINGS AS A SPECIAL LINE.

A NEW and profitable line in which there is a steadily increasing trade for the grocers is plum puddings. For years there was a prejudice—and among some grocers there is still—against factory-made puddings. There was every reason for this objection. The puddings put on the market were made by indifferent cooks, who believed, however, that they were perfect because at some time their mistress had praised them. Others were made by boarding-house keepers who had been similarly complimented by their lodgers who had stomachs capable of digesting iron. They were made in small quantities in small kitchens and peddled about the local town or city. They were generally coarse and lacked flavor because cheap and nasty materials were used in making them.

They sold, however, and the sale increased; then the bigger concerns took them up and immediately there was an improvement. The very best materials were used. Instead of $10 cooks, chefs worth $200 or $300 a month superintended the mixing and preparation, and to-day the plum puddings sold in the grocery stores bearing the names of well-known firms, are much superior in every way to those made by even the high-priced family cooks.

In Canada Christie, Brown & Co., Ltd., whose reputation as biscuit manufacturers is second to none in the world, have built up a steadily increasing trade in plum puddings. In the United States F. H. Leggett & Co., New York, have done likewise. The latter firm have recently offered to send any regular reader of "The Grocer" a sample pudding with their compliments, and no doubt many of those who have not hitherto handled factory-made puddings will take advantage of this offer to test the matter for themselves.

Once the housewife realizes that she can get a very much better article, as cheap if not cheaper than it can be made at home, there will be a large trade for the factory-made article, not only at Christmas, but at other times during the year. It is for the grocer to be sure he handles a first-class brand, otherwise the trade cannot be developed satisfactorily.

Their Excellency

Has made my brands welcome everywhere, and once used are always called for again. My aim has been to give them the highest standard of quality, and an increasing business is proof that my efforts are appreciated by the best buyers, to whom I appeal.

My brands will build up your trade and hold it. Try them.

Condor Japan Teas in 30-lb., 40-lb., and 80-lb. packages, from ***20*** to ***42½c.***— this last the finest and best sent out of Japan.

Condor Japan Tea, in 1-lb. and ½-lb. ***lead packets,*** 60-lb. cases. A magnificent tea at 30c., to retail ***40c.***

Golden Pheasant Japan Blend of Tea ***in fancy*** air-tight ***cartoons,*** a choice tea, at ***25c.***

Condor Ceylon Black Tea, in lead packets, at 20, 23, 26, 30, 34 and 40c. per lb. retails at 25, 30, 35, 40, 50 and 60c. per lb.

Condor Ceylon Black Tea, in ***5-lb. Catties,*** a Golden Tipped or Pekoe, at ***35c.***

Nectar Indian and Ceylon Black Tea, in lead packets, at 20, 26, 36 and 45c.; retails 25, 35, 50 and 60c. 1-lb. fancy tins at 32½, 42½ and 50c.

Old Crow Blend of Black Teas, in ***fancy Cartoons*** (air-tight) of ¼, ½ and 1-lb., at ***23c.***

Old Crow Blend of Black Teas, in useful bronzed tins, of 10-lbs., 25-lbs., 50 and 80 lbs., at 17½, 20, 25, 30 and 35c. per lb.

Old Crow Ceylon Black Orange Pekoe, in 5-lb. Catties, at ***27½c.***

∃MD Vinegar at ***30c.***, ***Condor*** Vinegar at ***25c.***, ***Old Crow*** Vinegar at ***20c.*** 3 prices, one quality, the highest for the money.

Condor Mustard, absolutely pure, in ¼s, ½s, and 1-lb. tins, 12-lb. boxes at ***35c.*** per lb.; 1-lb. jars at ***35c.;*** 4-lb. jars, ***$1.20*** per jar.

Old Crow Mustard, high-grade compound, in ¼, ½ and 1-lb. tins, 12-lb. boxes at ***25c.***, 1-lb. jars, ***25c.***, 4-lb. jars, ***70c.*** per jar.

∃MD Baking Powder, pure cream of tartar, 1-lb., ***$3.25*** dozen.
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Madam Huot's Coffee is without any exception the finest, richest, purest Coffee put up in tins, 1-lb, ***31c.;*** 2-lbs., ***60c.***

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No. 23.

Under-Counter Mill

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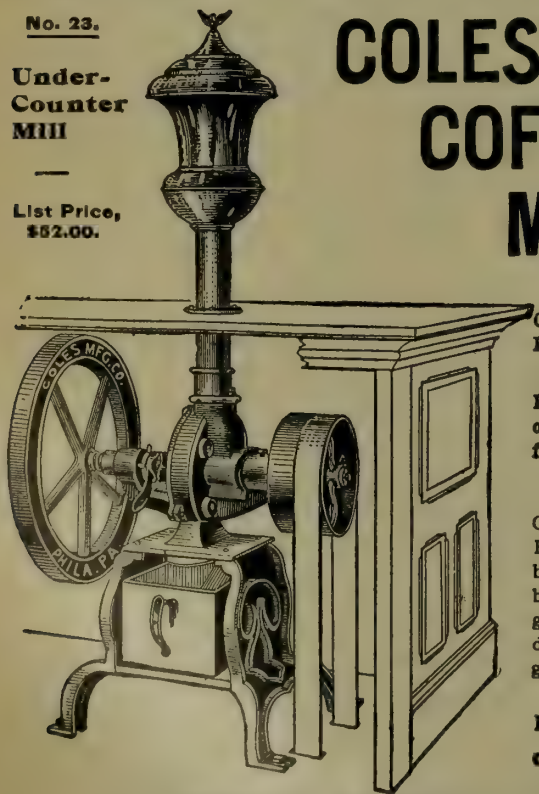

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WE STILL HAVE WINNIPEG.

"WELL, we still have Winnipeg," philosophically remarked a disappointed citizen when the decision of the Alaska Boundary Commission was announced. And, ironical as it was, there is perhaps more wisdom in the remark than the speaker designed. We never had any chance of winning our contention from the time that the United States chose their representatives on the tribunal. Despite this Canada put up a manly fight, and, in the opinion of her citizens, made out her case. The commission has decided otherwise, and the hope of an open Canadian port to the Yukon is doomed to disappointment.

That motives of imperial diplomacy had a place in determining the verdict it would be unfair to a man of Lord Alverstone's character to impute without having before us the text of the decision, but it is peculiarly aggravating to Canadians that in the British press Canadian rights were given scant consideration as compared with the exigencies of imperial diplomacy. Indeed, in the past Canada has suffered far greater losses from the laxity of British diplomacy and the "slimness" of American negotiators than in the matter just passed upon.

Our experience with international litigation has been of a nature as to discourage any further dealings with "the party of the second part."

But we still have Winnipeg. There is a world of comfort in that thought. And we have the greatest wheat belt in the world. We have outlets to the Atlantic and to the Pacific independent of our grasping neighbor to the south, and before long we will have all-rail communication to the Yukon which will render nugatory the temporary advantage the United States has won.

In the meantime let us turn our attention to our own development. Let us fill our prairies with wheat fields and our cities with workshops. Let "Canada for the Canadians" be our policy. Let us forget international politics, and for that matter internal politics, and let the aim of our public men on both sides of the House at Ottawa be to advance the general interests of this Dominion.

The key to our future greatness lies in the West. Let us fill that West with teeming millions, and the wealth of the Yukon will pale into insignificance in comparison with what the prairies will yield.

A WISE CONCESSION.

A FEW weeks ago THE GROCER had occasion to consider the selling terms of the Canadian salt manufacturers and to criticize one of the clauses therein. We are glad to be able to announce the issuance of a circular in which it is stated that the observance of this clause will not be insisted upon. This is as it should be, and we are confident that the trade will respond generously to this action upon the part of the salt manufacturers. There have indeed been exceptional circumstances this year which have hindered them greatly in filling orders, but the improvements that have been made during the Summer are said to be almost completed, and no further cause for complaint is anticipated.

We believe the trade will demonstrate to the manufacturers that the abatement of this clause rebounds to the advantage of both sides.

It is now to be hoped that The Canners' Consolidated Co. will follow the example set by the salt manufacturers and withdraw the exclusive clause of their selling terms.

With the prospect held out of delivering but 80 per cent. of tomato orders and still less of corn, and with no orders being accepted even at the high-listed prices, the clause in their case becomes, not only inequitable, but absurd. It is hard to conceive that the canners should long continue to maintain this impossible position.

THE KERNEL OF SUCCESS.

ENDEAVOR at all times to please your customers. The faculty of doing so is the kernel of successful business methods. The customer may be a small purchaser, but he may become a large one. But at any rate he is probably able to influence other buyers. It is therefore all-important that misunderstandings should be removed. It is only by removing them that high reputation can be attained.

When a customer is dissatisfied, make it a rule of the store, warehouse or factory that he must be satisfied even if a small loss is entailed thereby.

As a rule, it is more profitable in many ways to lose a few dollars than one customer. This is the principle upon which the largest and one of the most successful retail stores in Canada works. Not long since a mail order for six cents worth of sewing silk was received. The particular color was not in stock, and another was sent, accompanied by a letter to the effect that if it would not do the customer was to return it at the expense of the firm. It did not suit, but although such an insignificant amount of money was involved in the order, the firm persisted until it had satisfied the customer.

It frequently costs a good many dollars to get a customer, but it usually costs a good many more to lose him. In order to hold an offended customer it is not necessary to "eat humble pie." All that is necessary is a little tact and a touch of magnanimity.

CLAIMS FOR SHORTAGE.

WHOLESALERS often complain of the fault-finding of their customers. There is not a jobber of any standing who does not exercise great care in having the goods shipped from his house carefully checked and properly packed. It is to his own interest that he should exercise this care for, otherwise, he would very soon fall behind in the race for trade. Active competition compels him to be careful. Yet in spite of the precautions taken by all first-rate houses, there are some retailers who are constantly making complaints. No doubt there are occasions when complaints are justified, but equally true is it that there are some retailers—fortunately, very few—who have the reputation among the wholesale trade of being confirmed kickers, who, seldom or never, receive a shipment of goods without sending in a claim either on account of shortage or on account of damaged goods. In conversation with THE GROCER the other day, a leading jobber put the case in this way: "There are some men who, when they receive a bill of goods amounting to $100, seem to imagine that the jobber's profit on it is $99.99 and they immediately commence to send in their claims in order to collect as much of that $99.99 as they possibly can. Now every wholesale firm of any standing takes good care that no mistakes are made, that there are no shortages, and that only goods in first-class condition are allowed to leave the warehouse. Goods are carefully checked, usually by three different employes. Of course it is possible that mistakes may sometimes occur, but it is incredible that they should always occur with the same men. It is needless to say that, when a man has made several complaints, very special precautions are taken to ensure that no mistakes be made again in shipping his goods. The jobber is anxious that he may have no excuse to kick. When, after such special care has been taken in sending a shipment of goods, the retailer sends in a claim for shortage it is evident that there can be only one explanation, and that a most unpleasant one."

Inquiries among different wholesale houses show that the number of such customers is fortunately very small in the grocery trade, but, no doubt, every house has more or less of this kind of trouble. As stated above, it is recognized that there are instances, more or less frequent, in which a complaint on the part of the retailer is quite justifiable. He would be foolish not to complain of an actual shortage. But we agree with the jobber quoted above that there is something wrong when, in spite of extra precautions taken, complaints continue to come in from the same customers. It is difficult to find any adequate remedy, but in this connection it is interesting to note the method employed by a number of American houses to protect themselves from such claims. With every shipment of goods, these houses send a card reading somewhat as follows:

NOTICE.

All goods billed on this invoice were shipped as specified on invoice. The goods were checked three times and were delivered in good condition to Transportation Company. If any shortages are found, make claim at once to Transportation Company. Our responsibility CEASES when we deliver goods in good condition to Transportation Company.

Respectfully yours,

.....

To our mind, this remedy is too drastic, as it relieves the wholesaler of all responsibility. We imagine that the retailer would find some difficulty in compelling the transportation company to make good claims for shortage. No railroad could properly be held responsible for a shortage in a case of goods the contents of which it never checked. No railway would assume such responsibility, and in all cases of shortage the retailer would be certain to be the loser. Claims for damaged goods should always be made to the transportation company, which can properly be held responsible when goods are delivered to it in good condition.

We call attention to this American practice not from any desire to approve or disapprove, but merely to show how this ever-present difficulty is actually met by some United States firms. The problem is a difficult one, and most jobbers are anxious to find a solution. It is an easy matter to criticize a proposed remedy; it is more difficult to suggest a workable substitute. But to the American method there is the fatal objection that, if generally adopted, it would stifle all complaint, legitimate as well as illegitimate. The jobber would be relieved of all responsibility. He is exceedingly careful now, but it would be only human nature if, with all checks removed, divorced from all responsibility in the matter, there should be an unconscious slackening of his vigilance. There would be more mistakes made, and the retailer would have practically no remedy. For these reasons we are not inclined to advocate this American plan. But there should be some remedy; we are not inclined to dismiss the subject with a "laissez faire." THE GROCER would be pleased to receive from its readers suggestions whereby the wholesaler may avoid the loss to which he is now subjected by the despicable conduct of a few retailers without stifling bona fide claims from the great body of his customers. Suggestions from the trade are invited.

TAKING THINGS FOR GRANTED.

IT is not good policy to take everything for granted. Be sure you are right, then go ahead. To go ahead without being sure that you are right is surrounded with more or less danger. To fathom the situation and weigh the circumstances may take time, but it pays in the long run; and it is certainly accompanied with a great deal more safety. Many a merchant, as well as many a mariner, has been wrecked because of the habit of taking everything for granted, instead of carefully investigating before taking action.

One cannot always be sure; and to refrain from doing certain things because the results were not sure would be business cowardice. One must take a venture in business as well as in matrimony. What is to be discountenanced is taking a venture when by making an investigation certainty might be acquired.

To take everything for granted is, after all, a type of laziness, and for that reason should be ignored in the practice.

HIGHER EDUCATION AND BUSINESS.

IN these days of enlightenment, when one hears so much about higher education, the value of a practical business training is a topic almost forbidden. The opinion of one of the most prominent clergymen in Canada—and for a time himself a university professor—on this subject is worthy of consideration. In speaking of University vs. Business—and unfortunately one seems to be more or less antagonistic to the other—he remarked incidentally that he would like to see some of our university professors in a down-town office for one week; it would be worth more to them in immediate, practical results than all the logic of the schools. He had a large number of business men in his parish who, as far as general information, practical sagacity, and general ability were concerned, could walk all round the average university lecturer.

Strange to say, the man of the market-place is to-day the power most influential in shaping the future of this new country—not the man pursuing an academic career pure and simple; the man of strenuous life, not the recluse. Yet a senior at the university is sure to have become tainted with the notion—and his professor is largely to blame—that a business career is no career at all. If, perchance, he should ever descend into the midst of the vulgar throng, he would go there, not to pursue his vocation, but only a vocation. Business was a sort of necessary evil. Between it and the sort of life he intended to lead there was a "great gulf fixed." The summum bonum would be reached when matters of business had been relegated to a secondary place—if not to the closet—and in their place, the "activity of pure thought" supreme. The man down town carried an imaginary stigma with him, and because of it he was unworthy of common consideration from his high and mighty brother up at the college. This was a sin of which certain associates of our universities were guilty every day. On the other hand, of the two highest callings in this world he considered the Christian ministry as first and foremost; next in the van came that of the business man. There is no better training school in practical theology than business.

Notwithstanding the fact that some people will persist in pointing the finger of scorn at the strenuous life of the business man, thousands are finding their way into the practical business world. Canada, with its grand possibilities, offers a splendid future to her young men. Without doubt, the field of business is going to be the most attractive for many years to come. Is it not significant that the university graduate is gravitating thither, notwithstanding counter influences which are being exerted? Business is a great vocation—just the thing for the newly-fledged graduate who has completed a thorough drill in mental gymnastics and ought to be in a position to use what brains he has to the best advantage. It is the duty of every university man going into business to do all he can to dissipate false notions that have come to be associated with business because of certain misguided academicians.

A BUOYANT CHEESE MARKET.

CHEESE has again advanced. The weakness displayed on the 10th was short-lived, and on Saturday the market reacted a good three-quarters, and now stands firm at 11 5-16 to 11½c., a shade above the level before the last decline. The continued and persistent buoyancy of cheese in the face of the extraordinary large make this year is at once a great thing for the dairy farmer, and an evidence of the increasing hold our cheese is taking on the British market. Already the chief source of Britain's cheese imports, the fine quality of our make is bringing it more and more into favor.

What has been done in cheese has unfortunately not been duplicated in butter. Why not? Simply because our butter has not been put on the British market in proper condition.

Our cheese trade is growing year by year, but not so our butter trade, as will be seen by statistics elsewhere in this issue.

This butter problem is one that must be faced and solved unless we are to give way to the countries of Northern Europe.

THE MARITIME FISHERIES.

MR. BORDEN struck the right note in the House of Commons the other night when he urged that the Government should adopt a systematic, fair and generous plan for the development of the fish catching and curing industry of the Maritime Provinces as it has developed the agricultural and manufacturing industries in the other provinces.

This is right in line with the policy advocated by THE GROCER for years.

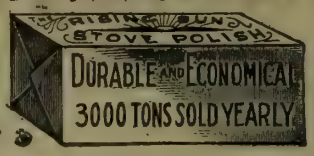
The manufacturing industries have been encouraged by protective tariffs and bounties. The agricultural interests have been encouraged by the establishment of dairy schools, cold storage depots, improvements in transportation and the like. The result has been that these industries are not to be compared with their precursors of a few decades ago.

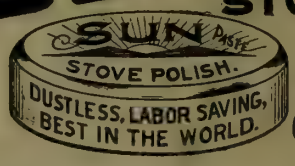
Mr. Borden is authority for saying that both in taking and curing fish the Atlantic fishermen are 50 years behind the time. If this be so, what steps have the Government taken to remedy matters? The results of the travelling dairy schools show what can be done in improving even such a household art as butter-making. Similar instruction in scientific methods should not be beyond the sphere of an energetic and capable Minister of Marine and Fisheries.

It is to be hoped that Mr. Borden will not let his suggestion drop. Departments are always loath to take on any new duty, and it will require persistent effort to bring the matter to a practical conclusion. But should Mr. Borden induce the Government to carry out his proposal he will not only confer a great benefit on the producing provinces in the east, but on the consumers of the west.

THE GROCER will welcome the day when the fishing interests of the Maritime Provinces receive the attention from the Government their importance and possibilities deserve.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

The Western Cattle Industry.

From our Winnipeg Correspondent.

OWING to the weakness of British markets during the past few weeks the export cattle trade of the West is presenting some features that are rather new to it. For this reason your correspondent called upon Mr. J. T. Gordon, M.P.P., western head of the great exporting firm of Gordon, Ironside &Fares, and asked his opinion on the present rate of shipments. Mr. Gordon is an extremely popular man among newspaper fiends for the simple reason that when applied to for information, if he can give it he does so, and does not make you feel that he has conferred an inestimable benefit upon you, or that you have wasted the time of a very busy man, which by the way, he is.

Mr. Gordon said, "Up to the present time we have not shipped more than one-third of the number of cattle we had shipped at the corresponding date last year and those we have shipped included the stock from our own ranges in the West." The Gordon, Ironside & Fares ranges, by the way are among the largest in the West and the same firm has an enormous range in Old Mexico. Continuing, Mr. Gordon said: "The reason for this falling off in shipments through our channels is threefold. In the first place, owing to a number of different causes the cattle are about a month later than last year and then again the Summer has been an exceptional one for rainfall, which has made the grass soft, and although the cattle are all strong and vigorous they are thinner than they should be at this season, but the third is probably the principal reason for the falling off in shipments. The British market, as you know, has been low even for fat cattle and very low for range cattle, and we have not been able to offer more than 3¼c., point of shipment, for several weeks. On the other hand, commission men, particularly in Montreal, have been sending circulars through the country, I have seen them myself, in which they state the price of Canadian cattle to be 12c. on the English market, this at a time when the price of range steers was only 9½ to 10c.

"When a rancher gets a circular like that he assumes that the price quoted is for range steers, the only cattle he has to sell, and when you go and offer him 3¼c. a pound at his own station he refuses to accept it.

"A few of the ranchers have been shipping through the commission houses and I greatly fear that when they get their returns they will be still more dis-satisfied. For instance, taking into account the present price of steers, they have paid far too high a price for steamer space. It all had to be contracted for ahead and some of them are paying 50, 52 and even 55 shillings for it. No matter what price range cattle slump to, that space must be filled at the contract price. Now the average of our steers this year is about 1,200 pounds; such a steer would dress 60 pounds to the hundredweight in Winnipeg, and 55 to the hundredweight in Great Britain. That would give you 660 pounds of dressed beef to sell at 9½c. or $62.70 for the beast sold in England. Now allowing 52 shillings for space and all the freight, feeding and other charges, it costs to lay that beast down in England $32, leaving just $30.70 for him on the ranch after three years' keep, when probably the same animal cost his owner $27 as a stocker. You can figure the profit on that for yourself.

"Personally, I do not expect much improvement in the British market for two years at least, as times are not so good among the working classes in Great Britain as they have been and consequently the demand is not so good, while the supply on this side of the water is constantly increasing."

While the subject of cattle is under discussion it is of interest to note that the new beet sugar industry at Raymond, Alberta, of which notice was sent you last week, is taking up a scheme for the feeding of cattle in connection with the by-products of their factory. Several cattlemen who have been asked about the matter regard the proposition with favor. By another season Alberta may be in a position to ship a small number at least of fatted beeves. The question of finishing cattle from the western ranges on Manitoba farms is also receiving more or less attention. It is only a revival of the doctrine preached so clearly and forcibly by Professor Robertson, Dominion Dairy Commissioner, that the West should ship all her products in the most concrete form.

COMMISSION MAN MARRIED.

Mr. John A. Gunn, of Gunn, Langlois & Co., the St. Paul street, Montreal, commission merchants, was married on October 7, in Toronto, to Miss Isabella Elliott Montgomery, third daughter of Mr. Wm. J. Montgomery. The ceremony was performed by Rev. Mr. Gandier, assisted by Rev. John Neil, at the residence of the bride's father, 22 Isabella street, in the presence of only the immediate relatives of the bride and groom. The bride, who was unattended, was given away by her father. After the ceremony and the wedding breakfast Mr. and Mrs. Gunn left for New York and the Eastern States. On completion of their tour they will reside in Montreal. Mr. and Mrs. Gunn have the best wishes of "The Grocer" for a long and happy life.

The Ubero Coffee Co., an American firm, who have a plantation in Mexico, are understood to be making an effort to float a company in Canada.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

Exhibit of Lumsden Bros. at the Dominion Exhibition.

WE WANT AGENTS

in every town where our goods are not now sold to handle and push

JERSEY CREAM YEAST CAKES

SOCIAL TEAS
SOCIAL COFFEES
SOCIAL COCOAS
SOCIAL BAKING POWDERS
SOCIAL BREAKFAST FOOD

We are prepared to make special inducements to the right men. If you are interested drop us a line. We will be glad to quote you.

LUMSDEN BROS.,

HAMILTON——————and——————TORONTO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES.

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THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM YEAST CAKES

Lovely Spanish AND Smyrna Fruits

at tempting prices. Now is the time to get in before our stocks are broken up.

Boxes "Rein's"	Choice Clusters.
Boxes "Rein's"	Choice Clusters, each 28 - 1s Cartoons.
Boxes "Rein's"	Dehesa Clusters.
Boxes "Rein's"	Cock Brand Shelled Almonds.
Boxes "Solari's"	Eleme Figs, 10s.
Boxes "Solari's"	Eleme Figs, 14-oz. Glove boxes.
Boxes "Solari's"	Finest Figs, each 24 - 1s Cartoons.
Boxes "Solari's"	Pulled * Magnum, extra choice, each 28 lb.
Boxes "Solari's"	Imperial Sultanas.
Boxes "Solari's"	Royal Sultanas.

JAMES TURNER & CO.

Wholesale Grocers, = = = = HAMILTON.

What the grocer in Canada wants is an out-and-out good commission house in Toronto to which he can consign his BUTTER, EGGS, POULTRY, etc., and get CASH straightway if desired; or, if preferred, a market opportunity such as his own limited field cannot offer.

The grocer may have exactly what he wants—quick cash, or a first-class market opportunity—that is, a sale on commission when the market is at its high point.

Send us your produce. Your butter, eggs, fowl, are better in our possession than in yours. We have a COLD STORAGE plant, thoroughly modern, with a capacity of 75,000 cubic feet, the equivalent of a room 100 x 75 x 10. We can take care of all the shipments made us without trouble. Whether we buy your consignment outright, or hold for your advice, or sell when we think the markets are highest, we are in a position to handle your consignments better than other firms who lack our advantages.

When the grocer knows that he has a sure, safe outlet for his produce, he need not hesitate to buy or take in exchange all the BUTTER, EGGS, POULTRY, etc., that may offer. There is good money in barter if one has a quick and sure market.

Do you want assurance as to our integrity, our commercial standing? Get your Bank to get a Bradstreet's report on us. We are quite prepared to have the searchlight turned on us. We have our markets in the big Canadian cities and in England. Our connections are of long standing and are constantly increasing. It is the firm with an outlet, a big outlet, that is good for you to be in touch with all the time. Firms with a purely local trade can never do so well for you as we can. We appeal to your intelligence and leave the decision to you with full confidence.

To the English trade we have to say that our Canadian business is growing rapidly; that every week we are having consignments from country merchants who have been persuaded to entrust their produce sales to us. Thus it follows that we are able to cater to a larger market.

A long and intimate acquaintance with the Export Trade to England has made us understand thoroughly what to send, how to send, and when to send. The demand for Canadian Produce of good quality is never satisfied. English dealers will do well to correspond with us if interested in importing Butter, Cheese, Eggs, Fowl, etc.

BANKERS' REFERENCES.
ENGLISH REFERENCES.

The J. A. McLEAN PRODUCE COMPANY, LIMITED

73, 75 and 77 Colborne St.,

TORONTO - - CANADA

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Review of Season's Cheese Trade.

THE production of cheese this season has increased considerably as compared with last year. This is shown by the export statistics which, although not official, may be taken as substantially correct, as follows :

Shipments of Canadian cheese from the ports of Montreal and Portland, compiled to October 10 :

This season	1,998,773	boxes.
Last "	1,593 595	"
1901	1,413,953	"

This increase in the production of cheese, however, has been at the expense of the butter output, which has fallen off very considerably, as compared with last season ; the total exports from the same ports and for the same dates being :

This season	286,998	packages.
Last "	394,287	"
1901	339,664	"

The higher range of prices for cheese which has prevailed during this season is largely responsible for the increased production.

The stocks of last year's cheese on hand in the early months of the year both here and in Britain were inadequate to supply the trade until the arrival of the new make in sufficiently large quantities to meet the requirements of the British market. As a result prices advanced considerably, and the remaining stocks of old cheese were sold at extraordinarily high prices, while the April and May make of new cheese were sold at prices which were the highest on record for new-made cheese. The price for April ran up to from 13 to 13½c , and the price for May, though lower, was still on a high level.

These prices, of course, could not last, and, as the production increased, were gradually forced down, reaching the lowest point of the season about the end of July, when they hovered about 9c.

On account of the exceptionally large make it was expected at this time that prices would continue at about this level, and the sharp advance which followed was entirely unlooked for by the majority of those in the trade. The advance, however, was warranted by higher prices obtained in England, and the rise was continued until in the early part of September prices reached a level of about 11c., which was 1 to 1¼c. higher than at the same time last year.

Just at this point the market appeared to come under the control of speculators, and prices rose rapidly to as high as 12⅜c. This advance, however, was not warranted by market conditions, and prices have since eased off till on October 10 prices ranged at the boards from 10½ to 10⅞c. There has been an improvement since then, however, and the latest board sales at time of writing were at from 11½ to 11 7-16c.

On the whole the quality of our cheese has been very good this year. There have been some complaints of taint, but these have been largely confined to the Kingston district, and strenuous efforts have been made to determine the cause and provide a remedy. Some complaint has also been made of cheese being forwarded in too green a condition. This, of course, was due to no imperfection in the making, but to the fact that buyers have been over-eager, on account of the light stocks, to secure cheese, and they have insisted on shipping before it was really ready to leave the curing-room.

In looking back over the closing season there are many grounds upon which we can congratulate our cheese producers.

Cheese Section at the Dominion Exhibition.

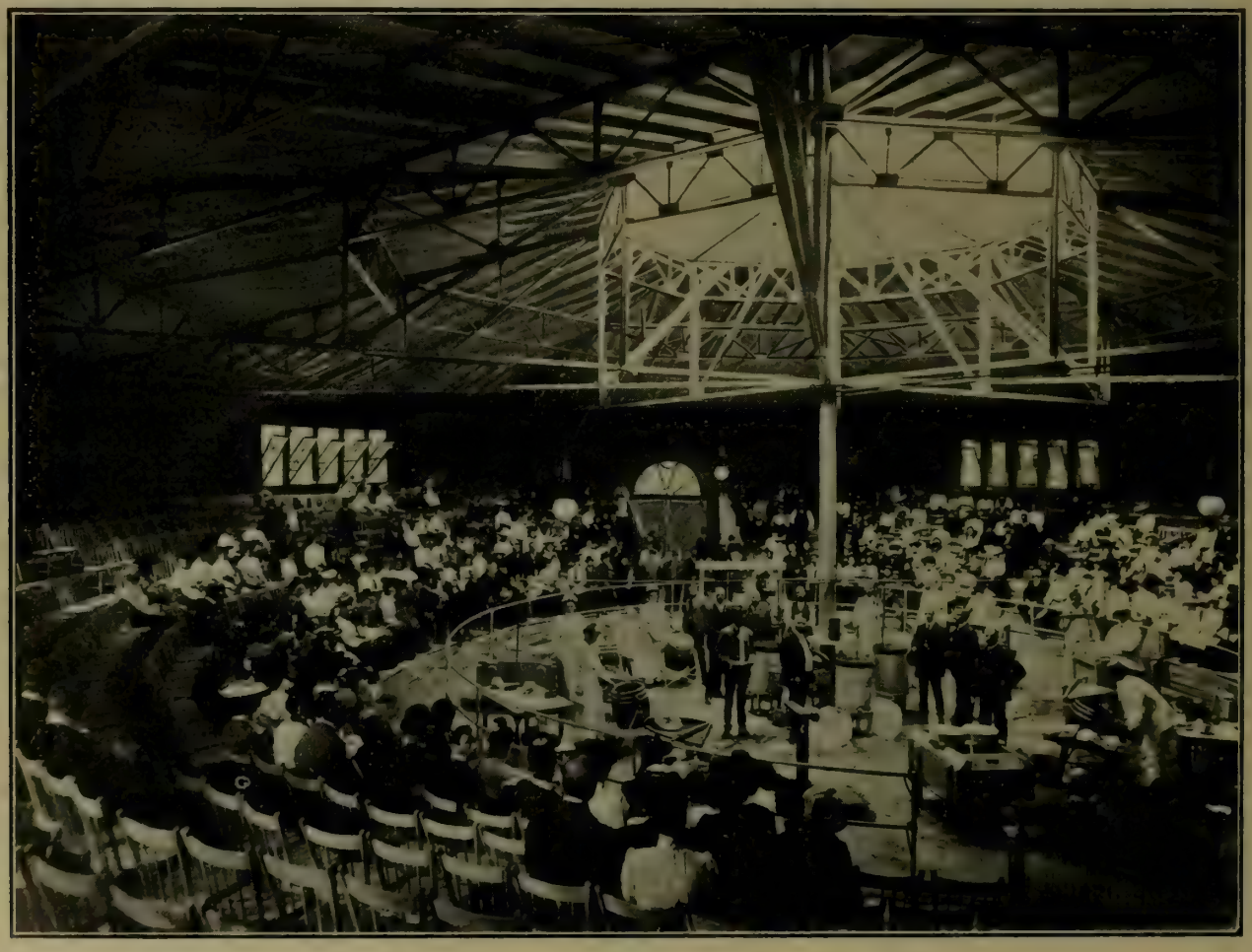
Dairy Products at the Dominion Exhibition.

THE interest taken in the dairy section at the Dominion Exhibition was as deep as it was deserved. The exhibit of cheese, a view of which is herewith given, is said by old cheesemen to have been the finest they had ever seen, and they were convinced that it had never elsewhere been equalled. The exhibits represented a wide field, and were of the highest quality.

The companion view of the dairy amphitheatre, adding the competitive element, was perhaps of even greater interest. Here daily competition in butter and cheese-making was carried on between amateurs, graduates of our dairy schools

and professionals. The most approved scientific and sanitary appliances were in use, and while the interested spectators in the seats around watched the process of making gilt-edged butter and cheese lectures were delivered by experts on various matters of dairy interest, and answered questions proposed by interested auditors. The dairy section was at once a school of instruction and a convincing advertisement of Canada's determination to excel in the products of her dairies.

In the view of the cheese section is seen a group of representative cheese men with Mr. A. F. MacLaren, M.P., the chairman of the dairy section, in the centre. The view of the amphitheatre, taken during a butter and cheese making contest, shows the young lady and young men contestants at their work, and in the centre the lecturers and officials in charge.



Butter and Cheese Making Competition in Dairy Amphitheatre—Dominion Exhibition.

A Few Provision Statistics

REFERENCE to the receipts from our Trade and Commerce statistics given below shows a very satisfactory progression. True, 1900, the year of the South-African war, shows an abnormally large output in some lines which has not since been duplicated, but, on the whole, oru progress has been steady and continuous, as witness the growth from $13,797,690 in in 1890 to 41,463,488 in 1902.

Exports for fiscal year indicated up to June 30:

		1890.	1895.	1900.	1901.	1902.
Cheese	lb.	107,489,877	155,780,972	192,573,261	200,385,432	202,873,731
Cheese	$	10,523,946	15,118,894	20.483 981	21,123,251	19,870,141
Butter	lb.	3,189,083	3,720,245	26,980,607	16,656,279	27.889,907
Butter	$	526,654	709,126	5,429,563	3,355,197	5,667,150
Eggs	doz.	12,844,610	6,500,818	10.187,966	11.363,914	11,639. 755
Eggs	$	1,795,913	807.991	1,457,942	1,692,296	1,736 141
Bacon and hams	lb.	7,725,644	40,134,054	135.036,495	105 581,967	107,987,881
Bacon and hams	$	647,296	3,806,714	12,758,525	39.783,264	12,404,990
Total provisions	$	13,797,690	21,496 054	41,031,513	39,886,449	41,463,488

The returns for the fiscal year just ended, i.e. to June 30, 1903, are as follows:

Exports of cheese:

	Lb.	$
To Great Britain	228,394,482	24,620,004
United States	56,676	7,779
British West Indies	337,683	44,674
Newfoundland	198,622	21,334
Other countries	112,462	19,152
	229,099,925	24,712,943

Exports of butter:

	Lb.	$
To Great Britain	32,203,944	6,554,014
United States	50,745	10,225
Newfoundland	353,286	69,017
Other countries	1,520 969	321,362
	34,128,944	6,954,618

Exports of eggs:

	Doz.	$
To Great Britain	7,305,136	1,420,760
United States	57,821	11,560
Other countries	52,191	8,934
	7,415,148	1 441,254

Exports of bacons and ham:

	Lb.	$
To Great Britain	141,699,171	15,873,739
United States	47,593	7,004
Other countries	250,487	31,451
	141,997,251	15,912,194

The total for the four items of cheese, butter, eggs and bacon and hams, is therefore $49,021,009, or $7,557,521 in excess of the grand total for all provisions for 1902.

Cheese Markets.

London, Ont., Oct. 17.—At to-day's market a total of 1,402 boxes cheese offered, 245 being white, balance colored. Sales

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

FEARMAN'S . .

English Breakfast Bacon

and

"Star" Brand Hams

are unequalled in quality.

—PUT UP BY—

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Mess Pork, Short Cut Pork, Plate Beef.

Hams	Pure Lard
Breakfast Bacon	Full Cream Cheese
Roll Bacon	Stilton Cheese
Long Clear Bacon	English Brawn
Bologna Sausage	Boiled Hams
Pork Sausage	Boiled Roll Bacon

RELIABLE GOODS AT RIGHT PRICES.

Write or wire for special quotations on car lots

The Park, Blackwell Co., LIMITED

PORK PACKERS,

TORONTO, ONT.

were made at 11⅜c. to 11 5-15c.; next market Saturday, Oct. 24.

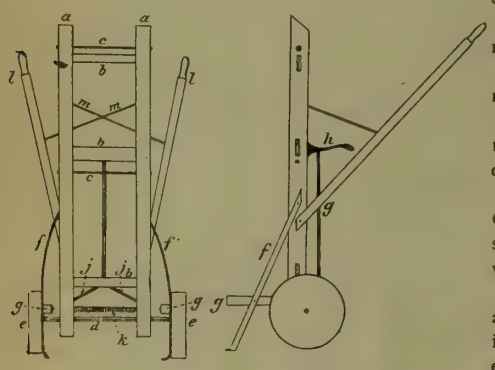
Belleville, Oct. 17.—At meeting of Cheese Board to day 2,190 boxes cheese registered, 2,345 white, balance colored. Sales were: Watkins 375, Bunton 510, Magrath 450, Alexander 370, Hodgson 280 at 11⅛c. and Alexander 30 at 11 7-16c.

Watertown, N.Y., Oct. 17.—Cheese sales. 5,500 at 11c. for large and small.

Cowansville, Que., Oct. 17.—Forty factories offered 1,859 boxes cheese; 18 creameries offered 1,069 boxes butter; creameries, 10⅝c. to 11 5-16c.; butter, 20⅛c. to 20⅞c.

Device for Handling Cheese.

WE give below a rough draft of a recent invention for handling cheese, which has been found very serviceable. The device consists of two wooden standards (aa), 2 by 3 inches by 5 feet high, securely fastened together by cross pieces and rods (bbb) and (cc). To these standards is fastened an iron axle (d), with wheels (ee) about 8 inches in diameter, with 2-in. face fastened to either end. Strips (ff) and (gg) of band iron are used as clamps to catch the sides of the boxes of cheese, rendering it easy to pick



up a pile of cheese as high as, or higher than, the truck. These clamps are operated by means of lever (h), rod (i) and braces (jj), which, being pressed down, hold the clamps together on the boxes. These are held in place by a "dog" on the back of truck, which is not shown in the drawing; which, being released, allows spring (k), fastened to the rear end of (gg), to draw said clamps together at the back, thus spreading them at the front and releasing the boxes. The operator wheels the truck up to the pile of cheese, presses down lever (h), tips the truck so as to about balance, when it can easily be wheeled along—carrying a load of from 350 to 400 pounds—by means of handles (ll), which are braced with braces (mm).

Pork Factory to be Reopened.

The Farmers' Co-operative Pork Packing Co.'s large factory and outbuildings at Brantford, which have been lying idle for the better part of this year, have been purchased by Geo. Matthews' Co., of Peterboro' and Hull, who will start the factory going as soon as needed changes are made in the drainage of the place. It is said that the Matthews people will push the factory to its full capacity.

The Butter Act, 1903.

WE have at hand a copy of the new Butter Act passed and assented to this session and now in force. The Act defines the various grades of butter, fixes the legal limit for water, and prohibits the manufacture of margerine, or improper marking of packages.

THE ACT.

The important clauses are as follows:

2. In this Act, unless the context otherwise requires,—

(a) "Creamery" means a place where the milk or cream of not less than 50 cows is manufactured into butter;

(b) "Dairy" means a place where the milk or cream of less than 50 cows is manufactured into butter in a building equipped with proper appliances;

(c) "Butter" means the food product commonly known as butter, which is manufactured exclusively from milk or cream or both, with or without the addition of coloring matter, common salt, or other harmless preservative;

(d) "Creamery butter" means butter which is manufactured in a creamery;

(e) "Dairy butter" means butter which is manufactured in a dairy;

(f) "Renovated butter" or "process butter" means any butter which has been melted, clarified or refined and made to resemble butter.

3. No person shall manufacture or import into Canada, or offer, sell or have in his possession for sale any butter containing over 16 per cent. of water.

4. No person shall mix with butter any acid, alkali, chemical or any substance whatever, which is introduced or used for the purpose or with the effect of causing the butter to absorb water or any part of milk or cream.

5. No person shall manufacture, import into Canada, or offer, sell or have in his possession for sale, any oleomargarine, butterine or other substitute for butter, manufactured wholly or in part from any fat other than that of milk or cream.

6. No person shall manufacture, import into Canada, or offer, sell, expose or have in his possession for sale any renovated butter, process butter or butter which has been treated in the manner described in section 4.

7. No person shall brand or mark the word "creamery," or any combination of words which includes the word "creamery," upon any box, package or wrapper containing butter, unless the butter contained in the box, package or wrapper consists wholly of creamery butter manufactured at one place.

8. No person shall sell or offer, expose or have in his possession for sale any butter contained in any box, package or wrapper upon which the word "creamery," or any combination of words which includes the word "creamery," is branded or marked, unless the butter contained in the box, package or wrapper consists wholly of creamery butter manufactured at one place.

9. Nothing contained in sections 7 and 8 of this Act shall apply to butter in rolls, prints or packages or less than 25 pounds in weight, not intended or export, provided the said butter is manufactured n a building equipped with the appliances used in creameries.

The remaining clauses provide for the penalties and the machinery for enforcing the same.

CONDITIONS OF THE TRADE.

Accompanying the copy of the act is a bulletin from the Department signed by J. A. Ruddick, chief of dairy division, and Jas. W. Robertson, commissioner of agriculture and dairying, in which the following interesting comments are made, viz.:

The expansion of our dairy industry in the future depends very largely on the export of creamery butter, and as the extent to which this trade may be developed depends in turn on a high standard of quality being established, we are justified in adopting every possible means necessary to protect the good name of Canadian creamery butter.

The relative selling price of all butter made in Canada is influenced and regulated by the price obtained for that which is exported, and therefore it is obvious that anything which tends to improve that price will help the whole butter trade.

That there is still room for a great increase in our exports of fancy creamery butter to the markets of the United Kingdom is shown by the fact that during the year ending June 30, 1903, we sent only about 6 per cent, of the total importation.

OUR COMPETITORS.

The following countries compete with us for this trade, viz.:

Denmark, Russia, France, Holland, Sweden, New Zealand, Australia, United States, Belgium, Argentina, Norway and Germany. The four first named each supply more at present than Canada does.

In some of these countries very stringent laws have been enacted to regulate the marking, grading and export of butter, but they do not depend wholly on legislation to enable them to capture the trade. They are applying the knowledge gained through investigation and the advancement of dairy science to the production and handling of milk and the manufacture of butter. Canadians must do likewise if they wish to compete successfully in this important trade.

NEEDS OF THE INDUSTRY.

The following are some of the most pressing needs of the Canadian creamery butter-making industry:

(1) Better constructed and more sanitary creamery buildings.

(2) Improved refrigerators at the creameries where the temperature can be kept at least below 36 deg. Fahr.

(3) Delivery of the cream in a fresher and sweeter condition where the cream gathering system has been adopted.

(4) Stronger and neater finished packages for export butter.

(5) Heavier and purer vegetable parchment paper for lining packages.

(6) Frequent and regular shipment of butter from the creamery to a cold storage warehouse where lower temperature can be secured.

(7) Great precaution in transferring butter from the creamery to the cars to prevent it from becoming unnecessarily heated.

Some of these improvements may be effected by simply exercising ordinary care and following common business methods, while others will in-

Money for you

Vinegar— White Wine XXX **17c.**

Pork— Boneless Shoulder Pork **$18.00**

I am buying all kinds of **PRODUCE**, and pay the highest prices.

Write me.

JOSEPH GRANT,

Wholesale Grocer and Liquor Merchant.

OTTAWA, ONT.

MADE IN GUELPH

AND WHY NOT?

It stands to reason that a biscuit house to live and flourish must make biscuits second to none. The success we have had in the few years we have been making

"SUPERIOR BISCUITS"

admits of no other conclusion than that we are exceeding the average. Quality, not tradition, counts.

ARE YOU SELLING
ROYAL CREAM SODAS, SALTED CRACKERS,
AND OUR OTHER LINES—**60** VARIETIES IN ALL?

Guelph Biscuit & Confectionery Co., Limited

GUELPH, CANADA.

The

Harriston Pork Packing Co.

Limited

Manufacturers and Curers of the

"HARRISTON" BRAND

of Bacon, Hams and Lard

—ALSO—

All kinds of Sausage, Bologna and Canned Goods.

INSIST ON HAVINIG THIS BRAND.

NONE BETTER.

Harriston, Ontario

Griffin & Culverwell,

PRODUCE BROKERS

3 Bristol Bridge, **BRISTOL, ENG.**

We are in a position to accept Canadian agencies for **Butter, Cheese, Bacon, Lard, Lard Oil, Oatmeal, Peas and Canned Goods.** Correspondence and consignments invited.

TELEGRAPHIC ADDRESS: "GRIFFIN, BRISTOL."

Operating MONKLAND MILLS,
BROOMFIELD MILLS
FERGUS ELEVATOR, and
MAPLE CREEK RANCH, ASSA., N.W.T.

CABLE ADDRESS: "MONKLAND."

James Wilson & Sons

Fergus, Ontario,

Canada

Grain Merchants and Manufacturers of Standard Granulated and Rolled Oatmeal, Rolled Oats, Corn Meal, Pot Barley, Pearl Barley, Split Peas, Pease Meal, and Chopped Feed of all kinds.

W. YOUNGER

(LATE JAMES FLACK & CO.)

PRODUCE AND PROVISION IMPORTER

Is in a position to receive consignments.
Correspondence invited.

3 and 5 BROADWAY, **Stratford, London, ENGLAND.**

We Have the FINEST Quality of . . . . . .

HAMS

all kinds of **BACON** and pure **LARD** in Canada. Also large dealers in

EGGS, Finest CHEESE and choice BUTTER

Ask for Prices. Send for Sample Order Please.

The Whyte Packing Company, Limited.

STRATFORD, ONT.

Branch at 592 St. Paul St., - MONTREAL.

volve some extra expense. When it is considered, however, that the general quality of Canadian butter may still be improved to the extent of increasing its value at least 1c. a pound—and that must be done before it is on a par with the best butter now sold in Great Britain—there is nothing unreasonable in suggesting that a portion of this possible increase in value should be invested in the manufacture of the butter in order to secure the higher return.

Canadian Butter and the British Market.

By Walter W. Jones.

THE quantity of produce which finds its way into the English market from foreign centres, to meet with ready sale, would probably amaze the casual visitor. The ease, too, with which consignments are "ranked" as to their commercial worth is not a little remarkable, and a "mark" that has been well reported on by previous purchasers is sure to meet with active attention.

Probably one of the most interesting to Canadians is found in that of the London and Liverpool butter markets.

The quantity of butter distributed from these two centres is of great volume, quality in almost every case being the chief consideration. Inferior butter is not wanted, and will go begging for an offer; whilst at the same time there will be found ready buyers for anything showing "quality" and "good making."

An interesting feature, too, and one which should carry weight with Canadians, is the purpose for which the great bulk of butter is purchased. True it is that a fair quantity ultimately finds its way to the breakfast table; but by far the greater bulk is used for confectionery purposes, and for these uses buyers are always in evidence to snap up suitable lines. But here is where the difficulty begins — to find a butter carrying that uniformity of solidity, flavor and color necessary to successful manufacture.

The confectionery trades in Britain have made enormous strides during the past few years, and now the rule is for the housewife to purchase her cake, biscuits and small pastries from her grocer or store, where, heretofore, they were all made at home. This, it can be readily seen, has opened the door for establishing important factories to exploit these industries. Cakes, etc., are made in these factories by the ton, and in an ever increasing variety.

The care and attention which has to be given to every detail of manufacture is what counts in the successful handling of such an industry, and it is not an uncommon sight to see a board of directors consisting of several gentlemen, passing judgment and deciding as to the "mixture" to be used by the foreman in making any given line of cake, etc., and from that moment he must maintain his product equal in every respect to the sample submitted to his directors, and comparison is constantly being made of the various "bakings" by the manager in charge, to secure continued uniformity.

As mentioned before, large batches are made at one time, and the material used accurately measured and weighed for each batch to ensure as far as possible equal final results.

Large quantities of butter are purchased for these industries, and it is an absolute necessity that the butter should be properly made and uniform throughout, as otherwise no two batches of confectionery would be alike, causing serious hindrance and loss to the trade, as upon the fat used, in great measure depends the ultimate fine flavor, texture and quality of the finished cake. For instance, a baker might be most careful to have all his ingredients correct as to quantity, and especially so as to quantity of butter he weighs out; but should that butter differ in its intrinsic value, through improper making, his calculations are all thrown out of line, giving a totally different result in the finished article; often a disastrous one, as a batch once started must be carried through quickly, and there is little time to correct an error in course of manufacture.

The importance, therefore, to the industry of being able to secure a "brand" of equal consistency and continued uniformity, is evident; and the Canadian who wishes to secure the British market for dairy produce cannot afford for one moment to let slip so important a feature.

The continental markets have long since given attention to this feature, and are sending in butter of a fair degree of uniformity, and in some instances—particularly so from Russian centres where the Government are giving special attention to the industry — consignments of different dates can be relied upon to compare favorably with each other.

From other centres—notably American—the difficulty is sought to be overcome by making special "fat" mixture for the purpose, and endeavoring to secure the market by selling at low rates; but the objection to these products is, that they invariably carry with them a flavor foreign to the genuine butter that they are meant to replace, and which can be clearly detected in the finished confectionery.

Unquestionably the scope in this direction is large, and no trouble or care should be spared to secure this output for Canadian butter, as we cannot but think, that with the facilities at our disposal, such as cold storage, continuous and quick freight, any difficulties might be easily overcome to adapt our produce to such market requirements.

Further — butter for household purposes on the British market should be looked at from another standpoint; this market has been held, to some extent, by the continental product know as "margarine," sold at a price with which it would appear to be impossible to compete. The British law, however, is very stringent in this regard, and it cannot be sold otherwise than under its own name, and but very small per cent. of natural butter is allowed by law to enter its composition as flavoring.

There still remains the open market for first-class "table butter," held, to a large extent, by the Brittany and Danish butters, but which Canada with her superior advantages should, by a steady and decided hit for first-class quality, secure against all comers.

Meat and Meat Prices in Germany.

THE continued high prices of meat in Brunswick, Germany, have caused a number of complaints, writes United States Consul T. J. Albert from Brunswick, Germany. A few months ago, when there was a decrease in the price of cattle, it was hoped that it would be accompanied by a fall in the price of meat. This did not occur and there seems to be no prospect of the hope being realized.

WHOLESALE PRICES.

At the end of August the market prices for cattle at the city slaughterhouse, per 110 pounds slaughtered weight, were as follows:

Beef cattle	$15 23 to $17 66
Fatted calves	18 32 to 21 42
Small sucking calves	14 28 to 16 52
Wethers	17 37
Sheep	16 52
Hogs	13 80 to 14 76

These prices for hogs have prevailed for some time. The lowest price for them during the year was slightly under 50 marks (11.90) per 110 pounds slaughtered weight. The tendency is for still higher prices for hogs than the highest given.

RETAIL PRICES.

According to the statements of the Brunswick Butchers' Union the retail prices for meat per pound at the end of August were:

	Cents.
Beef	17 to 19
Veal	18 to 19
Mutton	18
Pork	17

It must be remembered that the German pound is one-tenth greater than the American pound.

A comparison of the wholesale price for cattle with the retail price for meat gives little promise for an early reduction in the latter. The "Freibank," or table, at the slaughterhouse—where meat of an inferior quality, but considered not injurious to health, is exposed for sale at low prices—is more frequented than usual. Nothing is allowed to go to waste here which can

Holiday Specials

P. P. P.

PREMIER PLUM PUDDING.

SIZES:

Individuals, 4-doz. case, per doz.	- - -	$ .95
1s - 2-doz. " "	- - - - -	2.40
2s - 2-doz. " "	- - -	4.50

It is put together by an expert who has made this article a special study, and we do not believe it can be made better by anybody.

N.B.—We manufacture, prepare and pack ninety other specialties under Premier label (send for Special List). Our King Street plant is one of the sights you want to see when you visit the metropolis. It will furnish you with some excellent business pointers, and prove conclusively why your big competitors come to New York so often.

Olives.

Send for booklet—10,000 quotations. Copy free for the asking.

Nabob Pancake Flour.

Finest article of its kind ever placed on the market. This is the verdict of thousands of discriminating grocers. It is one of the very few Pancake Flours that always delights the consumer.

PRICE LIST.

Cases, 18-2s. - - -	per case, $1.45
" 36-2s. - - - -	" 2.85
5 Case lots, 36-2s. - - -	" 2.75

Premier Oat Flakes.

(None better produced.)

36-2s. - - - - per case, $2.65

Fancy Cluster Raisins.

Write for price list.

Confectionery.

Send for booklet, 1903 issue.

A Fancy Article.

The Golden Syrup

Made by Messrs. Abram Lyle & Sons, Limited, London, England, has attained sales throughout the world to an extent beyond that of any syrup manufactured. IT IS PURE CANE SUGAR SYRUP, crystal clear, and of **grade higher than anything refined in the United States.** We have undertaken the distribution of this syrup for the United States, and unhesitatingly commend it to our buyers as the finest Syrup produced in any country, yet sold at a moderate price.

48 2-lb. tins, in cases, - - per doz., $2.00

Mince Meat.

We manufacture and pack this article in our King Street plant.

	Crystal.	Windsor.	Franklin.	Christmas
Pails, 17 lb, per lb.	.06½	.08	.10½	.15
" 38 lb., "	.06	.07½	.10	.14½
" 5 lb., per doz.	4.25	5.50	7.25	
Barrels, 1-4s, per lb.	.05¼	.07¼	.09¾	.14¼
" 1-2s, "	.05¼	.07¼	.09¾	.14¼
" Whole "	.05	.07	.09¼	.14

Short qt. Mason Jars, $1.80 doz.
Glass Jars, 3 lb., $7.25 doz.
Leggett's Condensed, 12-oz. cartons, per gross, - $9.00
Crown " " " " - 7.00

Send for Wholesale Price List
SPICES

Francis H. Leggett & Company

Office and Salesroom: Franklin Street and West Broadway.
Factory: 132-136 King Street.
Foreign Office: Bordeaux, France.
Telephone: 2230 Franklin.
Mail Order Department.

Importers, Manufacturers and Wholesale Distributors,

New York.

be made use of advantageously and without injury.

SIBERIAN MEAT FOR GERMANY.

The German butcher's special organ, The Allgemeine Eleischerzeitung, announces that a company has been formed in Berlin to purchase meat in the vast country opened up by the great Siberian railroad. For this purpose salted meat will be packed in 4-kilogram (8.8-pound) packages and transported in carlots of 10,000 kilograms (22,000 pounds) and then brought for sale to the great central meat market of Berlin. Only the better cattle will be slaughtered for the company, representatives of which start on the journey to make arrangements in a few days. The expenses for transport duty and other outlays are placed at 3,500 marks ($833) for a carload of 10,000 kilograms (22,000 pounds). The imports are expected to begin in the Spring.

Canadian Dairyman for South Africa.

Mr. W. J. Palmer, D.S.A., manager of The City Dairy Co., Toronto, has been appointed to the position of director of agriculture for the Orange Free State, and he will accept the position, leaving Toronto for his new home about December 1. The Orange Free Staters have for some time been endeavoring to secure a suitable Canadian to fill this position, the salary accompanying which is $6,000 in gold a year, with various perquisites. Mr. G. E. Day, professor of agriculture in Guelph, was offered the position, and for various reasons he found it impossible to leave Canada. Mr. G. C. Creelman, B.S.A., superintendent of farmers' institutes for Ontario, was also offered the position, but found himself likewise unable to accept it.

Dr. Mills, of the Guelph College, was asked to further recommend a suitable person to fill the responsible office, and he at once nominated Mr. Palmer.

The newly appointed director for the Orange Colony was a student at the O. A.C. ten years ago, and was one of the brightest of its students. He took a leading part in the travelling dairies throughout the province when that work was organized. Mr. Palmer is 35 years of age and is the son of a well-known barrister of Prince Edward Island.

THE PROVISION MARKETS.

Toronto.

The provision market in most lines exhibits a firm tone. This is particularly true in regard to hams. Stocks are short, and with orders booked ahead to be filled as soon as cured, there is evidently a satisfactory demand. Heavy mess pork is weaker and lard is quotable on a lower level. We quote :

Long clear bacon, per lb	$ 0 10½	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11	0 12
Medium hams, per lb	0 14	0 15
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	....	0 15
Heavy mess pork, per bbl	18 00	19 00
Short cut, per bbl	21 00	21 50
Shoulder mess pork, per bbl	16 00	17 00
Lard, tierces, per lb	....	0 08½
" tubs "	....	0 08½
" pails "	....	0 08½
" compounds, per lb	0 07½	0 08½
Dressed hogs, light weights, per 100 lb	7 25	7 50
" " heavy " "	7 00	7 25
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

Montreal.

Trade has been somewhat better this last week. Prices are said to have been shaded somewhat to effect business. We quote :

Heavy Canadian short cut mess pork	$19 00	$20 50
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 13	0 14
Hams, per lb	0 12½	0 13

Prices of lard are unchanged. We quote :

"Boar's Head" brand	....	0 08½
Carloads, less	....	0 00½
60-lb. tubs, over tierce	....	0 00½
20-lb. tin pails, "	....	0 00½
20-lb. wood " "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01
Pure lard, in pails, 20 lb	....	1 85
" in tubs, 50 lb., per lb	....	0 09½
" in tins, per lb	0 10½	0 10½

St. John, N.B.

This line has been a puzzle. After the higher prices quoted the market is again easier. Barrelled pork is quoted at quite a low range. There is a fair sale. Mess and clear are at about the same figure, except for the best clear. Beef is quite low ; there is a steady sale. While refined lard shows no change, pure lard is again quoted rather lower. It also has been quite a puzzle. In fresh beef there is a fair sale. Western beef is steady at quite full figures. Domestic beef is not very plentiful ; prices are, however, quite low. Lamb is low ; there is ample supply. Mutton has had a very light sale. Pork is more freely offered at quite steady prices. Veal is not offered. We quote :

Mess pork, per bbl	$18 00	$19 00
Clear pork "	18 00	20 00
Plate beef "	13 50	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07	0 09
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb "	0 06	0 07
Pork "	0 07	0 07½
Hams "	0 13	0 15
Rolls "	0 12	0 14
Lard, pure, tubs "	0 10	0 10½
" " pails "	0 10½	0 11
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 09½
" " " pails "	0 09¾	0 10

DAIRY PRODUCE.

Toronto.

BUTTER.

There is little change in the butter situation since last writing. Export enquiries are light, nor are stocks so heavy as last year. Creamery prints, however, are in good demand. We quote :

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 21
Dairy rolls, large	....	....
" prints	0 17	0 19
" in tubs, best	0 16	0 17
Under qualities	0 12½	0 14

CHEESE.

The decline of last week did not endure. Improved export demand caused a reaction and the boards showed decided improvement. The local market has firmed up a quarter and if the strength on the boards is continued may go another. We quote :

	Per lb.	
Cheese, large	0 11¾	0 12
" twins	0 12	0 12½

Lindsay, Oct. 19.—Victoria Cheese Board met this morning ; 2,200 boxes of September and part of October were boarded. The highest price was 11⅛c., but only a few factories were bought at that price. Buyers present were : Flavelle, Fitzgerald, Cook and Whitton. Board adjourned until Monday, Nov. 9.

Montreal.

BUTTER

There is not much change in the situation. The receipts which are coming forward are being taken up for the local trade. There is not much export demand. Eastern Townships are costing 20½c. at the factories, and are being sold locally at 21½c. The local demand is good for all lines. We quote fresh made creamery prints 22c., boxes, 20 to 21c.; dairy, 18c.; baking butter, 15 to 16c.

CHEESE.

The local trade continues unchanged since our last report. As stated before, the local market is more or less supplied with the small 20-lb. cheese, which are selling at from 11 to 12c.; strong cheese, 13c. The country markets for the large cheese continue steady, 11 to 11½c. being the ruling price. Export demand is dull.

St. John, N.B.

BUTTER

While there are quite full stocks held and rather free receipts, prices are quite firm. The difficulty is to get right quality. Good butter is always in demand. We quote :

Butter, creamery prints, per lb	0 21	0 22
" creamery solids (fresh made), per lb	0 20	0 21
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 17	0 19

EGGS.

Stocks are light. Market is largely supplied from Prince Edward Island, where holders are asking rather higher prices. There is a good sale. We quote :

Eggs, new laid, per doz	0 20	0 22
" case stock, per doz	0 17	0 18

CHEESE.

The market is very lightly supplied. The output in this province has not been as large as was expected. While prices are higher the market is now quiet. The price has affected local sales. We quote :

Cheese, per lb	0 12½	0 13

Provision Notes.

The F. B. Dunn Packing Co., Ltd., made up of leading citizens from all over the province of New Brunswick, has been incorporated.

The premises of the recently organized Sussex Packing Co., of Sussex, N.B., are expected to be ready within the next few weeks. The plant is designed for pork packing and will have a capacity of 200 carcases per day.

FROM THE MAGAZINES.

In this department are catalogued articles of special interest to the business man appearing in the latest issues of the leading publications.

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Industrial Education in the South.
A Lapp Fishing Trip.
The South in American Letters.
Ancient South American Civilization.

COSMOPOLITAN.

The Staff of Employes.
Making a Choice of a Profession.
Captains of Industry.
The Story of the World's Greatest Corporation.

CANADIAN MAGAZINE.

The Empire's Business Parliament.
The Imperial Commercial Congress.
The Threshing of the Grain.
Canadian Celebrities — Hon. Clifford Sifton.
Ancient and Modern Conceptions of Liberty.
The British Embassy at Washington.

NINETEENTH CENTURY.

The Great Fiscal Problem.
The Resources of South Africa.
Native Labor Question.
The Growth of the Japanese Navy.

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Will Mr. Carnegie Corrupt Scotland ?
The Influence of the West upon the East.

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To Unionists and Imperialists.
The Inner Meaning of Protectionism.
France, England and the Anarchy of Europe.

NORTH AMERICAN REVIEW.

Congress and the Currency.
Flood Prevention and Irrigation.
The New Cunard Agreement and American Shipping.
Ireland's Bright Prospect under Recent Regislation.
Japan's Growing Naval Power.
The Dominion and the Republic.
College Training and the Business Man.

CENTURY.

Yellow Fever and Mosquitos.
The Census in Foreign Countries.
The Way of the Engineers.

FORUM.

British and French Submarines.
Administration of Public School Systems.
American Politics.
Finance.
Making and Remaking of Nations.
Sociological Questions.

LEISURE HOUR.

The British Antarctic Expedition.
The Killed and Wounded in Industry.
The Fight for the City.
Cipher Writing.
The Co-operative System among Animals.
Science and Industry.

MONTHLY REVIEW.

A View of the Fiscal Controversy.
Mr. Chamberlain's Proposal.
The Tide of Civilization.
Epistle to a Socialist.
Free Trade and Preferential Tariff.
Free Traders--The Position of a Unionist.

REVIEW OF REVIEWS.

The Progress of the World.
The Death of Lord Salisbury.
Africa After the Peace.
Imbecile War Makers.
A Pilgrimage of Labor to the Holy Land of Peace.

PALL-MALL GAZETTE.

Our Colonial Naval Reserve.
The Discoverers of Radium.

THE ECONOMIC REVIEW.

Moral Principles of Compensation in Temperance Reform.
Co-operation and Commercial Morality.
Present Position of New Trades Combination Movement.
An Arbitration Treaty with France.
The Fiscal Policy of the Future.

MUNSEY.

The Man of Success.
Woman Gamblers.
The Great Promoters.

FRANK LESLIE'S POPULAR MONTHLY.

The Laborer's Hire.
The Clouds.
An Occupation for the Unemployed.

EVERYBODY'S MAGAZINE.

The Machinery of Much Money.
A Guide to Shopping.
With the Procession.

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The Wastes of a Great City.
Some Phases of Trade Unionism.
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Canadian Northwest.
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WHITE & CO., Toronto

CANADA.

IMPORTERS, EXPORTERS and AUCTIONEERS.

WHOLESALE FRUIT and PRODUCE.

We import from all quarters of the Globe, direct **from Producer to Consumer.** Your account solicited.

A FEW OF THE LINES WE HANDLE---Bananas, Oranges, Lemons, Cranberries, Almeria Grapes, New Eleme Figs, Nuts, Dates, Oysters, Finnan Haddie, Salted and Pickled Fish.

1,000 boxes of **New Messina Lemons,** due November 5th. Direct importation.

WRITE FOR QUOTATIONS.

EXPORTERS---Canadian Apples, Onions, Potatoes.

AUCTIONEERS---Auction Salesroom, Cor. Scott and Esplanade Sts. A general Fruit Auction Business conducted.

OFFICE AND WAREROOMS---**64 Front St. East.**

COLD STORAGE---British Linde System installed throughout the premises. Capacity, 25,000 cubic feet.

BANKERS---Canadian Bank of Commerce, Market Branch.

REFERENCES---Our Bankers, or R. G. Dun & Co., and Bradstreet's

CONSIGNMENTS---Owing to our splendid location and excellent facilities, we are enabled to give best results on shipments of **Poultry, Butter, Eggs, Fruit, Honey, Etc.**

INFORMATION CHEERFULLY GIVEN.

WHITE & CO., Toronto

CANADA.

OUR CANADIAN FRUIT AND FRUIT TRADE

Products of Orchard and Garden.

WE are a great fruit-eating people in Canada. When we grow eloquent over the natural resources and products of our country it is most often our wheat, our minerals, and our marine products that are held up to the admiration of the world. Of these great staples we have ample cause for pride, but Our Lady of the Sunshine is equally bountiful in the luscious fruits which in uninterrupted succession are ours almost from springtime to springtime. With exception of the tropical fruits there is scarcely a variety which is not produced to perfection somewhere within our broad confines.

In the east the apple orchards of the Annapolis Valley, famous alike in the world's marts and the realms of verse, are the pride of the Nova Scotian's heart, and thence westward there is scarcely a farm throughout New Brunswick, Quebec or Ontario which has not its orchard lot gleaming pink and green in the blossoming springtime and flushing a rosy red with the ripened fruit in the Fall. From these orchards, in some specially favorable districts, running into hundreds of acres, are gathered the million odd barrels above our own requirements annually exported to the world abroad, and although the apple tree is the one regret of the easterner who takes up his abode in our prairie provinces, the fruit reaches the highest degree of excellence in the valleys of British Columbia in the far West.

Apples are, of course, the staple of our fruit culture and are, with the exception perhaps of small fruits, most widely distributed, but pears, plums, peaches and grapes nowhere reach a higher degree of perfection as to appearance, texture and flavor than they do in our Canadian orchards and vineyards.

Pears and plums find a rather more extended field than do peaches and grapes, and exhibit a luxuriant growth over a considerable portion of Southern Ontario and Quebec. Unfortunately there have not yet been evolved adequate arrangements for placing these fruits on the British market. The matter is this year, however, receiving more attention. The Dominion Government has been demonstrating at the local fairs and exhibitions proper methods of packing fruit, especially pears, for export shipment; and experiments, the full returns from which are not yet available, have been made in forwarding wrapped pears in 20 and 40-pound bozes. The secret of the popularity of California fruit has been largely in the attention given to packing and there is reason to hope that with more experience, scientific methods in packing and cold storage transportation facilities, our more tender fruits shall take the important place in the British market their quality deserves.

View of a Nova Scotia Orchard—Early Summer.

Peaches and grapes, looked upon as semi-tropical fruits, are raised to the greatest perfection in the Niagara and Essex fruit districts. A visit to the peach orchards and vineyards of these districts any time from August to October should be arranged for every visitor to Canada who is still laboring under the delusion that the proper title for Canada is Our Lady of the Snows. It is safe to say that nowhere in the world are peaches and grapes more deliciously luscious or of more exquisite flavor to be found.

But these are by no means the full complement of the fruits "Made in Canada." The strawberry, of which it has been said, "God doubtless could have produced a better fruit, but doubtless God never did," is the first visitor to our markets and tables. Following come the raspberries, black and red, cherries, thimbleberries, the humble but succulent huckleberry, in the West the saskatoon, currants, gooseberries, etc., that make up the large catagory of small fruits.

From the first strawberry that blushes under the June sunshine till the frosts of late October there is not a moment when Canadian fruit of one kind or another is not in abundant supply for all requirements.

To the matter of fruit culture the provincial and Dominion Departments of Agriculture have given a great deal of attention. Experimental stations have been established in various parts and bulletins are sent out from time to time giving the results of the experiments; advising as to the best varieties for various conditions of soil and location, in regard to laying out the orchard, cultivating, fertilizing, pruning, picking the fruit, packing, and indeed there is scarcely a detail in the whole industry on which the grower has not received advice and counsel from the department. This may seem like paternal government, but it is a species of paternity that is appreciated and effective, as witness the wonderful development in

this industry in the last decade. The trees have been kept low for picking, the most valuable varieties have been determined, the fruit has been saved from blight by spraying, and the best methods of marketing inculcated.

On the other hand the Government has insisted that the improved quality of Canadian fruit should not be deprived of its proper reputation by the dishonest practices of a few unscrupulous shippers, and to this effect a stringent Fruit Marks Act is being enforced which ensures a uniform quality to packages by inflicting severe penalties on delinquents.

The following table will give an indication of the course of the export fruit trade for the last few years. The figures are for the fiscal year ending June 30 of the year indicated:

		1898.	1899.	1900.	1901.	1902.
Apples, green	bbls.	439 518	1,077,939	956,674	678,670	516,394
	$	1,307 059	2,624 470	2.578.853	1,483,048	1,567,322
Apples, dried	lbs.	2,552,075	8,167,280	4,181,038	4.328,069	1,688,960
	$	125,658	429.656	210,892	191.386	102,353
Berries, all kinds	$	79.464	89,348	127,740	113,824	84,468
All other fruits	$	271,330	571,932	466,528	261 165	226,375
Totals		1,783,511	3,715,406	3,3[illegible]4,013	2,049,423	1.980 518

Our fruit exports for the year ending June 30, 1903, with the country of destination are as follows:

Apples, green or ripe—	Bbls.	$
Great Britain	973,805	2,696,927
United States	6,064	11,508
Other countries	20,659	50,289
	1,000,528	2 758,724
Apples, dried—	Lbs.	$
Great Britain	539,865	29,143
United States	271,221	12 975
Germany	4.[illegible]89,314	230,204
Holland	2 555,309	125,297
Other countries	139.651	4.783
	7,795 360	402 402
Berries of all kinds—		
Great Britain		$ 145
United States		109,698
Other countries		411
		110,254
Fruit all other—		
Great Britain		$5,547
United States		6,776
Newfoundland		1,005
Other countries		2 768
		16,096
Total		$3,287,476

To this might be added our exports for the same period of canned fruits amounting to $402,186, an item yearly growing in importance. With the increased attention being paid to the cultivation of fruit by the Agricultural Departments at Ottawa and in the different provinces, there are abundant reasons for hope.

View of a Nova Scotia Orchard—Autumn.

At the Dominion Exhibition the fruit exhibit, a reproduction of a section of which is given herewith, was a feature of the very greatest interest, and a revelation of Canadian possibilities, from apples of almost every conceivable variety represented by the very finest specimens, to prize bunches of grapes, reminding one of the trophies brought by Joshua and Caleb out of the land of Canaan; there were fruits of every description fit for the gods.

Our Export Trade.

Our exports of fruits, statistics of which are given below, although noticeably irregular, comprise a very important item in our trade and promise to be more so in the future.

A Fruit Calendar.

THE fruit trade is without doubt one of the most interesting branches of the grocer's business. The utmost parts of the earth are ransacked to provide the delicacies which from month to month appear on our markets and thence find their way to the table of the rich and poor alike. There is no month in the year in which you may not have a choice of fruits plucked from the plantations of the Indies, the groves on the Mediterranean shores, the orchard slopes of sunny California, or, where you will.

During the Summer and early Fall months our home-grown fruits, while not altogether excluding the products of the Sunny South, occupy a large space in the

Grocers!

MEXICAN "STAR."

Ask for price list.

Use Oranges with a reputation.

CALIFORNIA "ROSE."

The Mexican "Star" and California "Rose" have a reputation for unexcelled quality and flavor. We have completed arrangements for handling these brands. Ask for quotations.

We would also like to interest you with prices on our new lines of Dates, Figs, Almonds, Walnuts, Cranberries, etc., as enumerated in our Price List, weekly.

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McWilliam
Mc. AND E.
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WAREHOUSE:
Phone
Main 3394.

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FOR OVER 40 YEARS the name of

WALKER, GUELPH, ONTARIO

has been favorably known to all dealers of Fruit throughout America.
We are Direct Importers and Jobbers in Foreign Fruits and Produce.

OUR SPECIALTIES

Also Figs, Dates and Nuts of all kinds, Oysters and Scotch Finnan Haddies.

ORANGES,
LEMONS
CRANBERRIES
MALAGA GRAPES
OF EXTRA FANCY QUALITY.

We want your business—price and quality always right.

HUGH WALKER & SON, Direct Importers, **Guelph, Ont.**

market. But each returning moon brings some new variety, marking the harvest time of some far off land to the south.

With the early part of the present month the deliveries of native peaches and grapes begin to fall off, but the market is by no means left bare. Oranges from Jamaica have been in for some little time and late Valencias from California are now arriving. In lemons, Sicilian Verdillis are still the leaders, while Californias are now coming forward together with a few Floridas. Bananas, which are with us all the year round, we are now receiving from Central America, since the West India crop was destroyed by the recent storm. Cranberries, of the early black variety, are being received from Cape Cod, Jersey, Wisconsin and Nova Scotia, while Almeria grapes from Spain via Liverpool are also available.

With November the Florida oranges will take the premier place, while Mexicans and Jamaicas will be an important feature in the market. The new cut Sicilian lemons will now be at hand, and bananas and cranberries will continue on about the same scale as during October. Dates and figs, along with currants and raisins, from Mediterranean ports, will also arrive during the early part of the month, while the Almeria grapes will be more plentiful and less dear. California dried fruits—peaches, apricots, and so forth, will also be arriving in considerable quantities.

With December comes the California navel orange, which, with the Florida, will constitute the leaders. Genuine Spqnish Valencias will also be available, and Mexican Senoras will supply the demand for low-priced goods. In the latter part of this month come the first Florida pineapples, just in time for the Christmas trade.

Through January California oranges will increase their hold and on through February, when the Cuban pine may be expected. Thenceforth oranges and pines will be the staples on the fruit market through to May, when they will about have reached their limit.

In April the November cut of Mediterranean lemons reaches Montreal in four large steamers, arriving about a week apart. The big sale of lemons following the arrival of these steamers is one of the events in the Canadian fruit market, buyers being present from as far west as Chicago.

In May the California deciduous fruits begin to arrive, commencing with the plum and the early peach, followed shortly by the Bartlett pear and Tokay grape. These hold the market until the arrival of our own basket fruit, somewhere about the middle of June. Early May sees the arrival of the southern strawberry, which is shortly displaced by the home-grown berry, to be followed before long by copious supplies of our home-grown raspberries.

Between the end of the raspberries and the first of our own peaches and pears the market sags, but in the meantime California deciduous fruits receive fresh attention, and California Valencia oranges assist, with the aid of the Georgia peach, to fill up the gap. Nor must it be forgotten that from April to July the ever-present banana is at its best.

With early August our native deciduous fruits begin to arrive and soon crowd out the foreign importations, holding the market for themselves till the middle of October again rolls round and the fruit cycle is completed.

Glimpse of the Horticultural Hall, Dominion Exhibition.

Cold Storage for Pears.

THE effect of an invention upon an industry is often noted. According to a United States Agricultural Department study just made public the pear acreage of that country has been more than doubled in the last decade, due largely to the introduction and perfection of the refrigerator car and cold storage warehouse, supplemented by some growth in the canning industry. The facts should be of interest to all dealers in Winter fruit.

Pear storage has developed most largely in the east. In New York and Jersey City from 60,000 to 100,000 bushels of Summer pears, 30,000 to 60,000 bushels of later varieties, and many cars of California pears are stored annually. In Boston, since 1895, there have been stored each year from 5,000 to 15,000 bushels of early pears, principally Bartlett, and from 7,000 to 20,000 bushels of later varieties, such as Anjou, Bose-Duchess, Seckel and Sheldon. In Buffalo 10,000 bushels are sometimes stored in a single season, and in Philadelphia from 30,000 to 35,000 bushels. While there are no accurate statistics available and the quantity

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Oranges, Lemons, Malaga Grapes,
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Nuts, Dates, Figs,
Apricots and Prunes.

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BRIGHT, QUARTERED

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FANCY CAPE COD CRANBERRIES,
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Salesrooms, every week during the season, on account of

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Capstan Brand Mustard

is pure and is equal to any in the market.

Try a sample case and be convinced of its high grade and flavor.

Ask your wholesale grocer for it or see our travellers.

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fluctuates from year to year, it is probable that 300,000 bushels are stored in a single year throughout the country.

ABOUT PEARS

Pears of all kinds need to be picked, this investigation shows, before they reach maturity, and to be ripened in a cool temperature, if the best texture and flavor are to be developed. They ripen much more rapidly after they are picked than they do in a similar temperature while hanging on the tree. The rapidity of ripening varies with the maturity of the fruit when picked, and the conditions under which it has been grown. From the experiments with the Bartlett and the Keiffer pears it was found that the Bartlett, if properly packed, kept in prime condition in cold storage for six weeks, provided it was stored within 48 hours after picking in a temperature of 32 deg. Fahrenheit; but that if the fruit did not reach the storage room until four days after it was picked there was a loss of 20 to 30 per cent. from softening and decay under exactly similar storage conditions. The Kieffers stored within 48 hours in a temperature of 32 deg. Fahrenheit have kept in perfect condition until late Winter, although there is little commercial demand for them after the holidays.

There is no uniformity of practice in the temperatures in which pears are stored. Formerly a temperature of 36 to 40 deg. Fahrenheit was considered most desirable, as a lower temperature was supposed to discolor the flesh and to injure the quality of the fruit. The pears were also believed to deteriorate much more rapidly when removed to a warmer air. In recent years a number of storage houses have carried the fruit at the standard apple temperature, i.e., from 30 to 32 deg. Fahrenheit. Large quantities of pears have been stored in 32 and 36 deg. Fahrenheit in the experiments of the Department. The fruit of all varieties has kept longer in the lower temperature and the flesh has retained its commercial qualities longer after removal from the storage house.

FRUIT WRAPPERS.

The life of a fruit in a cold storage is prolonged by the use of a fruit wrapper, and the advantage of the wrapper is more marked as the season progresses. If the fruit is to be stored until late Spring the wrapper keeps it firmer and brighter. It prevents the spread of fungus spores from one fruit to another, and thereby reduces the amount of decay. It checks the accumulation of mold on the stem and calyx in long-term storage fruits, and in light-colored fruits it prevents bruising and the discoloration that usually follows. Careful comparisons have been made of the efficiency of tissue, parchment, unprinted newspaper, and waxed papers, and but little practical difference has been observed. A double wrapper has proved more efficient for long keeping than a single one, and a satisfactory combination consists of an absorbent, unprinted newspaper next to the fruit, with a more impervious paraffin wrapper outside.

There is a general impression that cold storage injures the delicate aroma and characteristic flavors of fruits. It is not true, the reports say, that all cold storage fruits are poor in quality. On the contrary, if the storage house is properly managed, the most delicate aromas and flavors of many fruits are developed and retained for a long time. The quality of the late Fall and Winter apples ripened in this way is equal to that of the same varieties ripened out of storage, and the late pears usually surpass in quality the same varieties ripened in common storage.

SINISTER CONDITIONS.

On the other hand, it is certain that the quality of stored fruits may be injuriously affected by improper handling or by faulty management of the storage rooms. Respiration goes on rapidly when the fruit is warm. If placed in an improperly ventilated storage room, in which odors are arising from other products stored in the same compartment, or in the same cycle of refrigeration, the warm fruit may absorb these gases and become tainted by them, while the same fruit, if cool when it enters the storage room, will breathe much less actively, and there will be less danger of injury to the quality, even though the air is not perfectly sweet. The atmosphere of the rooms in which citrus fruits or vegetables of various kinds—such as cabbage, onions and celery—are stored, is often charged with the odors arising from these products if the ventilation is not thorough.

There is a general impression that cold storage fruit deteriorates quickly after removal from the warehouse. This opinion is based on the experience of the fruit handler and the consumer, and in many cases is well founded, but this rule is not applicable to all fruits in all seasons. The rapidity of deterioration depends principally on the nature of the fruit. A Bartlett pear, which normally ripens quickly, will ripen and break down in a few days after removal. If ripe or overmature when removed, it will decay much more quickly, and in either condition its deterioration will be hastened if the weather is unusually hot and humid.

The easiest way to court failure is not to strive for success. This is an age of hustle.

Production and Consumption of Oranges and Lemons.

THE interesting statistics concerning the production and consumption of oranges and lemons, translated from a recent publication of the Ministry of Agriculture, Industry, and Commerce of Italy, are taken from a report of United States Consul Bartleman, of Cadiz, Spain.

France.—The greater quantity of the oranges and lemons consumed in France are imported from Spain. Bordeaux imported during 1900 203,108 pounds from Italy, 161,770 pounds from Spain, and 11,000 pounds from Algeria. Lyons imported 176,000 pounds from Italy and 110,000 pounds from Spain. Marseilles imported 4,220,000 pounds from Algeria, 3,018,700 pounds from Spain, and 2,015,400 pounds from Italy. Paris, during the first three months of 1901, imported from Spain 36,494,900 pounds, from Algeria 3,392,600 pounds, and from Italy 2,731,400 pounds.

Germany.—Germany imports more and more each year, Hamburg being the centre of distribution not only for the Empire but for Denmark, Sweden, Norway, and Russia. From July 1, 1900, to June 30, 1901, Hamburg imported 800,000 boxes from Italy, 280,000 boxes from Spain, and 5,000 boxes from Syria. (The Spanish boxes contain twice as many oranges and lemons as the Italian and Syrian.) In 1900 Berlin received 102,850 pounds from Italy and 34,207 pounds from Spain. The principal towns in Germany, where there is great demand for this fruit, are Cologne, Dresden, Frankfort, Kiel, Leipzig, Mannheim, Stettin, Munich, Nuremberg, and Stuttgart, which in 1900 imported 25,715 tons from Italy and 8,552 tons from Spain.

Great Britain.—The greater part of the oranges consumed in England come from Spain and the lemons from Italy. Cardiff receives about 50,000 boxes of oranges and 8,000 boxes of lemons from different countries and double the quantity could be consumed. Glasgow receives about 245,000 boxes of oranges from Spain, 26,000 boxes from Italy, 12,000 boxes from Palestine, 2,000 boxes from California, and 1,000 boxes from Jamaica and Florida; in addition to which it receives some 50,000 boxes of lemons from Italy. Liverpool receives 866,910 boxes of oranges from Spain and 26,422 boxes from Italy, as well as about 285,000 boxes of lemons from Italy. London received during the first six months of 1900 (place of origin not stated) 1,448,050 boxes of oranges and for a like period in 1901 1,415,277 boxes of oranges and 239,103 boxes of lemons.

Greece.—Greece exported in 1898 oranges and lemons to the value of $44,901; in 1899, to the value of $68,647.60.

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OURS ARE THE BEST DISTRIBUTING POINTS
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The expense is trifling but the results enormous. Drop us a line, we would explain and send you full particulars.

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Roumania. — Roumania receives large quantities of oranges and lemons, the normal imports amounting annually to about 5,600 tons, mainly from Turkey and Italy.

Russia.—The principal supply of Russia comes from Italy, lemons ranking first. The same holds good for Finland, which in 1900 imported oranges to the value of only $7,057, but imported lemons to the value of $67,955. At Batum there arrived from Sicily during the year 1901, 18,627 boxes, of which lemons constituted 60 per cent. Helsingfors received, in transit for Germany, during the same year 158.4 tons of oranges and 29.7 tons of lemons. Moscow receives nearly all its fruit from Italy. Odessa receives annually 385 tons from Italy, 220 tons from Turkey, and 5.5 tons from Greece. Revel, Riga, Libeau, and St. Petersburg also receive large quantities by sea, or in transit, via Odessa, Taganrog, Trieste, Hamburg, etc. The imports of oranges into all Russia in 1901 amounted to 26,841 tons and the imports of lemons to 25,580 tons.

Servia.—Servia receives its fruit almost wholly from Italy. Of a total import of 179 tons, however, only 18.6 tons are consumed in the country, the rest being re-exported.

Sweden and Norway.—In 1899 Christiania received 3,858 tons of oranges and lemons, one-third of which came from Italy. During the same year Stockholm received 3,082 tons of oranges, valued at $262,804, of which 890 tons, valued at $75,890, came direct from Italy, and lemons, valued at $4,277, also from Italy.

Switzerland. — Switzerland imports oranges and lemons annually to the amount of 2,678 tons, chiefly from Italy and Spain.

Turkey.—Turkey produces a great quantity of oranges and mandarines; nevertheless it imports lemons from Italy, Syria, and Tripoli. The same may be said of Smyrna, Trebizond, Saloniki, Monastir, etc.

South Africa.—Cape Colony imports these fruits from the Canary Islands, Madeira, and Natal, and some from Italy.

Egypt.—Egypt imports chiefly from Turkey and Italy in great quantities.

Argentine Republic. — The Argentine Republic is reducing its importations, owing to the increase of the home production and that of Paraguay. In 1898 Italy sent thereto 113,000 boxes of oranges and 26,863 boxes of lemons; in 1899, 433,000 boxes of oranges and 19,876 boxes of lemons; in 1900, 1,038,000 boxes of oranges and 13,484 boxes of lemons. Spain and Brazil sent small quantities. Other South American republics do not import this fruit, while some export in small lots.

Canada.—Canada receives its oranges and lemons from Jamaica, California, Florida, and Italy.

Australia.—Australia receives about 12,000 boxes of oranges and 28,000 boxes of lemons. All come from Italy.

United States.—In 1900 Chicago received from Italy 45,900 boxes of oranges and 2,150,000 boxes of lemons; from California, 8,000,000 boxes of oranges and 800,000 boxes of lemons; from Jamaica, 800,000 boxes of oranges; and from Florida, 1,000,000 boxes of oranges. The receipt of oranges at New York in 1901 was as follows: From Italy, 2,934 tons, valued at $113,915; from Mexico, 3,900 tons, valued at $136,926; from the British West Indies, 16,925 tons, valued at $444,044; from Japan, 186 tons, valued at $7,751; and lemons from Italy, 72,335 tons, valued at $3,412,308; lemons from Canada, in transit; 1,101 tons, valued at $98,030.

As the production in the United States (California and Florida) increases each year, in a very short time the United States will have to look for a foreign market for its enormous production.

SUGAR BEET PULP AND MOLASSES AS CATTLE FOOD.

AN interesting outgrowth of the beet sugar industry is the utilization of the pulp from which the sugar has been extracted and the waste molasses left in the process of making the sugar, for the purpose of feeding cattle. The pulp of course has been used locally around the factories as fodder, but the device of drying it and, mixed with molasses, pressing into small compass for shipment throughout the country will greatly increase the area within which it may be available. The Dresden Sugar Co, has recently installed a fine plant for using these residues to prepare what is known as Improved Molasses Cattle Food. The process of manufacture is simple. The pulp is simply pressed so as to expel surplus moisture, and is then run into kilns or cylinders where it is subjected to a high degree of heat while being constantly agitated. During this process the waste molasses from the sugar factory is mixed with the pulp, and thus the nutritive ratio increased to a little more than that of plain pulp. The finished article comes out in the form of flakes, the water content being reduced to about 5 per cent. of the whole. Thus the dried pulp as a food is much richer in nutritive elements, pound per pound, than ordinary pressed pulp. The drying process also makes it possible to preserve the pulp a long while and ship it long distances at a minimum expense.

As yet we have made but little progress in Canada in the production of dried pulp. Directly its utility becomes common property among the farmers it may be expected to become one of our staple articles of commerce. To-day in Germany, France and Russia dried pulp is sold in the feed stores the same as bran and oil-cake in our own country, and almost ever stock-owner is a consumer of pulp.

In coming into competition with foreign-fed meats such as mutton and beef, and especially that from England and Scotland, Canadian feeders realize that in order to place Canadian meats, butter and cheese on the tables of foreigners they must not only produce quantity at a low cost, but quality as well. It was the discovery of this fact that led our intelligent successful feeders to investigate the cause contributing the fine quality and flavor of English and Scotch beef and mutton.

It was found that England and Scotland fed along with their dry forage and grain considerable succulent feed, such as turnips, mangel wurzels, sugar beets and rape. Agricultural experiments were immediately begun of using rations composed of ordinary dry feeds and succulent matter. The result of their efforts has been a great modification in the whole system of feeding for meat-production. A food-ration is now recommended containing, along with such concentrated feed as cereals and dry forage, a good supply of succulent foods as essential to excellence in a steak, chop or roast.

The preparation of sugar beet pulp known as "Improved Molasses Cattle Food" offers to the feeder of stock just such a succulent food for stock rations.

Sugar beet pulp is said to be valuable not solely on account of the nutrients it contains, though in this respect it is directly comparable with coarse fodders. Its further value results rather from its aid to digestion and the general healthful tone it gives to the animal. Practically as much grain and other forage is fed in a ration, whether pulp is fed or not. The gain is not accomplished in the saving of grain in a daily ration but in the rapidity with which the animal takes on flesh and gains in weight, thus cutting down the total requirement.

A SUCCESSFUL BUSINESS.

That the plan of interesting the trade, and thus securing a large number of active workers is a success, has been proved in the case of E. W. Gillett Co., Ltd., who are the makers of Royal Yeast, Gillett's Lye, Magic Baking Powder, etc. Ever since the formation of the company the dividends have been gradually increased until stockholders are now receiving at the rate of 10 per cent.

A STATUE IN SUGAR.

A striking feature of Louisiana's sugar exhibit in the Palace of Agriculture at the World's Fair will be a life-size statue of Miss Louisiana, chiseled from pure white sugar.

The Interstate Grocer suggests the following definition for the dictionary of the future: "Sugar—a sweet substance on which fool grocers lose most of their money."

Estabrooks' Blended Teas

(IN BULK)

Chests, ½-chests, and cads or tins of all sizes, are pure Ceylon and Indian.

They are teas that are made to drink and made to bring repeat orders.

They will help increase your tea business.

A postal card will bring you samples and particulars.

T. H. ESTABROOKS,

TEA IMPORTER AND BLENDER,

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"CHAMPION."

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Established 1852.

"GLOBE," with percolator.

R. Campbell's Sons, Proprietors

Manufacturers of the celebrated **"CHAMPION" TEA POTS,** Stove Fire Brick, etc. Also the best lines of Rockingham, Yellow and White Lined Ware made in America. Dealers in Stoneware, and direct importers of Japanese goods of all descriptions. Prices on application and mail orders carefully attended to.

Address **R. Campbell's Sons,**

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JONAS'

FLAVORING EXTRACTS

are genuine.

A man cannot always be judged by the clothes he wears. You wouldn't care to deal with a man simply because he dresses extravagantly. There are extracts put up in handsomely-labelled bottles—well dressed—but, oh dear, the contents are of a quality that is in objectionable contrast to the appearance of the bottle. It's the bottle containing the ***pure, strong, rich, genuine*** flavoring extract that the careful housekeeper seeks. She doesn't buy the attractively-dressed bottle.

JONAS' FLAVORING EXTRACTS

are the kind that can be depended upon. Their unequalled purity, strength, richness are the leading factors about them. The progressive grocer does not consider his stock complete without Jonas' Extracts. They are ***reliable*** goods for ***reliable*** grocers. Our ***thirty-three*** years' experience as extract manufacturers is a sufficient guarantee for ***quality.*** No other line of extracts is as ***profitable*** or ***popular*** for the dealer to handle as ***Jonas'.***

MANUFACTURED BY

HENRI JONAS & CO., Montreal.

An Artistic Store Plan.

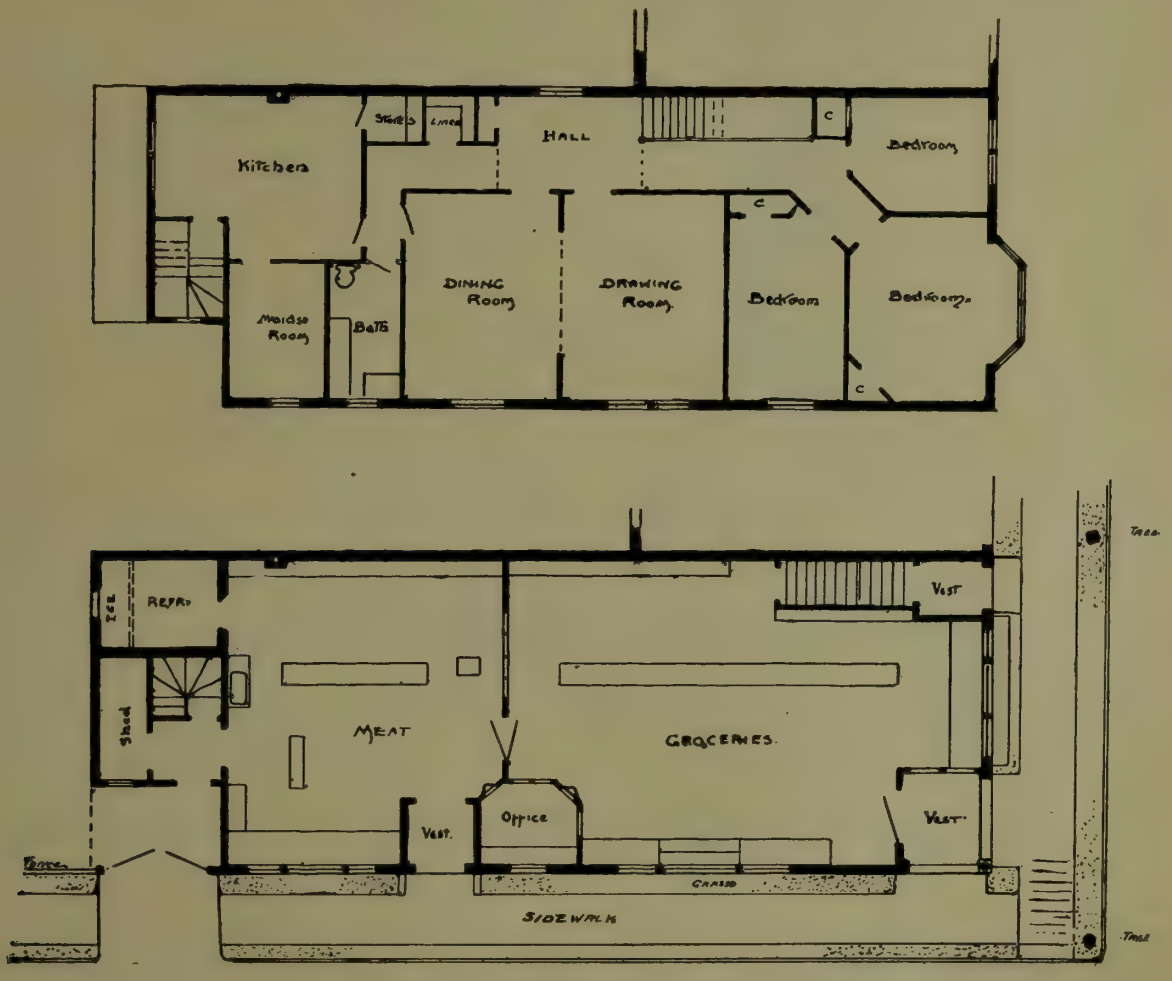
THE average town is too apt to show by the appearance of its business section that the only consideration attended to, in the construction of the buildings, is the convenience of the interior. The exterior effect is of such small value that the entire block or town suffers a defacement that, with little attention, might have been turned into an ornament. The exterior is not even considered as a subsidiary matter, but is often almost entirely ignored, and a suitable interior satisfies all demands.

This lack of taste has reached such lengths that the majority of merchants estimate the value of an artistic exterior by deducting it from the interior, feeling that every addition to the appearance of the former must mean a loss to the latter. Unfortunately this class has had its ideas strengthened by the work of a few architects whose sole aim is to advertise themselves in the more evident way, with the result that the convenience inside has been sacrificed. Constructed in this fashion, there is impressed upon the mind of the observer who intends building, the idea that the merits of interior and exterior accompany each other in inverse ratio.

So strong has this feeling become that the architect of to-day oftentimes finds it policy to plan a plain, stiff exterior, to convince his client of the value of the interior. His artistic tastes, which must be strong in every successful architect, are handicapped by the plainly spoken or implied ideas of the merchant who is building, that convenience and art are forever antagonistic in the store building.

Another idea, which is almost as great folly, is that the artistic building is much more expensive. This may be caused by a poor appreciation of the word "artistic." Such an adjective applied to a building does not necessarily mean that there must be numberless corners and projections, ornamental brick or stonework, and fancy-shaped windows and doors, but rather there must be displayed a true grasp of proportion, in many cases combined with enough variety (proportion, surroundings, and use all being considered) to relieve the monotony of a perfectly plain elevation.

The accompanying plans show the side elevation and the two interior floors of a corner grocery store with butcher shop attached. Plain as the exterior is when viewed closely, it does not require an artist to note that there is a taste displayed which would radically change the outline of the average town view, and while fully recognizing the value of interior arrangements, caters also to a taste which tends more to enjoyment than an exclusive attention to business. The store floor is carefully planned and takes advantage of the street on two sides; the living floor is much more conveniently laid out than the usual store residence.



Interior Plan of a Corner Grocery.

These plans were designed by Mr. J. Rawson Gardiner, Temple Building, Montreal, an architect whose aim has always been "to prove the inaccuracy of the assertion that artistic exteriors mean inconvenient interiors, and considerable unnecessary expense." The "corner grocery" together with its historic charac-

ter, has a situation guaranteeing a gratifying business, providing building and management are good, and Mr. Gardiner has undertaken successfully to supply the suitable building.

RICE CULTURE IN TEXAS.

MR. SHAW T. NISHIMURA, representative of the Central Tea Trading Agency of Japan, in Montreal, has just returned from a journey through the United States. Mr. Nishimura's trip was made in the interests of Japan teas, and while away he visited the leading centres in the Eastern, Middle and Southern States. His report to "The Grocer" is a most interesting one, comprising as it does an account of the situation of the trade in Japan teas in the United States, also the condition of the new venture in Texas and Louisiana, in the cultivation of rice. It was partly with a view of looking more closely into the matter of Japan rice culture in Texas that the trip was undertaken, and during his tour he visited Galveston, Austin, New Orleans and other southern cities. Mr. Nishimura had for many years studied the question of rice culture in America, and particularly of those districts in the south peculiarly adapted by soil and climate for the cultivation of rice, and his trip was made with a view of occularly substantiating the reports received. That he is satisfied with his investigation may be assumed from the fact that he purchased some 3,000 acres of rice lands, which he is laying out and cultivating. During his visit south Mr. Nishimura had the pleasure of meeting the Consul-General of Japan, Mr. S. Uchida, New York, who also had been in Texas looking after this industry. Mr. Uchida is quoted as saying in an interview, by The Times-Democrat, New Orleans, that it was his intention to bring out from Japan a class of men with a thorough knowledge of the cultivation of rice. These rice farmers, while not exactly men of means, have still sufficient capital to purchase large tracts of land in the rice belt of Louisiana and Texas at the prices that are quoted for such lands, and they would bring to work a thorough knowledge of rice culture. Experiments now being conducted by Japanese farmers in the rice country of Texas will largely determine the success or failure of the Japanese immigration movement to that section. The cheapness of rice lands in Texas will prove a strong inducement to the location of Japanese rice farmers in that State. Rice land in Japan is worth from $300 to $600 per acre, and few farmers cultivate over two or three acres. For these sums they could purchase in the United States fifty or sixty times as much rice land as they own in Japan. There are certain features in connection with the American method of rice cultivation that would have to be studied, but as the Japanese are ready and apt students, it would only take two or three years for them to be able to compete successfully with other rice growers now located there.

Mr. Nishimura is convinced that the prospects for the cultivation of rice in Texas are of the brightest, and if operated by experienced Japanese rice farmers, a very profitable business will be developed in the near future. His personal venture, at least, speaks of his confidence in rice culture in the Lone Star State.

Besides the business portion of his three weeks' trip, Mr. Nishimura combined a fair share of pleasure, and, altogether, his holiday trip was a most enjoyable and interesting one.

WAREHOUSE IMPROVEMENTS.

White & Co., the wholesale fruit people on Front St., Toronto, have recently effected some improvements in their premises which add greatly to the appearance of their warehouse. The new offices are very convenient and commodious and the new arrangement gives the firm much larger storage capacity. The growth of the business during the past twelve years has been very marked, and has much exceeded the anticipations of Mr. White, who says that the output this year will again show a very large increase. Mr. Despard, the general manager, is a hard worker and deserves much credit for his active and progressive enterprise.

Side Elevation of a Corner Grocery.

In Cuba cabbages frequently weigh as much as 20 pounds. All vegetables do well. Radishes may be eaten from 14 to 18 days after sowing, lettuce in five weeks after sowing, while corn produces three crops a year. Sweet potatoes are perpetual.

Cured and Packed
Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality** and **not on price. It is the Standard Brand of Canned Fish!**

Highest Quality Always.

ARTHUR P. TIPPET & CO.,

8 Place Royale, Montreal. Sole Agents, 20½ Front Street, Toronto.

A MOST COMPLETE ESTABLISHMENT.

IT was the writer's privilege last week to pay a visit to the vinegar, pickle and jam works of The Ozo Co., Limited, Montreal, and, accustomed as he was to tours of inspection among the different factories throughout the land, what he saw was a revelation, not only as to the modern arrangement of the plant and machinery, but also the thorough manner in which the products of this company are turned out. There is an air of brightness and cleanliness throughout the entire works that impresses one indelibly with the idea of safety and healthfulness in the products of the firm. The Ozo Co., Limited, of which Mr. John Carsley is the president and manager, comprises the vinegar works of M. Lefebvre, Brosseau & Co.'s vinegar and pickle works and the original Ozo Co., Limited.

Plant of The Ozo Co., Limited, Montreal.

The combined factories are situated on Mount Royal avenue, corner Drolet street, and cover an area of 200 ft. on Mount Royal avenue and 600 ft. on Drolet street. Besides the main factory and works, there is a large storage warehouse on the west side of Drolet street extending over 150 ft.

Under the guidance of Mr. Carsley your representative was shown through the establishment and the various departments and machinery and plant explained. On the main floor, back of the large and airy general and private offices, is located the shipping room, 125 x 40 ft., with every convenience for careful handling of goods. Behind the shipping room is the large pickling department containing 55 immense vats, each holding 18 tons of pickle. Though every vat was filled, Mr. Carsley stated that more than half of the number were now in their second filling, the first "putting down" having been sold.

A visit was then paid to the large, airy basement running the entire length of the main building, this basement being used as a pickle-cutting, bottling and labelling room. Some 30 girls were busy preparing and packing the pickles. The arrangements here for prompt handling and clean work are most striking, it being the object of the company to preserve in every respect the idea and fact of absolute cleanliness.

Taking the elevator to the third floor, the boiling room was reached. This large flat contains eight large copper kettles for preparing jams and jellies. These large jacket kettles are of the latest and most approved pattern, and are capable of turning out many tons of jams a day. There are also several immense coolers, necessary in the preparation of these goods.

On the next, the fourth floor, is the spice department, and here are located the various sifting, grinding, packing, weighing and labelling machines. This spice department, the writer was informed, has developed in a most flattering manner, evidencing the fact that meritorious goods are bound to win the confidence of the trade.

The fifth floor is devoted to the packing of the "Ozo" brand package teas, and is arranged most completely for careful and expeditious handling and packing, tea-cutters, sifters and a large revolving mixer of a capacity of three tons of tea being noted. The bulk teas of The Ozo Co., Limited, and which trade is a large and constantly growing one, are located in a large warehouse in the business section of the city. This is done with the idea of saving shipping and transfer charges and convenience in prompt shipment by boat or rail.

The sixth floor is used as a storage room for barrels, cases, boxes, labels and other requisites to the business.

On returning to the ground floor Mr. Carsley took the writer to the vinegar factory, immediately to the rear of the large main building. Here there are 100 generators, producing, under the management of expert vinegar manufacturers, the excellent grades of vinegars used by the firm in the preparation of their products and supplied to the trade of Canada. These 100 generators contained each 150 to 180 gallons of vinegar, besides which there were in bond five tanks, each containing 20,000 gallons, or nearly 300,000 gallons of vinegar.

Back of the vinegar factory is the large storage yard for empty barrels and kegs, and the cooperage.

The Ozo Co., Limited, manufacture their own light and power, using the latest acetylene gas machines for illuminating purposes.

A feature in the production of high-class goods mentioned by Mr. Carsley is that all their supplies for pickling purposes, such as cucumbers, cauliflowers, onions, etc., are grown especially for The Ozo Co., special arrangements having been made with farmers for careful and select cultivation, and only the best products being accepted.

The fallacious idea, and one that has been a great injustice to the pickling vinegar and jam manufacturers of Montreal and Quebec, and one that certain manufacturers of similar goods in other parts of Canada have not been any too keen to contradict, is that the quality of goods produced in this province is inferior to those of the West. This erroneous idea must be dispelled, and should the idea still exist in the minds of a certain section of the trade, a visit to the works of The Ozo Co., Limited, would convince the most critical that nothing better, cleaner or healthier can be made in Canada. It is with a great deal of gratification that The Ozo Co., Limited, can point to their record and the high quality of the goods turned out by them. As an evidence of the wide-spread popularity of the company's products, it need only be said that while the writer was inspecting the premises, eleven solid carloads of pickles and other products were shipped to Winnipeg. On the writer's remarking to Mr. Carsley on this large shipment, he was informed that the entire capacity of the factory "was sold up to December 1st."

Certainly a most convincing argument of prosperity and popularity. As regards local trade and trade throughout the Province of Quebec, the old saying that "a prophet is not without honor save in his own country," does not apply to The Ozo Co., Limited, and its products, for here, where they are best known, their friends are most numerous and loyal.

This modern establishment is most certainly a credit to Montreal, and one of its leading industries. Under the management of Mr. John Carsley, The Ozo Co. should enjoy a prosperous future.

Business Changes

ONTARIO.

Wm. Brown, grocer, Chatham, is advertising his business for sale.

J. T. Fleming & Co., general merchants, Killaloe Station, are out of business.

Dehaitre Zotique, general merchant, Rockland, has assigned to Wm. A. Cole.

Alfred R. Buckles, grocer, etc., Long Branch, has assigned to John Lewis, Toronto.

D. P. Gormley & Co., general merchants, Finch, have dissolved and Mr. D. P. Gormley will continue the business.

QUEBEC.

Charles Cote, grocer, Levis, is deceased.

M. Amiot, grocer, Montreal, has registered.

H. Duhamel & Co., grocers, Montreal, are retiring from business.

E. F. Lavoie & Co., grocers, Hedleyville, have registered.

Dubois & Gauthier, grocers, St. Louis, have dissolved partnership.

Mrs. W. S. Cunningham, general store, Howick, is retiring from business.

J. O. Massicotte, general merchant, Chicoutimi, has effected a compromise.

The assets of the grocery business of Chas. Fortier, Montreal, are to be sold.

Beaudette & Co., grocers, Quebec, have assigned to V. E. Paradis, prov. guardian.

Ed. Dallaire, general merchant, St. Ludger, has assigned to Lefaivre & Taschereau.

J. N. J. Bisson, general merchant, Broughton Station, has assigned to V. E. Paradis.

G. A. Biron & Co., general merchants, St. Telesphore, have assigned to Lamarche & Benoit.

A. Lepage, general merchant, Rimouski, has sold his stock to M. Rinquet at 62½c. on the dollar.

Small & Blais, general merchants, St. Agathe, were burnt out; partially covered by insurance.

A meeting of the creditors of Pagnuelo Freres, wholesale grocery and liquor dealer, St. Hyacinthe, was called for October 16.

MANITOBA AND N.W.T.

G. C. Sayles, grocer, etc., Melita, has sold his business to T. H. Evans.

W. L. Roblin & Co., general merchants, have sold their business to Gavin & McClure.

A. Serkan, general merchant, Choritz, has sold his business to Naiman & Kliman.

McCocklin & Co., general merchants, Grand View, have sold their business to Vance Bros.

John Smale, grocer and shoes, Neepawa, is advertising his stock for sale by auction on October 24.

BRITISH COLUMBIA.

The King Mercantile Co., general merchants and saw millers, Cranbrook, have sold their grocery stock to Manning & Lacey and their confectionery stock to A. Chartrand.

NOVA SCOTIA.

Maggie Bonner, Antigonish, has taken a declaration under the married woman's act to carry on a retail grocery business in her own name.

NEW BRUNSWICK.

T. B. Roberts, general merchant, Hoyt Station, has sold his business to Hugh Monahan.

C. B. Parker Co., Ltd., general merchants, etc., Cole's Island, have been incorporated.

A meeting of the creditors of the estate of H. F. Finley, wholesale grocer, St. John, was held on October 20.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The arrival is announced of new quintal codfish, No. 1 split herrings and new mackerel in half barrels and kitts by Balfour & Co., Hamilton.

The attention of the trade is called to the ad. in another section of this issue of Laporte, Martin & Cie., Montreal. The various lines advertised are controlled by them from Canada and the brands are of the highest.

The attention of the trade is called to the advertisement of Mr. Horace Haszard, Charlottetown, P.E.I., in this issue. The success that has attended the introduction to the trade in Prince Edward Island and the Maritime Provinces of "Brahmin" tea has spread throughout Canada and from coast to coast in the leading centres it has won a fine reputation for itself. Mr. Haszard is sole agent for Canada and the United States. The trade is requested to write for samples and prices.

A bargain in a 12-cents mixed biscuit, excellent in appearance and quality, is offered at 6½c. per pound by Joseph Grant, Ottawa. Write for sample barrel.

"Maple Leaf" granulated sugar, from new-crop beets, is now in store with The Eby, Blain Co.

Under the brands of "Diamond G" and "Atlas," W. H. Gillard & Co. are offering some exceptionally fine peels.

Laporte, Martin & Cie., Montreal, report arrival by steamer Escalona, just arrived, of a large assortment of new Malaga table raisins, all grades and size boxes—Valencia raisins, f.o.s. selected and 4-crown layers, best packs; Valencia shelled almonds, currants, fine Filiatras, in barrels, and ¼ cases; cleaned in ¼ cases, loose and 1-lb. packages; also fancy Vostizza currants. Merchants who have not as yet placed their orders will find values by communicating with above advertisers.

Joseph Grant, wholesale grocer, Ottawa, calls the attention of the trade to special values offered in red and pink salmon, 500 cases of each grade, good brands being in stock now.

The Eby, Blain Co. are offering exceptional values in new sultana raisins for bakers' and confectioners' trade.

A. F. MacLaren Imperial Cheese Co., Ltd., have just been appointed sole selling agents for Bensdorp's Royal Dutch Cocoa in Ontario, Manitoba, Northwest Territories and British Columbia. They have a large consignment now on the way. Quotations for quantities may be had on application.

The quality of the choice Eleme figs now in stock by W. H. Gillard & Co. is said by that firm to be better than they have ever seen in previous years.

The Eby, Blain Co. are just in receipt of shipment of "Judge" brand salmon, in porcelain lined tins. This is one of the highest grades of sockeye salmon packed, and will be in great demand with high-class trade.

The attention of the grocery trade is called to advt. of Henri Jonas & Cie., Montreal, in this issue.

Laporte, Martin & Cie., Montreal, are offering a fine premium, an electric hand lamp, with 10 cases of their lines advertised in this issue. This is a most useful and valuable article for every store, it being absolutely safe, conveniently carried and always ready for use.

IMPROVED

MOLASSES CATTLE FOOD

As a feed for beef cattle, sheep, etc., it is unexcelled. It is a quick fattener, and in combination with a grain or hay ration it invariably converts old, lean animals into tender, juicy meat.

Its highest value, however, is for dairy purposes. As a food for milch cows it is the most profitable and effective article produced to-day. Gives equal or better results than beets, and is much less expensive.

Thoroughly evaporated so that it will keep in any climate. Packed in 100-lb. Sacks. Write for literature, prices, etc.

The DRESDEN SUGAR COMPANY, Limited
DRESDEN, ONT.

FAC-SIMILE OF CASK LABEL

PURNELL & Co BRISTOL MALT PURE VINEGAR

PURNELL'S
MALT VINEGARS

Brewery: Bristol, England.

Charlottetown, P. E. I.—Horace Haszard, South Side Queen Sq.
Halifax, N. S.—J. Peters & Co., 47 Upper Water St.
St. John, N. B.—Robert Jardine.
Montreal—J. M. Kirk, 18 Hospital St.
Toronto—J. Westren & Co., 630 Ontario St.
Hamilton—Imperial Vinegar Co.
Winnipeg—A. Strang & Co, Portage Ave.
Vancouver, B. C.—C. E. Jarvis & Co., 328 Holland Block.

Because of the fact that sugar was originally made exclusively from the sugar cane, it is to-day generally supposed that all the best grades of sugar are still secured from this source.

On the contrary, whether or not you know, or care to believe it, 75% of the granulated sugar now made and used in Canada is of beet origin. You have sold tons of beet sugar unwittingly, and it has given such good satisfaction to your customers, that neither of you have recognized any difference.

This being so, how can you discriminate against beet sugar?

Against some brands, it may be, but not against "Imperial." To satisfy your doubts place the smallest order you like for "Imperial" brand Granulated Sugar. We leave the conclusions to you.

"Imperial" brand sugar consists of perfect crystals, even and of maximum strength. You will find it a profitable and satisfying brand to sell.

BRANCHES AND AGENCIES.

Toronto.
Montreal.
St. John.
Halifax.
Winnipeg.
Vancouver.
New York.
Boston.
Chicago.
Buffalo.
Detroit.
Pittsburg.
Cleveland.
Philadelphia.
Washington.
Indianapolis.
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco.
St. Louis.

Listen to this!

"SALADA" Ceylon Tea is winning favors everywhere, new branches and agencies are being constantly established to meet the growing demand.

To the observant one the reason is not far to seek, as "SALADA" is run by live, hustling, resourceful business men, who have always worked (and are still at it) with the fixed belief that "Quality," backed by a faithful adherence to every claim and offer made, is absolutely essential to a lasting success. Our past experience in this connection has only tended to strengthen these views.

Black, Mixed or Natural Green. Sealed Lead Packets Only. 25c., 30c., 40c., 50c., and 60c., per pound. Full net weight guaranteed.

Correspondence Solicited.
Address, "SALADA," Toronto or Montreal.

Branches at NEW YORK, MONTREAL, DETROIT, BUFFALO, PITTSBURG, CHICAGO and BOSTON.

Two Trade Winners

FOR THE LAUNDRESS.

In all homes where dainty women dwell there is a demand for

CELLULOID STARCH

The starch that requires no cooking and never sticks. It has made perfect laundry work possible.

Most progressive merchants sell large quantities of it.

How about you?

FOR THE COOK.

In the homes all around your store, the housewife is looking for dainty desserts.

Suggest

CRYSTAL MAIZE CORN STARCH

and you will win a friend.

It is a pure product and makes truly delicious desserts.

If you don't sell it now, you can sell it. You are losing profit by not selling it.

The BRANTFORD STARCH WORKS LIMITED

BRANTFORD, ONTARIO.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, October 22, 1903.

GROCERIES.

THE good trade reported last week is keeping up. The country merchants are buying freely in most sections. Staples form the chief line of interest. Rice and tapioca, and dried fruits are being freely enquired for. Collections for the week are reported good and altogether the outlook is satisfactory. The interest in canned goods is maintained and from dependable sources it would seem that the canners are not looking forward to filling more than 80 per cent. of tomato orders, and less than that of corn. In coffees the demand is fair but at the firm prices buyers are not evincing much interest. Spices continue firm and unchanged. Syrups and molasses maintain the strength last reported, while a fair movement s to be noted. An advance in tapioca on the primal markets is announced, but has not yet been reflected locally. Teas are steady locally and the demand fair. Advices from the London market indicate a re-establishment of confidence and a more optimistic feeling than has lately prevailed. Japans and Ceylon greens are meeting an active demand. Dried fruits from the steamer Escalona are arriving on the local market and affecting the quotations, especially for raisins. Sugar remains fractionally unchanged locally. The tone is steady with but little new business. Dominos and cream have been withdrawn.

CANNED GOODS.

The attention of the trade is still centred on canned goods. Back orders are being delivered as fast as goods are received from the factories. From a reliable source it is learned that the canners do not expect to deliver more than 80 per cent. of the tomato orders. No further orders are being taken at any price. The proportion of corn expected to be delivered has not transpired. Any tomatoes changing hands at present are said to be going at $1.25. This, it is understood, has been paid by some houses to fill Northwest orders. No salmon is changing hands. A marked advance in asparagus is noted. We quote :

Apples, 3's	....	0 90
" gallons	....	2 25
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	2 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	0 90	1 00
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 87½	1 40
" extra sifted	1 40	1 50
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 10
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	0 15
" " ½'s	....	0 23½
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ½'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

The coffee market continues firm. Rios and Santos are stronger and New York reports a fairly active trade with an upward tendency. Stocks are light locally and buyers are cautious. We quote :

	Per lb.	
Green Rios, No. 7	....	0 06¾
" " No. 6	....	0 07¼
" " No. 5	....	0 07¾
" " No. 4	....	0 08¼
" " No. 3	0 09	0 10
Mocha	0 23	0 28
Java	0 22	0 30
Santos	0 09½	0 10½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 13	0 18

SUGAR.

There is little of particular interest to record this week, and the market may be called a waiting one. New York has been quiet and dull with only small business doing, and with little desire to operate on the part of either buyers or sellers. Quotations remain nominally unchanged on a basis of 3⅞c., duty paid New York, for 96 centrifugal, with usual difference for lower grades. Receipts for week have again been light, which has been encouraging to holders to maintain pretentions, but as refiners have had ample stocks for requirements, they have, in the main, stayed out of the market. Total stocks in all hands for week ending October 14 were 132,236 tons, or 18,705 tons less than preceding week ; meltings remain unchanged at 35,000 tons, while receipts were only 16,205 tons. Since January 1 the falling off in receipts, as compared with the previous year, has been 50,557 tons. For same period deliveries at United States four ports have fallen off about 92,000 tons. Cuban stocks for week under review are reduced by 8,000 tons. Combined stocks of European and American at latest uneven dates were 1,386,736 tons, being 41,846 tons less than same time last year. A cable received on the 17th inst. from Mr. Licht, of Magdeburg, the celebrated European statistician, estimates a total production for all Europe of 5,850,000 tons, which confirms previous estimates of independent parties, and is about the mean of bis two preliminary estimates. Weather is reported as favorable to crop work. Eighty-eight per cent. beet has declined fractionally for the week, and is now quoted 8s. 9d. basis, f.o.b. Hamburg, for October shipment. U. S. refined is reported steady and unchanged, with no special indications for the immediate future. The tone of the local market is steady with but little new business doing and there are no particular indications. The only change to note in the sugar list is a withdrawal of domino and cream sugar. Present quotations are as follows :

Paris lumps in 5-lb. boxes	....	4 83
" in 100-lb. "	....	4 73
St. Lawrence granulated	....	4 18
Redpath's granulated	....	4 18
Acadia granulated	....	4 08
Maple Leaf granulated (Berlin)	....	4 03
Crystal granulated (Wallaceburg)	....	4 03
Imperial " (Dresden)	....	4 03
Beaver " (Wiarton)	....	4 03
Phoenix	....	4 03
Bright coffee	....	3 88
Bright yellow	....	3 83
No. 3 yellow	....	3 78
No. 2 "	....	3 56
No. 1 "	....	3 48

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES

Values are all very firm in spices with an upward tendency, but no actual change has transpired. Locally there is a fair trade reported. New York advices indicate a general firmness. No new developments have been reported from primal markets. We quote :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 20	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

The demand for syrups and molasses locally is good, with no change in prices. In New York molasses is held firmly with slightly improved movement. Syrups there are also strong. A fair volume of turn over is reported. We quote :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 25-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 20	0 30
" open kettle	0 45	0 50
Barbados	0 47½	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

RICE AND TAPIOCA.

No change is reported in rice. A good demand, however, is being met at listed

Sell "Quaker"

Marmalade. Made from a Scotch formula; absolutely pure; equal to anything imported; better than any other of domestic manufacture; packed in good sized glass jars; labelled attractively; and in every respect

A Perfect Marmalade.

No reason under the sun why a perfect Marmalade shouldn't be made in Canada. It is purely a matter of willingness. Costs more of course than the ordinary quality, but there are people who won't use the ordinary quality. "QUAKER" quality was made for the people who discriminate.

We are the people who make the high-class confectionery.

McGregor-Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S
SWISS MILK CHOCOLATE
is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS
WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

Butter Eggs
Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

prices. Tapioca is a good deal stronger on primal markets, having advanced from 6d. to 9d. on the cwt. Trade locally is improving. We quote:

	Per lb.		Per lb.
Rice, stand. B...	0 03½	Sago	0 03½ 0 04
Patna	0 05 0 05½	Tapioca	0 03 0 03½
Japan	0 05½ 0 06		

TEAS.

Teas are meeting with a very good demand locally. The market is steady and prices are firm. The demand for Ceylon greens is steadily improving, in a great measure due to the great scarcity of moderate priced good liquoring Japans. Last mail advices on China greens indicate that prices have eased off, but the advance in exchange has more than equalled the decline in price since the opening of the market. China blacks are featureless. Japans are strong and in poor supply. Latest London advices would indicate that the downward tendency in Indias, noticed recently, has been arrested and good class tippy Broken Pekoes have met an active enquiry, and a growing optimism is being disclosed. In Ceylons, the position of medium and fine leaf kinds has improved, and choicest Broken Orange Pekoes show a rise of ½d. to 1d. per lb. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12 0 60
caddies, Paking, Kaisow	0 19 0 50
Indian—Darjeelings	0 35 0 55
Assam Pekoes	0 20 0 40
Pekoe Souchongs	0 19 0 25
Ceylon—Broken Pekoes	0 36 0 42
Pekoes	0 27 0 30
Pekoe Souchong	0 17 0 35
China Greens—Gunpowder, cases, extra first	0 42 0 50
" half-chests, ordinary firsts	0 22 0 28
Young Hyson, cases, sifted, extra firsts	0 42 0 50
" cases, small leaf, firsts	0 35 0 40
" half-chests, ordinary firsts	0 28 0 38
" " seconds	0 23
" " thirds	0 16 0 18
" " common	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28 0 32
" " seconds	0 18 0 19
" half-boxes, firsts	0 28 0 32
Japan—½ chests, finests May pickings	0 38 0 40
Choice	0 33 0 37
Finest	0 30 0 32
Fine	0 27 0 30
Good medium	0 25 0 28
Medium	0 21 0 23
Good common	0 20
Common	0 19

FOREIGN DRIED FRUITS.

Consignments via the steamer Escalona, which reached Montreal on October 16, arrived in Toronto the early part of this week. The Bellona is expected in about a month. Advices from C. Whittall & Co., Symrna, are to the effect that choice quality Sultana raisins are extremely scarce and are bringing prices out of all proportion to the lower grades. Practically 5-6 of the yield consists of low and medium qualities, suitable for "ordinary," "good," "fine," and to some extent "choice." The price of low grades has weakened, owing to the amount of rain damaged fruit offered, but there is no prospect of fine qualities declining. California prunes are dull. Some fine lines of peeled and unpeeled apricots and peaches are reported. California seeded muscatels have advanced ½c. and other grades ½c. Currants are quiet and unchanged. The first shipments of filberts have arrived this week. In the local market the arrival of new raisins has modified the quotations for old stock. We quote:

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07 0 08
Patras	0 06½ 0 06¾		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 07 0 08
" selected	0 07½ 0 09
" selected layers	0 08 0 09½
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04 0 05	Fards	0 07½ 0 08
Sairs	0 03½ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04½	60-70s	0 07 0 07½
90-100s	0 04½ 0 05½	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 04	Elemes	0 08 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

COUNTRY PRODUCE.

EGGS.

Very few new-laid eggs are now being received, and for these good prices are obtainable. Pickled eggs are still being forwarded at a lively rate. We quote:

Strictly new laid, per doz	0 23 0 24
Candled eggs, per doz	0 19 0 20
Pickled eggs, per doz	0 17 0 17½

HONEY.

A steady trade is being done in honey at previous quotations. We quote:

Extracted clover, per lb	0 06½ 0 07½
Sections, per doz	1 00 1 50

WHITE BEANS.

Things are quiet in beans. The sellers and buyers have not yet come to an understanding. We quote:

	Per bush.		Per bush.
Mixed	1 50	Prime	1 80
Handpicked	2 00 2 15		

DRIED APPLES.

No change can be reported in dried apples. The market is dull and featureless. We quote:

Apples, dried, per lb	0 03 0 03½

POULTRY.

Following Thanksgiving poultry has been in slight demand and values have declined materially. We quote:

Chickens, live per lb	0 08 0 09
Old hens " "	0 06 0 07
Ducks " "	0 09 0 10
Turkeys " "	0 09 0 10
Chickens, dressed, per lb	0 09 0 10
Old hens, " "	0 06 0 07
Turkeys, " "	0 10 0 12
Geese, " "	0 06 0 07
Ducks, " "	0 09 0 10

GREEN FRUITS.

The open fruit market has closed for the season and the receipts, which are fair for this time of the year, are being handled at the commission houses. Grapes are the principal feature of the market, with some late peaches still arriving. Prices generally are somewhat firmer than last week. Almeria grapes at $5.50 to $6.50 per keg are quoted. We quote:

Jamaica oranges, per bbl	5 25 5 50
Bananas, large bunches	1 50 2 50
" small	1 50 1 75
Verdilli lemons, new, per box	3 75 4 75
Tomatoes, per basket	0 25 0 30
Apples, per bbl	1 50 2 00
Siberian apples, per basket	0 25 0 35
Peaches, per basket	0 40 0 60
Pears, winter varieties, per basket	0 25 0 40
California grapes, Tokay	3 00
Cranberries, dark, Cape Cod, per bbl	10 00
" " per case	3 50
Grapes, Concord, large basket	0 40 0 45
" small basket	0 22½ 0 25
" Niagaras, large basket	0 40 0 45
" small basket	0 22½ 0 25
" Almeria, per keg	5 50 6 50
Quinces, per basket	0 30 0 40

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

Butter, Eggs, Cheese, Poultry, Fish, Game, —and also—

DRIED, GREEN EVAPORATED APPLES.

WE HAVE THE BEST MARKET IN CANADA TO GET YOU GOOD PRICES. GIVE US A TRIAL SHIPMENT.

Quick Returns. **Capital Fruit & Produce Co.,**

Cor. O'Connor and Albert Sts., OTTAWA.

G. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup

Dealers in . . .

Fraser River Canned Salmon
British Columbia Herrings

IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, **TORONTO**

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

VEGETABLES.

The vegetable market is still brisk. Supplies are ample and the demand is good. Altogether a good season has been experienced. Onions are rather scarce and high, and complaint is still general of potato rot. Prices are firming up with the advance of the season, but not more than might be expected. We quote :

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 75
Potatoes, per bag	....	0 65
Potatoes, per bag, car lots	0 50	0 55
Sweet potatoes, per bbl	3 25	4 25
Onions, per basket	0 30	0 40
Onions, per bag	....	1 25
Spanish onions, per crate	....	1 00
Bunch lettuce, per doz. bunches	....	0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.	....	0 60
Mint, per doz bunches	....	0 15
Parsley, "	....	0 20
Spinach, per bush	....	0 50
Beets, per bush	....	0 40
Cauliflowers, per doz	0 50	1 00
Carrots, per bag	....	0 50
Parsnips, per bag	....	0 65
Vegetable marrows, per doz	0 40	0 75
Green corn, per doz	....	0 15
Celery, per doz	0 25	0 50
Green peppers, per basket	0 30	0 50
Red peppers per basket	0 40	0 75
Egg plant, per basket	0 35	0 50
Butter squash, per doz	0 50	1 25
Hubbard squash, per doz	0 75	1 25
Pumpkins, per doz	0 75	1 50
Yellow turnips, per bag	....	0 35
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz	....	0 30
Sage, per doz	....	0 10
Savoury, per doz	....	0 10
Citrons, per doz	0 50	0 75
Artichokes, per bush	....	0 75

FISH.

Demand is quite equal to the supplies and prices are firm at present. Oysters are rather high, about the same as the opening prices last year, but will probably show a decline in a couple of weeks. We quote :

Whitefish, fresh, per lb	....	0 09
Trout, fresh, per lb	....	0 09
Herrings, fresh, per lb	....	0 07
British-Columbian salmon, per lb	0 18	0 25
Halibut, per lb	0 12	0 15
Perch, per lb	....	0 05
Mackerel, each	....	0 25
Eastern salmon, per lb	....	0 25
Haddock, per lb	....	0 07
Cod, per lb	....	0 08
Oysters, standard, per small bbl	....	4 05
" selects " "	....	5 25

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.

Prices are a little stiffer this week. Ontario wheat is found hard to get hold of. Northern is advanced 1c., and red, ½ to 1c. Oats are ½c. firmer. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	....	....
" Northern " "	....	0 82
Red, per bushel, on track Toronto	0 80½	0 81½
White " " "	0 80	0 81
Barley " " "	0 48	0 51
Oats " " "	0 33	0 33½
Peas " " "	0 67	0 68
Buckwheat " " "	....	0 45
Rye, per bushel, " " "	0 55	0 56

FLOUR.

Business is improving as a result of confidence in the future of the market. We quote :

Ontario patents, per bbl	3 70	3 95
Hungarian patents "	4 20	4 40
Manitoba bakers' "	4 00	4 15
Straight roller, "	3 50	3 60

BREAKFAST FOODS.

A very good demand is reported this week for breakfast foods. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	....	4 25
Rolled oats, standard, carlots, per bbl., in bags	....	3 60
" " " " " in wood	....	4 00
" " " " for broken lots	4 00	4 10
Rolled wheat, per 100-lb. bbl	....	2 50
Cornmeal	....	4 00
Split peas	....	4 75
Pot barley in bags	....	4 00
" in wood	....	4 25
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

HIDES, SKINS AND WOOL.

A weakening market is reported as one of the sequences of the season. Calf-

References—THE TRADE. L.D. 'Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker,

Correspondence Solicited. **TORONTO, CANADA.**

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,

MONTREAL.

Tel. Main 778.

CLEMES BROS.

TORONTO,

HAVE—

NEW ELEME FIGS,

"Camel" Brand.

The finest on the market.

ALSO another car

JAMAICA ORANGES.

Write them for prices.

CANADIAN APPLES

NALBOROUGH & SONS, Limited

Harwich, England. Leith, Scotland.

Agents for the A. F. McLaren Imperial Cheese Co., Limited, Toronto, are open to receive consignments of best sorts of Canadian Apples.

CORRESPONDENCE SOLICITED.

Cable Address, "Nalbro" Harwich.
" " "Nalbro" Leith.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

Seasonable Goods

New Figs, Dates, Almeria Grapes, Jam. Oranges, etc. Ask for prices.

Phone Main 645 1891 | McWilliam Mc. and E. Everist. | 25 Church street, Toronto.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

McDougall's Scotch Clay PIPES

are the standard of the world.

D McDougall & Co., Glasgow. Scotland.

CHEAPER AMMONIA

During the summer months our Household Ammonia will be 50c. per gross less in price.
Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.

JOHN C. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

We Make Brooms

The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks

400 Wellington St., OTTAWA

Winnipeg Brokers.

IF YOU HAVE ANYTHING TO SELL
WRITE CAMERON GORDON & Co.
WHOLESALE COMMISSION AGENTS
WINNIPEG MANITOBA

M. B. STEELE

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

P.O. Box 731. - - **WINNIPEG, CANADA.**

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U. S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker.

skins are in good demand. Wool is unchanged. We quote:

HIDES.

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " "	0 07½
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 65

WOOL.

Unwashed wool, per lb	0 09 0 10
Fleece wool, "	0 16 0 17
Pulled wools, super, per lb	0 17 0 19
" " extra "	0 20 0 21
Tallow, per lb	0 04½ 0 05

QUEBEC MARKETS.

Montreal, Oct. 22, 1903.

GROCERIES.

THE weekly review of the jobbing trade shows the general condition of business as fairly good, and, while in some quarters complaints of slow remittances from country merchants are reported, on the whole, a satisfactory state of affairs exists. The volume of business done was satisfactory. Sugars, the season being taken into account, are going out well; no change is prices is reported, though new York markets are strong, with beet advancing abroad. The report was received that French refiners are buying to hold, as the new beet crop was not improving. A few parcels of Austrian and Scotch sugars were received, but not in quantities to disturb local conditions. In teas, matters have been stirred up somewhat by the report of the withdrawal by the Ceylon Packers' Association of the 5c. per pound bounty granted for the improvement and culture of Ceylon green teas. This report has caused an unwonted activity in the trade, and brokers have booked large orders during the week, one having sold over 1,000 packages in an afternoon. Offers are also pouring in from the west, and cabling is kept up actively. This bounty, equal in Canadian currency to 1 2-3c. per pound, it is calculated, will enhance the value of Ceylon teas to that extent, consequently, jobbers and tea merchants are looking for supplies. One reason for the free buying prevailing at present is that the market is absolutely bare of these teas, buyers holding off all Summer and allowing their stocks to dwindle down. It is surmised, and is more than probable, that this withdrawal of the bounty will throw inquiries into Japans, particularly in this district. The high price of low and medium Japans, however, and the scarcity of same, leaves it a matter of keen competition, and Japans not being obtainable freely, will still leave an openinb for Ceylon greens even at the advance. Taking it all round, teas are an interesting feature this week. China blacks and greens are firm, with no weakening in primary markets. Indian blacks are reported distinctly stronger. Syrups are in good demand. Molasses is unchanged and business quiet; cold weather setting in will make inquiries more plentiful. The canned goods situation is unchanged from last week. Jobbers are receiving supplies for corn and tomatoes in good quantities now, and the hope, so long cherished, for full deliveries, seems about to be realized. That tomatoes are considered good value by outside canner-

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.
Contractions count as one word, but five figures (as $1,000) are allowed as one word.
Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

FOR SALE—Grocery and bakery; together or separate; town 4,000; good location for general store. Box 69, CANADIAN GROCER, Toronto. (44)

REAL estate and businesses for sale throughout Canadian Northwest; general stocks, hardware, boots and shoes, furniture, flour mills, cigar factory, laundry, implements, hotels, groceries, offices, travelling and partnership propositions. Leading business chance brokers of the Northwest. The Locators, Merchants Bank Block, Winnipeg, Manitoba. (43)

PROVISIONS WANTED.

WANTED—Eggs, butter and provisions of all kinds; fruits, fruit-pulp, especially raspberry, strawberry, black currant, apricot, etc. Apply first instance to John Crisp & Co., 24 Wellington Road, Birmingham, England. (44)

AGENTS WANTED.

TO MANUFACTURERS AND OTHERS—London firm of enterprising principals of which have had long experience in all branches of the grocery business and thoroughly understand the requirements of the public and the trade, with extensive wholesale and retail connections throughout the United Kingdom, wants buying and selling agency for goods suitable for the trade. They have successfully placed upon the market a number of proprietary articles, and have recently established over 10,000 agents for an article which is having an enormous sale in all parts of the United Kingdom. Splendid opportunity to place any proprietary article on the English market. Highest commercial references given. They will also obtain English goods for, and give use of their London office and staff to, Canadian and American merchants. Alfred King & Co., 38 Great Tower Street, London, E.C., England (47 eow)

WANTED—By an old established firm of boot polish manufacturers in London, a thoroughly reliable firm to represent them in Canada. Liberal terms would be arranged. Address "Polish," care of THE CANADIAN GROCER, 109 Fleet St., London, E.C. (43)

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (44)

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Philadelphia.

ies is evidenced by the report that several small canneries are holding out for $1.20. This is a speculative figure, based no doubt on the assumption of the Canadian Canners' Association's inability to make full deliveries, and the fact that some jobbers who had held off placing their orders with the association would be forced to buy. Coffee is looking up somewhat, and, as the statistical position is strong, the feeling is for an advance shortly. Local trade is quiet and barely affected by the rise in New York, and unless the advance runs very high, no disturbance of values will be noticed. Spices of all kinds continue strong; pepper and cloves principally so. The arrival of the Escalona on Saturday with first direct shipment of Mediterranean dried fruits has thrown a good deal of activity into Valencia and Malaga raisins, currants, figs, etc. Grenoble walnuts have advanced 10 fr. per 100 kilos, according to rumor. Shelled almonds also are quoted 3s. per cwt. higher. California fruits are quiet with a stronger feeling in apricots. In green fruits Canadian apple shipments have been the most interesting line, some 67,000 barrels having left this port during the week for abroad. Canadian grapes are in good demand, with light receipts and consequent firmer prices. Sweet potatoes are on the market and in good demand. Canadian onions are scarce; red varieties almost impossible to secure. Spanish onions, ex Escalona, which brought some 5,000 crates, were freely taken hold of. In fish, herrings continue scarce, also green cod. Prepared fish are higher. Manitoba fish are coming in in good quantities and when weather hardens will get considerable attention. Bulk oysters have been only in ordinary demand, the open, soft weather being a drawback to active buying. Rice and tapioca trade is quiet, the latter being reported advanced 1s. per cwt. In vegetables, prices generally are tending down, supplies coming in plentifully. The local bean market is a very uncertain quantity just at present; prices are easier now, but what the outcome will be it is difficult to predict. Eggs are in good demand and prices are firmer. It is thought that the supplies coming forward will not more than equal the demand. There is nothing new in the honey situation. The evaporated apple market is steadier this week and prices quoted are being well maintained. The hop situation is commented on below. The situation in butter and cheese is commented on under "Dairy Produce." There are no changes as yet in the price of flour, but some reductions are expected soon. Business in grain is quiet.

SUGAR

The market for sugar is steady with no change to report. New York advanced 5c. per 100 pounds last week, but Canadian refiners did not follow, and, as trade is quiet now, it is not anticipated that they will be forced to advance, unless New York rises again. New York raw sugar market is firm. Private cable advices via New York to hand report beet market advancing and new crop beets not improving, also that French refineries were buying to hold. Some foreign refined sugars have lately been received, but not in sufficiently heavy quantities to affect the market. We quote:

Granulated, bags and bbls	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, boxes and bbls	4 65
" " ½-boxes and ½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	3 95
Cream	3 80
Bright coffee	3 80
" yellow	3 80
No. 3 yellow	3 70
No. 2 "	3 50
No. 1 " bags and bbls	3 35 3 40
Raw Trinidad	3 15
Trinidad crystals	3 20 3 25

SYRUPS AND MOLASSES.

Syrups continue in fair demand, prices being low. The quality of syrups has of late years been a matter to which manufacturers have paid a good deal of attention, with the result that consumers are preferring it to even the finer grades of New Orleans and Barbados molasses. The change in the direction of preference by the consumer may also be attributed to the fact that manufacturers have for some time past been putting this desirable and necessary article into more convenient packages lor the grocery trade to hand out to his customers, doing away with the clumsy, awkward, and more or less unclean barrels and half-barrels—a good movement, deserving of support by the trade. Molasses is unchanged, Barbados continuing firm. It is expected that as soon as the cold weather sets in a considerably larger trade will be done. We quote:

Barbados, in puncheons, old	0 42
" new	0 43 0 44
" in barrels	0 42½ 0 44½
" in half-barrels	0 43½ 0 45½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02¾
" ½-bbls	0 02¾ 0 03
" ½-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEAS.

Some little life has been injected into the local tea trade by the report that the Ceylon Planters' Association of Colombo had decided to terminate the paying of the bonus of 5c. per pound for the export of green Ceylon teas on and after December 31 next. In consequence of this report some very active buying has been indulged in by the trade, and the cables have been kept warm transmitting offers and orders. One broker during last Friday and Saturday cabled orders for no less than 1,000 packages of green Ceylons, while others have cabled orders of good size. On every hand the feeling exists that the withdrawal of this bonus (equal in Canadian money to about 1 2-3c. per pound) will enhance the value of Ceylon greens to the amount of the bonus withdrawn, and buying is being more liberally indulged in. This action on the part of the Ceylon Planters' Association is said to be made on the plea that the bonus had been allowed primarily with a view of encouraging the planters in the production of green Ceylons to compete with the teas of Japan and to reimburse the members for their extra outlay in the way of requisite plant,, etc., for the preparation of these teas, and the time had arrived when the protection accorded should be withdrawn, as it had been demonstrated that the teas could be produced profitably without the bonus. In some quarters it is considered a trifle premature for withdrawing the bonus, and the fear is expressed that a reaction will take place in favor of Japan teas, particularly if the production of these latter teas can be increased. There is also a tendency to hold up the price of Indian greens, and some brokers are holding their samples for better figures. The hold that Ceylon greens have taken on the market, particularly in this district, is a strong one, and it is anticipated, as a consequence of the favor that they have met with, that even with the extra cost of the low-grade and medium greens, they will be able to hold their own in the market. What the effect will be on the United States markets, where they were just beginning to make themselves an interesting factor, can only be surmised. That it will have a tendency to restrict in certain quarters the demand for these Ceylon greens is admitted. As regards spot green Ceylons the market is bare, and inquiries are fairly pouring in from all parts of the country. In China blacks the market is reported as firm. The season is almost over for Paklings and there are no low-grades left in primary markets. China greens are steady and firm as a rock, and no weakening in China. Ceylon and Indian blacks are reported as advancing, and a distinctly stronger market is looked for. The low prices prevailing some weeks ago produced a demand so large that prices advanced rapidly. The statistical position is very strong. We quote:

Good to medium Japans	0 18 0 20
Fine to choice Japans	0 23 0 26
Ceylon greens	0 14½ 0 18
Indian greens	0 16 0 19
Japan style China congoes	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common "	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian "	0 11½ 0 20

COFFEE.

It looks as if coffee prices would have to advance. The statistical position is very strong. Cable advices received from Brazil on the 16th inst. say that crop movement will show a falling off. This will tend to affect local markets in a measure. Mild coffees are firm at the advance reported some three weeks ago. English advices to hand say market is bare of mild coffees and prices should rule higher until next March-April, when new crop comes in. Locally, trade is quiet, though a stronger feeling is manifested on part of roasters. We quote:

Good cucutas	0 08¾ 0 09½
Choice "	0 11 0 12
Jamaica coffee	0 08 0 10½
Java	0 17½ 0 22

SPICES.

Spice market is strong locally sympathetically with New York. Pepper seems to obtain good attention, as also cloves. In pimento a strong feeling prevails, prices having steadily advanced since September 2 last from 7 to 8½c., last quotation from New York at hand to-day being 8¾c. Cloves continue strong both in London and New York. In black pepper, market locally seems to be well supplied, some large lots having been lately received. Cassia is firm, China being worth from 14 to 16c. Ginger is quiet. Nutmegs are firm and quoted all

the way from 40 to 60c., according to size. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13
" ground Japan	....	0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14
Cassin	0 14	0 16

RICE AND TAPIOCA.

Very little is doing in rice and prices are unchanged from last week's quotations. Tapioca is somewhat more interesting, primary markets having advanced 1s. per cwt., though even at this advance very little extra business is doing, as no great quantities are bought for stock. We quote :

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl			0 02½ 0 03
" seed pearl			0 03 0 03¼
" flake			4 00
Imported Italian			0 09
Fancy Head Carolina			0 10

CANNED GOODS.

In canned goods the situation of last week is unchanged, jobbers receiving into store their supplies of corn and tomatoes and are filling their orders, the majority of them in full, as the very satisfactory news from the Canners' Association last week gives hope of 100 per cent. deliveries being made to them. There are still some, however, who claim that only 80 per cent. will be made. It is reported that outside canning factories have made sales this week of 1,200 cases of corn at 72½c. and 1,000 cases of peas at 72½c. A few of the smaller outside packers are holding out for higher prices in tomatoes that are asked by the Canadian Canners' Association, one Quebecker asking as high as $1.20. This is presumably done in the anticipation that the association will be unable to fill contracts in full, but the impression is that this is merely a speculative figure and in no way indicates the state of the market. Trade in other lines is quiet. Salmon is holding up at firm prices quoted last week. Canadian sardines are strong and in some quarters are looked to as bound to go higher. We quote :

Tomatoes	1 05
Corn	0 90
Peas	0 87½ 1 40
String beans	0 82½ 0 85
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 40 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67½
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 40
Sugar beets	0 90 1 00
Salmon, pink	0 90 0 95
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00

FOREIGN DRIED FRUITS.

The arrival of the Escalona, which event occurred Saturday last, put some activity into the dried fruit trade. Some 2,000,000 pounds of currants are being unloaded and the trade will be supplied from now until the arrival of the Bellona now on the way from Mediterranean ports. Deliveries are being freely made of Valencia and Denia fruits. Market is steady and prices unchanged. The expected decline has not transpired to time of correcting. There is a firmer feeling in Grenoble walnuts and an advance of 10 francs per 100 kilos is rumored. In shelled almonds cables from Malaga indicate stiff market with 3s. per cwt. advance. Figs are being looked to with interest. In California fruits apricots maintain the interest at firm prices. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	0 05
" " cleaned	0 05½
" " in 1-lb. cartons	0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½ 0 09

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½ 0 07
New, finest off-stalk, per lb	0 07½
Selected, per lb	0 07 0 07½
Layers "	0 07½ 0 08

FIGS.

Comadres, per tapnet	0 90 1 00
Elemes, per box, new	0 75 0 85

DATES.

Dates, Hallowees, per lb	0 04½ 0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11 0 12
Peaches "	0 09 0 09½
Pears "	0 12½

MALAGA RAISINS.

London Layers	1 75 1 90
"Connoisseur Clusters"	2 25
"Royal Buckingham Clusters," ½-boxes	1 15
"Excelsior Windsor Clusters"	4 50 4 60
" " ⅛s	1 30 1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	
" " seeded, in 1-lb. packages	0 10½
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s.		0 09
40-50s.		0 07½
50-60s.		0 07
60-70s.		0 06¾
70-80s.		0 06¼
80-90s.		0 06
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 07½
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " " 90-100s	0 04½	0 04½
" " " 100-120s		0 04

GREEN FRUITS.

Shipments of apples from the west have been lighter this week than last. The total shipments from Canada and the United States will be about 117,000 bbls. this week, not including shipments from Halifax. Out of this quantity about 67,000 bbls. are from this port. Market continues good in England showing fair returns to shippers. Lemons are very scarce and high in sympathy with New York and still higher figures are looked for during the next few weeks. Oranges about as last week and in very little demand. Canadian grapes are in good demand, but very light receipts are coming forward and as a consequence prices obtained are showing profitable returns to growers. California grapes are in fair demand at $2.10 to $2.50, according to quality. Sweet potatoes are selling from $2.75 to $3 per bbl. Canadian onions are very scarce. It is impossible to secure any red varieties in bbls. at less than $3.50 per bbl. Spanish onions ex Escalona are fetching 75 to 80c. per crate, according to quality. We quote :

Verdilli lemons 300's, fancy	3 75
" " 360's, fancy	3 00
Cocoanuts, per bag of 100	4 00
Canadian apples, in bbls	2 00 3 25
Pineapples, 24 to case	5 00
" 30 to case	4 50
Bananas	2 00 2 50
Canadian pears, per basket	0 40 0 50
Grapes, Canadian, blue	0 20 0 25
" " red and green	0 25
" Delaware	0 35
California Tokay grapes, per box	2 00 2 50
Jamaica oranges, in bbls	5 00
" " boxes	3 50
Sweet potatoes, per bbl	3 00
Spanish onions, cases	2 50
" " crates	0 75 0 80

FISH.

The general feeling in fish is quiet. Prices are unchanged this week. Sea fish, such as haddock, are high owing to heavy storms preventing fishing. Prepared fish must undoubtedly advance shortly owing to the scarcity of green cod. Dore are fairly plentiful and arriving from Manitoba in good condition, and meeting with ready sale. It is expected that as soon as the weather hardens trade will be better in all lines. Oysters have not been so freely bought and handled on account of the soft weather prevailing. We quote :

Haddies	0 07½ 0 08
Smoked herring, per box	0 15
Fresh haddock, per lb	0 06 0 07
Dore, per lb	0 07½
Pike, "	0 06½
Halibut, per lb	0 13
Gaspe salmon, frozen, per lb	0 15
Salmon trout, per lb	0 07½
Fsesh B.C. salmon, per lb	0 15
Steak cod	
White fish, per lb	0 07½
No. 1 Herring, Nova-Scotian, per bbl	5 00 5 50
" " half bbl	2 75 3 00
No. 1 Holland herring, per half bbl	6 50
No. 1 Scotch herring, " "	6 50
" per keg	0 95
Holland herring, per keg	0 65 0 75
No. 1 green codfish, new, per 200 lb	6 00
No. 2 green cod, bbls. 200	5 00
No. 1 green haddock, bbls. 200	5 50
Green pollock, bbls. 200	4 50
No. 1 large green codfish, new, per 200 lb	6 50
Boneless cod, 1 and 2-lb. blocks, per lb	0 06
" fish, " " " "	0 05
" " loose, in 25 lb. boxes	0 04½
Skinless cod, cases 100 lb	4 75
Dried codfish, new, per 100-lb. bundles	4 75
B. C. salmon, per bbl	13 50
Standard bulk oysters, per gal	1 40
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	0 90
Canadian ¼ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz	1 30
Canned cove oysters, No. 2 size per doz	2 25
Shell oysters, No. 1 Malpecques	6 75 7 00
" " " common	5 00 5 50

VEGETABLES.

The potato market is quiet and tendency is for slightly lower prices. Quite a number of cars are looking for offers. Track sales for carlots have been made at 55c. to 60c. As the crop in Quebec is large it is not anticipated that prices for tubers will rule high, unless export demand should be heavy. Sweet potatoes have lately made their appearance and to-day are selling at $2.75 to $3 per bbl. Canadian onions are extremely scarce and it is impossible to buy red varieties in bbls. at less than $3.50 per bbl. Stocks this year are very light. Some 5,000 cases Spanish onions arrived on the Escalona on Saturday, but this small quantity was all sold ahead and no more can be brought in by direct steamers via St. Lawrence route this year. We quote:

Cabbage, per doz	0 30 0 45
" red, per doz	0 45
Cucumbers, per doz	0 10
Onions, per basket	0 50 0 70
Cauliflower, per dozen	1 00 1 50

HOW about your window display this week? Can I help you?

I saw a great window in Tilsingburg the other day. If it hadn't been Sunday I'd have hunted up Wilson & Bentley, the proprietors, for I know they must be wide-awake hustling merchants—the kind I like to do business with.

They had placed in the center a big anvil—a real one from the blacksmith's shop (the anvil is part of the "FORCE" trade mark, you know). Around it was a mighty well-grouped display of "FORCE" packages — on all sides, top and bottom, back and front.

Three different people stopped to look at it while I was passing—even if it was Sunday.

I'll wager that window sold a lot of "FORCE"—and I'll wager, too, that it brought some new customers to the store—and that "FORCE" made everyone, old or new, feel a little bit better than they did before—better toward themselves, toward that store, and I really believe toward

Yours truly,

Sunny Jim

(To be continued)

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ST. MARYS, ONTARIO.

Carrots, per basket	0 40	0 50
Parsnips, per bunch		0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz		0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 60	1 35

COUNTRY PRODUCE.

BEANS.

This is the most uncertain item on the list at present, the trade generally being at a loss to know what will be the outcome of the present situation. Since our last report prices have been considerably easier and some deliveries have been made from the west at reduced prices. A leading Montreal broker tells us that prices asked by Western producers vary about 15c. per bushel. Just what will be the final outcome it is hard to predict, but as there is no doubt that the crop is small, it would seem likely that prices will soon settle on a strong basis. Jobbers' prices are nominally unchanged, but it is reported that some concessions may be obtained. We quote:

Choice prime, per bushel	2 00
" carlots	1 75
Ordinary (off grade), per bush	1 85
No. 1 hand-picked, very fine, carlots	2 10

EGGS.

The local market continues to improve. The arrivals of new-laids are selling readily at from 22 to 24c., straight stock 19 to 21c., No. 2, 15 to 17c. The demand continues very brisk and it is now thought that supplies will not be in excess of the demand. If this be the case, a good trade may be expected through the Fall and Winter months.

HONEY.

There is nothing new in the situation and nothing to add to our reports of the last few weeks. Offerings continue large, especially from the west, but buyers are not anxious to stock up very heavily. The Montreal market is also influenced to a great extent by the West India honey market. We quote the following unchanged prices:

Strained, white	0 07½	0 08
Clover and basswood	0 08	0 08½

MAPLE PRODUCTS.

The local market has been quiet during the last week and there are no changes to report. We quote:

New syrup, in wood, per lb	0 05½	0 06
New syrup, in large tins	0 70	0 75
Old "	0 55	0 60
Old " in wood	0 05½	0 06
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08	0 09

EVAPORATED APPLES.

There is a more settled feeling in the evaporated apple market this week, but whether it is temporary or permanent it is difficult to predict. Prices as given last week seem stationary. As stated in our last issue, large quantities of green fruit suitable for the evaporators are now being exported because of the low prices for evaporated fruit. It is thought that when this movement subsides there may be a further reduction in evaporated apples. The crop this year is so large that high prices cannot be expected. We quote:

New, in carlots	0 05½	0 06
New, in jobbing lots	0 06	0 06½

HOPS.

To our somewhat lengthy report of the general hop situation in our last issue, there is nothing special to add. Further English advices confirm what was said in our last issue concerning the shortage in the Old Land. The crops in Kent, Sussex and Surrey have now been gathered and according to The Kentish Observer, the yield in the majority of instances has been from two to three cwt. per acre short of the estimates formed before the picking. It is thought that when Government statistics are compiled it will be found that the aggregate quantity of hops grown is less than 400,000 cwt. The great gale about September 10 did great damage to the crop.

On the local market the situation is unchanged. Farmers continue to ask from 28 to 35c., which is higher than most dealers think the market will stand. There are few transactions.

POTATOES.

The local market is quiet. Dealers are buying at from 55 to 60c. per bag of 90 lb. and selling at 65 and 70c. The crop is large in this province and unless there is an export demand it is not expected that prices will be high this Winter. It is estimated that the American crop is thirty million bushels short of last year.

FLOUR AND GRAIN.

FLOUR.

There is very little activity on the local market. Flour is expected to decline, but as yet there have been no changes and we quote again the following unchanged prices:

Manitoba patent		4 80
" first bakers'		4 50
" second bakers'	3 90	4 10
Winter wheat patents	4 00	4 15
Winter patents		4 15
Straight rollers	3 75	3 85
90 per cent. patents	3 55	3 70
Extra	1 65	1 70
90 per cent. bags		1 80
Straight rollers, bags	1 80	1 85

FEED.

The market is firm with a good demand. We quote:

Ontario bran, in bulk	16 50 17 00
" shorts	19 00 20 00
Manitoba bran, in bags	18 00
" shorts	20 00 21 00
Mouillie	22 00 30 00

ROLLED OATS.

Trade is better this week. We quote:

Rolled oats, in bbls	3 80	3 85
" " in bags	1 85	1 90

CORNMEAL.

Nothing new to report. Market is quiet. We quote:

Gold dust, bags	1 80	1 90
" bbls	3 90	4 00
Ordinary, bags	1 40	1 45

GRAIN.

Business continues quiet, with little demand for export. Manitoba wheat continues too high to allow exporters to handle it. The bulk of it is still going to the millers. The movement of grain from the Northwest is still very slow. We quote:

No. 1 hard Manitoba		0 83
No. 1 Northern		0 80½
Rye	0 57	0 57½
Peas	0 72	0 73
Corn	0 53	0 54
Buckwheat		0 49
Barley	0 50	0 51
Oats		0 34
Malt	0 75	0 80

BALED HAY.

There are no changes. We quote:

No. 1 timothy	10 00	10 50
No. 2 timothy, choice	8 50	9 50
No. 2 timothy, ordinary	8 00	8 25
Clover, carlots	7 50	8 00

LOOSE HAY.

New hay is quoted at $7.50 to $8 per load of 100 bundles of 15 lb. each, and old hay $8 to $8.50.

ASHES.

Trade is quiet. We quote:

First pots		5 85
Seconds		5 50
Pearls, per 100 lb	6 75	7 00

HIDES.

Lambskins are quoted at from 65 to 70c. In other hides there is only fair activity. We quote:

No. 1 beef hides		0 09
No. 2 "		0 08
No. 3 "		0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 60	0 65
No. 1 calfskins	0 11	0 12
No. 2 "	0 09	0 09½

RAW FURS.

There will, in all probability, be considerable changes to report next issue, but in the meantime we quote the following unchanged prices:

BEAVER—Labrador and choice Eastern	Large $6.00	Medi'm $5.00	Small $2.75	Kitts $1-1.50			Fall Beave $2.00 to $2.50 per pound.	Spring Beav $3.00 to $3.25 per pound.
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.75	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25				
	Large	Medi'm	Small	1	3	4	Cubs.	Yearl's
BEAR—Black—Choice only	15.00	10.00	7.50	6.00	3.00	.50	$2.00 to	$8.00
" Brown "	12.00	7.00	5.00				1.00 to	5.00
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05				
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50		
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20			
" Territory and Western	4.00	2.75	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	50.00-50	35.00	20.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3			
LYNX—Far North-Eastern	4.00-8.00	6.00	4 to 5.00	2 to 4.00	1.00	.25		
" Territory and Western	4.00-8.00	6.00	4 to 5.00	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	3.50	1.75 to 2.50	1.00	.25		
" Territory and Western	7.00	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3		
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large	25-28c.	.10 to .13	8 to 10	2 to 5				
Territory and Western	20c.	5 to .10	.07	2 to 4				
	Large	Small	2	3	4		Cubs	
OTTER—Labrador and far North-Eastern	$10	7.00-10	10.00-12	2.50-5	2 to 4.00		$1.00 to	$2.00
" Territory and Western	4.00	4.50	3.50 to 5	2.25	.50		.25 to	.50
	Large	Small	2	3	4			
RACOON—	.75-1.25	.60-75	.33-50	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	.75-1.25	.75	.40-.50	.05-15				
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM—	$5.00 to $6.00 per pound.							

—IN STORE—

California Seeded / Muscatel RAISINS

Our first car of NEW CROP which is now in store comprises the following well-known brands: "**Nonpareil**" fancy; "**Monogram**" choice, 16-oz. packages, and "**Royal**" choice, 12-oz. packages.

—GET OUR QUOTATIONS.—

THE **EBY, BLAIN CO.,** LIMITED **WHOLESALE GROCERS,** **TORONTO.**

Is guaranteed to go twice as far as a tin of Paste or Liquid Stove Polish.

X-RAY is the **Powdered Polish**

It gives a Quick Brilliant Lustre and Does Not Burn Off.

No Drying Up. No Rust.

X-RAY Gives the Largest Profit.

Six Extra Free Packages in Every Box.

CANADIAN AGENT:

B. L. NOWELL, 27 Common Street, **Montreal**

A Revolution in Coffee Essences.

You can now get an Essence that makes Coffee equal to that infused from Ground Coffee and Chicory by using

ELDER'S

which is extracted from Coffee and Chicory only, and has no Treacle, Burnt Sugar or Syrup-Toffee flavor.

The "LANCET"

OF 20th JULY, 1901, SAYS:

"We do not doubt the genuineness of these preparations, since we were able to extract from them the Aromatic Oils of Coffee as well as Caffeine. The manufacturers have succeeded, to a large extent, in retaining the agreeable aromatic properties of the freshly-roasted berry."

MANUFACTURED BY

Alex. Elder & Son,

12 Beaverhall Road, - EDINBURGH.

WHOLESALE PURCHASING AGENTS WANTED.

Raisins California Seeded will be more popular than ever. We have the handsomest carton in the market, "Horseshoe," Fancy, 16 oz.

Jars We have a few Mason pints left which we will sell at $6 10 per gross.

Teas We have some shipments of Indian and Ceylon Greens and Blacks just at hand. We can give you great values in these.

Sardines We quote:

Mikado ¼ key opener . . . **8½** cents.

We have other brands of imported sardines, key openers, at less money.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main. / 870 " }

48 WELLINGTON ST. EAST, TORONTO.

IN STOCK
NEW CROP
SELECT VALENCIA RAISINS
CANDIED PEEL
LEMON, ORANGE and CITRON PEEL.
Thos. Kinnear & Co., 49 FRONT ST. EAST, Toronto.

BENSDORP'S ROYAL DUTCH COCOA.

WE HAVE JUST BEEN APPOINTED SOLE AGENTS FOR THE SALE OF

BENSDORP'S ROYAL DUTCH COCOA

IN ONTARIO, MANITOBA, NORTH-WEST TERRITORIES AND BRITISH COLUMBIA.

NO FINER COCOA MADE.

⅛ lbs.	- - - -	90c. doz.
¼ "	- - - -	$2.40 "
½ "	- - - -	4.75 "
1 "	- - . -	9.00 "

A. F. MacLAREN IMPERIAL CHEESE CO., LIMITED,
SOLE SELLING AGENTS, - - TORONTO.

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Oct. 20, 1903.

BUSINESS in St. John continues good. We are looking forward to a particularly large Winter export business. There is much dissatisfaction over the withdrawal of some of the mail boats from St. John. While, without these, the number of steamers to call here will be larger than ever before, there is a feeling that as the mail boats receive a subsidy they should carry out the agreement and fulfil their contract, or, at least, in default, not receive the full subsidy. In markets there is little change. Cream of tartar is again turning higher after the somewhat lower prices quoted. Potatoes, which are a large product, are a good crop in both quality and quantity.

OILS.

In burning oil this is the season of large consumption. Prices are rather higher and the market firm. In lubricating oils, while prices do not change as quickly as burning, the tendency is as a rule the same. Linseed oil continues low and is quite easy and sales not large. Turpentine is still high and quite firm. In cod oil prices are rather higher. Supplies are very light. Quotations are:

American Water White	....	0 20
Best Canadian	....	0 19½
Prime	....	0 19
Linseed oil, raw	....	0 54
" boiled	....	0 57
Turpentine	....	0 85
Cod Oil	0 32	0 35

SALT.

In Liverpool coarse salt business is rather quiet. Stocks are not large but seem ample. Prices are held quite firm. No receipts are expected for some little time. In fine salt the lateness of the season leads to light business. No large stocks are held. We quote:

Liverpool coarse, per bag	0 59	0 60
English factory-filled, per bag	0 95	1 00
Canadian, per bag	....	1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl	....	3 10
" " 10-lb " " "	....	2 85
" " 20-lb. wood boxes, each	....	0 25
" " 10 " " " "	....	0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.

The firm price of tomatoes is a feature of the market. The outlook is for a light pack. Some Nova Scotia goods have been delivered this week, also some Nova Scotia apples and plums. In corn and

F. KESSELL & CO.

7 and 8 Railway Approach, London Bridge, ENGLAND

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS **FRESH FRUITS, CANNED GOODS and GENERAL PRODUCE,**

FOR GREAT BRITAIN.

HIGHEST REFERENCES. **CORRESPONDENCE INVITED.**

BANKERS—LONDON JOINT STOCK BANK, LONDON.

UPTON'S Jams, Jellies AND Marmalade

IF YOU ARE LOW ON THESE LINES, STOCK UP — AND STOCK UP NOW.

SHOULD YOU HAVE ANY DIFFICULTY IN OBTAINING STOCK FROM YOUR JOBBER, WRITE US, AND WE SHALL SEE THAT YOU ARE SUPPLIED.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

peas while the feeling is firm there is not the same tendency to higher prices. In fruits the output has not been large, and all lines are firmly held. Blueberries are scarce. Salmon is firmly held at the advance and markets are very firm. Domestic sardines are a light pack. We quote:

Tomatoes, 3's	1 10	1 25
Corn	0 90	0 95
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 55	1 75
Blueberries	1 10	1 20
Raspberries	1 55	1 70
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3's	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" cohoes	1 25	1 35
" spring	1 35	1 50
" sockeye	....	1 50
Domestic sardines, oils, ¼	3 00	3 25
" mustards, ¼	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.

There is a fair business. Apples are the large sellers. Good reports continue to come from Nova Scotia. The apples received are fine and prices low. Gravensteins have the largest demand. In oranges Jamaica stock hold the market, with prices unchanged. Lemons have just a fair sale; the market continues quite firm. In small fruits Ontario grapes are quite plentiful. There is a good sale at good figures. Some nice Tokay are offered. Barrel grapes have a very light sale. Ontario peaches are still offered at quite firm prices. Pears are about done. Sweet potatoes are in light demand with prices rather easier. Cape Cod cranberries rule at full figures. We quote:

Jamaica oranges, bbls	5 00	6 00
" " boxes	3 00	3 50
Messina lemons	4 00	4 50
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Apples, N.B. and N.S.	1 50	2 75
Grapes, per bbl.	4 50	5 00
Sweet potatoes	4 00	4 50
Peaches, per basket	....	0 75
Grapes "	0 25	0 40

DRIED FRUIT.

This is a line of much interest. In general rather light stocks have been bought. Little California fruit will be seen, except a fair quantity of prunes. In all lines of fruits prices are firm, particularly in raisins. New Malaga, seeded and loose, are daily expected. New peels have been received; the price is rather higher than last year. Figs are here. New dates will show higher value by the time they arrive. Evaporated apples rule firm; sales so far have not been large.

IN STOCK.

NEW **Evaporated Apricots** AND **Peaches**

Fancy, Choice and Standard.

THE **Davidson & Hay,** LIMITED, Wholesale Grocers, TORONTO.

Onions are higher and are being offered chiefly in bags. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	0 06	0 06½

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers, new, "	0 08½	0 09

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ⅛s	1 30	1 40
Loose muscatels, 50s	0 08	0 09
Malaga, choice, seeded	0 09	0 09½
" fancy, seeded	0 10½	0 11
Loose muscatels, per lb	0 08	0 09
" " seeded, in 1-lb. packages	0 09	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

	Per lb.			Per lb.	
30-40s	....	0 08½	70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06	0 06½
50-60s	0 07½	0 08	90-100s	0 05½	0 06
60-70s	0 07	0 07			

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

ONIONS.

Canadian onions, per bbl	....	3 00
" " per bag	....	1 50

SUGAR.

Prices did not rule as high as expected. The lower figures of last week are quoted. We quote :

Redpath's granulated	....	4 20
St. Lawrence "	....	4 20
Acadia "	....	4 15
" " in bags	....	4 00
Bright yellow	....	3 85
Med. "	....	3 55
Paris lumps, in 50-lb. boxes	0 05	0 05½
Powdered	0 05¼	0 05½

MOLASSES.

There is a fair movement, except in Porto Rico, of which there is a fair stock. Quantity here is light. The full price has effected the sale. We quote :

Barbadoes	0 36	0 38
Porto Rico	0 40	0 45
New Orleans	0 30	0 38

FISH.

Stocks are very light. The season for selling finnan haddies is now on: but supplies are small. Codfish and pollock are both high and firmly held. In pickled and smoked herring full values rule. Stocks come to hand very slowly. There is very little to be had in fresh fish. Sardines continue to be taken in quite large quantities in our harbour. We quote :

Haddies, per lb	0 04½	0 05
Smoked herring, per l	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	....	2 25
Pickled herring, per ½-bbl	2 35	2 50
Dry cod	4 05	4 25
" small	3 00	3 25
Pickled shad, ½-bbl	....	6 00
Halibut	0 12	0 15

FLOUR, FEED AND MEAL.

Manitoba flour continues firm. Ontario flour while quoted rather lower is said to be firm at present price. Oats and oatmeal are rather firmer ; there is but a fair sale. Feed has a fair sale, but supplies are not large. In beans very few are offered ; the higher prices hold firm. We quote :

Manitoba flour	$5 40	5 50
Best Ontario	4 65	4 80
Medium "	4 15	4 50
Oatmeal	4 10	4 25
Cornmeal	2 75	2 85
Middlings, in small lots	23 00	24 00
Oats	0 38	0 40
Hand-picked beans	2 15	2 25
Prime "	2 05	2 15
Yellow eye "	3 25	3 35
Split peas	....	5 00
Barley	4 25	4 40
Hay	10 00	12 00

NOTES.

Batger's peels were received by the trade this week.

J. G. Rood & Co., Berwick, Nova Scotia, this week delivered to the St. John trade canned apples, plums and tomatoes.

Dearborn & Co. received a large consignment of Canada Cream Cheese this week. Although just put on the market for this season this is a repeat order.

No Grocer need hesitate about stocking

Clark's Ox Tongues

There's a flavor and fine quality about them which will please your BEST CUSTOMERS.

1½, 2 and 2½-lb. Tins.

TRY TRY TRY TRY DELICIOUS ACID FRUITS FRUIT-MEAT CORONA FOR SUMMER USE FOR PIES PUDDINGS SPRING USE

Delicious, Healthful
The Ideal Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

COWAN'S

Perfection Cocoa (Maple Leaf Label). Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

MANITOBA MARKETS.

Office of THE CANADIAN GROCER,
WINNIPEG, October 19.

TRADE in grocery and produce lines is steady, and though the rush for goods is not quite so strong as it was at the corresponding period of last year, every wholesale house will tell you they have about all they can handle. The delay in the getting out of the grain has, of course, kept other lines of trade back, and it is having some effect on collections, which are slower than they should be at this season. The high prices at which the crop is selling is giving the farmer a good return, and but for this there would have been some loss, as for the first time in many years Manitoba, or more properly speaking the Northwest in general, has what is known as a No. 2 crop, that is, the bulk of the crop threshed after the bad weather will grade 2 northern. It is a matter for congratulation, however, that a careful study of the grain inspection lists shows that the crop of the Canadian West is grading decidedly better than that of either Minnesota or Dakota. At this writing No. 2 northern wheat is selling for 8½c. over the price of No. 1 hard at this date last year. Manitoba No. 1 northern has sold at a premium over Duluth No. 1 northern since the season opened. The yield of grain on the whole is larger than was anticipated, and there are enormous yields of oats reported from many sections, more particularly in the Northwest Territories. One yield that was verified by a Government agent was 7,000 bushels from 75 acres, the oats weighing 50 lbs. to the bushel measure. These would sell at the man's own station for about 24c., so that the returns for that portion of his season's work could not be complained of. In grocery lines there are few changes to record, and demand is steady in all seasonable goods.

CANNED VEGETABLES.

Packers may be said to have withdrawn quotations from this market, as quotations on anything but contracted orders are practically prohibitive. New pack of tomatoes sell steadily at $3.50 for the 2-doz. case. There is no change of situation as to either corn or peas.

CANNED SALMON.

The situation is strong and prices are high. No. 1 sockeye is quoted at $6.25 and No. 2 at $5.75, for last year's goods, and red spring salmon at $5.50.

EVAPORATED AND DRIED FRUITS.

Valencia raisins of the new stock are selling at $2.40 to $2.65 for fine off-stalk, according to grade. The California fruit growers have advanced the price of cleaned currants ¼c, but the price here has not yet responded. The orders booked for Spanish seeded raisins have been cancelled, the company not being able to fill them for this season. This is rather a disappointment, owing to the high price of California fruit. Small prunes are very scarce, the crop being light—the prunes nearly all run to the large sizes. Prices at present for small prunes are all quoted on last year's stock, which is the only stock available at the moment; 100's and over are quoted at 3½; 120's to 140's, 3¾; 60's to 70's, the smallest size of new stock to hand, 7c; 50's to 60's, 7½, and 40's to 50's, 8¼.

Evaporated apples are in strong demand, but present indications seem to point to quite as high prices as last year.

GREEN FRUIT.

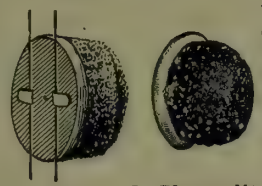
California oranges are about out of the market owing to the high prices. The stock at present on the market are Messinas,

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. The low price at which we have been able to sell it, notwithstanding the advance. 2. The quality, which has always been the same.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

REFRIGERATORS.

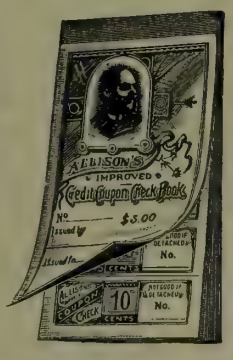
Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.
WILBERT HOOEY, MANAGER.
Phone Park 513. 54 Noble St., TORONTO.

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

The Roof
Gets the Worst of it

There is no shelter for it—it shelters the rest from the force of the elements.

That's why you need the very best shingles, no matter where else you stint.

Eastlake Steel Shingles

are absolutely Fire, Lightning, Rust and Leak proof, and easy to apply. They've been proved long since the most reliably perfect and long lasting kind you can find.

Galvanized or Painted.

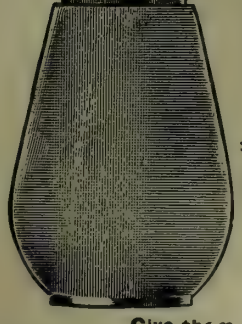
The one kind that always satisfies.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG

When you use
Wrapping Paper
to protect a parcel you should be able to rely on it. Our brown and manilla wrapping papers are of a strong and durable quality that never varies. It is always satisfactory.

CANADA PAPER CO., Limited
Toronto, Montreal and Windsor Mills, Que.

ARE YOU USING OUR
Cold Blast or Jubilee Globes



Aetna or Quaker Flint Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited.

which sell at $6. The principal fruits moving at the present are apples and grapes. Grapes are quoted this week at 30c per basket, and this will be the lowest point of the season. Grapes have come forward in very good shape. Apples are $3.50 per barrel, and so far are coming forward in fair shape, but nothing to brag of. Bananas have advanced to $4 per bunch.

HONEY.

Honey is very plentiful, dealers declaring that not for years have they been so flooded with offers of stock. There has been a large amount offering from Manitoba, and simply countless offers from Ontario. There appears to have been a tremendous crop all over Canada. The Western market can only be considered as fair for honey, the demand growing a little each year, but not very rapidly.

FIBRE WARE.

The new list showing the reduction in fibre ware is now out. Fibre pails, $2.25 per doz.; No. 0 tubs, $14.70 per doz; No. 1, $12.80; No. 2, $10.90; No. 3, $9. Nests of 1, 2 and 3, $2.75 per nest.

FLOUR.

There is a good deal of interest in flour at the present time, owing to the large orders placed by Japan with California milling firms for flour. The Osaka exhibition has opened the eyes of Japan to the merits of Canadian flour, and there is prospect of greatly increased trade. It is known here that some of the big milling firms have been approached in the matter of large exporting orders for Japan, but just at present there is nothing for publication. The western millers have for some years been exporting to Japan, but the prospect of war would seem to indicate a possible immediate development of the trade.

The local prices have remained without change at $2.35 for patent, but if the price of wheat continues to advance there will likely be an advance in flour.

DAIRY PRODUCE.

Creameries are practically all closed with the exception of those in the city, and prices for creamery butter from this time on will be the jobber's price to the retailer, which is 20c. to 22c. per lb, according to size of package.

Dairy butter continues to arrive in small quantities and there are no really large stocks in store; in fact, it is not often that butter has been so well cleaned up early in the season. The indications point to high prices this Winter. At present jobbers quote 18 to 18½c. for fresh tubs.

Cheese—Prices are very firm, being 13½ to 14c. for Manitoba and 14 to 14½c. for Ontario.

Eggs—Jobbers quote, 25c. per doz. for strictly fresh selected stock; 23c. doz. for freshly candled stock, and 22c. for pickled or glycerined stock.

CURED MEATS.

Market is active and firm for all lines of cured meats, and prices are as follows: Hams, sugar cured, 15½c.; bacon bellies, 13c.; breakfast bacon, backs, 12½c.; shoulders, 9c.; spiced roll, 11¾c.; dry salt long clear, 11¾c.; smoked long clear, 12c.; dry salt shoulders, 9½c.; boneless backs, 12c.; pure lard, in 20-lb. pails, $2; 40-lb. pails, $5.20; 3-lb. tins in cases, $6.60; 5-lb. tins, $6.55; 10-lb. tins, $6.45; compound lard in 20-lb. pails, $1.75; barrel pork, heavy mess, $20.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Oct. 17, 1903.

ADVICES received at the head offices of The White Pass & Yukon Co., here from White Horse this week announce that between October 6 and 9 there had been 600 tons of Dawson freight moved from that port down the Yukon. At the latter date there still lay at the warehouses of the company at the head of navigation over 2,500 tons of merchandise, mainly consisting of provisions, fodder for the great number of horses in the Yukon and a small proportion of Winter dry goods.

At the time of the report the water in the Yukon was 48 inches above minimum low water, but continued freezing on the upper waters was rapidly reducing the flow so that an early cessation was then expected. No subsequent report by wire has been received this week, though it was confidently anticipated that the closing of navigation would be complete this week. The fact that such great quantities of food supplies still remain to be forwarded may have a very serious effect on the market quotations of certain staple lines in the northern camp during the Winter season. The White Pass Co. has already sent in 75 head of horses for the Winter stage route operated during the Winter. Only small quantities of freight are transported by team during the Winter owing to the very high cost, made almost prohibitive by the price of horse keep in the north, especially in the Winter months. Small shipments of fresh Christmas goods are sent in, mostly fruits, fresh eggs, dressed poultry and similar lines, all in the nature of luxuries.

* * *

New season's raisins from California are beginning to arrive, a carload having been received by one wholesale house this week. It is a peculiar feature of the raisin situation here, or rather in California, from whence practically all the supplies for this market come, that with a very heavy yield and increased total production this year the market is opening high and strong, with every likelihood of going higher.

The explanation offered is that The California Raisin Growers' Association, a strong combination, last year found their entire production sold up very early. This year, with increased output, the demand is also very materially increased so that to guard against the same result, and also to make the most of the strong position they find themselves in, the California Raisin Growers' Association is putting up the price to a stiff figure to begin with.

Thus, while supplies are plentiful and more able to meet the demand than last year the prices paid are over 1c. higher for opening quotations than last year's crop commanded. Another factor is that large contracts were made by many wine houses in California with the vineyardists for fresh grapes, so that a large portion of the crop which might have been turned into raisins never reached the driers, but was sold direct to the wine presses.

The British Columbia wholesalers are able to handle the California raisins much lower than they would the eastern article, and with the exception of Smyrna sultanas the quantity of eastern raisins imported to this market is very limited. Of course, fine layers and fancy cluster stock is all from the east, that being a specialty the California packers have not yet attained success in. Indeed the Valencias they put up are not at all the equal of the eastern fruit.

The quotations by the wholesale trade here to the retail trade open at from 10¼ to 10½c. per 1-lb. carton, fancy. Other grades follow.

* * *

New California figs are also among the arrivals noted in the market this week. They are high in price too, though as in the raisins, the crop in California is large this year. The California output of all lines of dried fruits is very extensive, the shorter haul from that state to the states of the west and middle west giving an advantage over eastern stocks which have first to be shipped into the country, paying duty, and then to stand a longer rail haul.

Figs produced in California show a distinct improvement this year. The packers are apparently gaining in experience and improving their methods of handling them. It is but a few years since the fig industry began to assume proportions in California products, but the advance and expansion has since been very rapid. All lines are put up, and both black and white cooking varieties are shipped. The layers in cartons and boxes are very good in comparison with eastern growth. Where the shipments of cooking varieties come from the east in mats, the California shippers pack them in boxes similar to other dried fruits.

* * *

While there is not yet much movement in new season's dried fruits from California the shipments received so far are at advanced prices over last season's opening quotations. Apricots are this year especially high. In evaporated apples the quotations so far received show that the eastern or Ontario fruit is likely to supply this market this year to the exclusion of the California, which is the reverse of last year's quotations.

So far as quotations from the east have been received, it is expected that it will be possible for the wholesale houses to lay their stocks down here from Ontario, freight added, at 6½c., which will enable them to undersell present California quotations, and from the position of the market it is likely that California prices will go still higher.

* * *

In canned goods the situation is still unchanged. There are now considerable quantities on order and a good deal of stock moving, some here and more to arrive. It is stated that the big combine has not been able to keep its lines all open. Quotations are still withdrawn on tomatoes and beans, and other orders have not been filled, but left open pending close of the pack.

NEW HOUSE FOR CALGARY.

E. Nicholson, wholesale commission merchant and broker, Winnipeg, is establishing a branch of his business in Calgary to supply the Western and British Columbia jobbing trade. The branch will be opened on the first of the year.

OTTAWA TRADE GOSSIP.

OTTAWA, October 21.

BUSINESS among retailers has been very good. All the leading stores report a good Fall trade, while the wholesalers are extra busy. A sure sign of good times has been the advance in price of almost all lines of groceries. Speaking with a prominent wholesaler to-day, he said: "Almost anybody is a good buyer on a rising market. While we all think we are good buyers, the best buyer is usually the man who buys as he requires; but the fortunate man this year is the big buyer—who took chances in the first place." He instanced salmon, raisins, molasses, canned goods. Almost all staple lines except sugars are high and firm in price. Sugars are as last week, $4.12 for granulated in bags, $4.17 in barrels; yellows, $3 47 and $3.52. Canned goods are very firm, although weather conditions last week made prospects brighter; they are still firm this week.

Molasses is now worth 43 to 45c., and likely to go higher.

Shelled nuts are being picked up briskly this week by retailers for future requirements. Shelled almonds are worth 25c.; shelled walnuts, 27½ to 30c.

At the Fruit Exchange receipts of grapes have been larger and prices have eased off, Concords selling at 20 to 22c., Niagaras 18½ to 20½c., Rogers 22 to 28c.

At the Ottawa Cheese Board on Friday last prices of cheese advanced ½c. above the previous week, and an unusually large number of sales were made. As high as 11 3-16c. and 11¼c. in a couple of instances was paid. About 500 boxes were not sold, with the hope that a better figure would be realized. About 1,900 boxes were boarded.

An advance is looked for in the price of brooms.

The butter market is very firm at present. Good dairy is hard to get and creamery is in good demand. Prices are: For creamery in blocks, 23c.; creamery in bulk, 21c.; choice dairy, 19c.; good dairy, 18c.; round lots, 16 to 17½c.

NOTES.

P. D. Herbert, of Bank street, has removed into his new store in the old O'Connor block. The store is fitted up with the latest modern fittings, and is a great credit to Bank street. All success to Mr. Herbert in his new venture.

The F. J. Castle Co. are receiving many enquiries for their new breakfast food "Wee MacGregor," which they hope to soon have on the market. Mr. Castle says it takes longer than one thinks to get a new thing started, but they want to give it a good start when it appears, hence some necessary delay.

G. W. Shouldis is chairman and manager, H. C. Ellis secretary, of the party leaving for New York on the 27th. It is likely they will style themselves the "Canuck Tourists."

H. N. Bate & Sons are doing such a trade this year that they have been compelled to enlarge their already long warehouse by adding three additional storeys which are almost completed.

Messrs. Provost & Allard are delivering canned tomatoes to the trade this week. They report having a great many orders on hand.

Mr. Sterling, of T. A. Lytle & Co., Toronto, is in this city looking alter Fall orders, as is also Archie Rankin, representing S. H. & A. S. Ewing & Sons, Montreal.

A CUSTOMER FOR THIRTY-EIGHT REARS

Messrs. Balfour & Co., Hamilton, had a call last week from one of their very oldest customers in the person of John Waddell, of Harriston, who has dealt with this firm continuously for thirty-eight years, and has always paid one hundred cents on the dollar. While Mr. Waddell is one of the oldest customers of Messrs. Balfour & Co., he is also one of the oldest subscribers of THE CANADIAN GROCER.

The retail merchants of Fort William, Ontario, have organized an association. W. F. Hogarth is president, John King vice-president and J. Edgar Rutledge, P.O. Box 175, is secretary-treasurer.

GILMOUR'S

Monarch of Non-Alcoholic Drinks

HOP ALE and HOP STOUT

Medal—Highest Award, Chicago Exhibition, 1893.

Gilmour's celebrated OATMEAL STOUT (Alcoholic)

Nourishing and Sustaining.

Try these and then you will want

Gilmour's BREWED GINGER BEER and GINGER STOUT. . . .

AGENTS

J. H. MAIDEN, 131 Place d'Youville, MONTREAL.

H. H. STIMPSON, HALIFAX, N. S.

JOHN S EAGLES, WOODSTOCK, N. B.

SOLE EXPORTERS

SHARROCK, WILLIAMS & HALLMARK

LIVERPOOL AND LONDON.

Cocoa-Its Growth and Manufacture.

A Cocoa Estate in Trinidad.

By a Trinidad Planter.

THE cocoa tree (theobroma cacao) is a native of Central and South America, and species of it are said to have been found growing wild in one or two of the West Indian Islands. When left to itself the tree will reach a height of twenty or thirty feet. It sends out small flowers in bunches, and from each bunch a pod is formed.

The plant is grown from seeds which germinate readily, and are sown in beds or bamboo pots in nurseries. When the little plants are about a foot high they are planted out in the fields at distances of from ten to eighteen feet each way. The young plants are shaded by the banana (musa sapientum), plantain (musa paradisiaca), cassava (manihot utilissima), and other quick growing plants and by the immortelle or "cocoa mother" (erythrina umbrosa), seldom by any other trees, when they are big.

The trees begin to bear at the age of three years, but are not in full bearing until from seven to ten years. During this time they need much care.

The crops are gathered at two different times, Easter and Christmas.

The pods are cut from the trees with a cocoa knife, which has a chisel on the top and a crescent-shaped blade on the side, the latter sharpened on the under edge. After being cut off the tree the pods are broken, under the trees, by negroes and indians, and the beans taken out and brought to the sweating house.

The beans are sweated, or fermented, by placing them in an air-tight room or in boxes and leaving them for three days. Then they are turned and left for another three days, after which they are sunned; for one or two hours for the first day, increasing the length of time in the sun each day, until they are properly dried. When they are dried they are sometimes washed and sometimes clayed, which makes them bring a better price.

Gathering and Breaking Cocoa Pods.

On most estates barbecues are used. These are simply large trays and roofs with rollers on lines, the roof being rolled off for sunning and on again at night.

When the beans are dried they are put into bags and sent to the English markets, where they are sold to the makers of the different brands of cocoa and chocolate.

There is great fun to be had on cocoa estates by hunting agoutis. These little animals do much damage to the pods borne near the ground and to fruit. Deer and 'possums also do damage and afford a certain amount of sport.

Each estate is in charge of a manager, who is assisted by one or two overseers, according to the size of the plantation. The number of laborers varies from 80 to 200, and it is to these people that we are indebted for our much relished chocolate.

The Manufacture of Cocoa.

After the cocoa beans leave the plantation they have still to undergo a series of rigorous ordeals before finding their way into consumption as delicious breakfast cocoa or one of the many toothsome chocolate confections.

The first process through which the bean must pass in its manufacture is that of roasting. The beans are placed in a revolving cylinder over a furnace and are thoroughly roasted in a manner quite similar to the method employed in roasting coffee. In fact a coffee roaster is quite suitable for roasting cocoa.

The beans come out of the roaster dry and crisp and ready for the second operation. In this they are fed into a mill which cracks the bean into coarse pieces called nibs, while at the same time the light thin enveloping hull is blown off by a rapidly revolving fan.

The cocoa nibs, of a dull brownish color, reduced to about the size of field peas and from every appearance dry as dust, are now ready for the triple grinding mill. In passing through this mill they are subjected to great pressure and the oils in which cocoa is extremely rich are liberated. So great is the proportion of oil in the cocoa that the dry nibs which enter the upper orifice of the mill flow quite freely from the lower as a chocolate-colored oily liquid.

At this stage is prepared the cocoa butter of commerce. The chocolate colored oily liquid above referred to is put in a press and gradually subjected to great pressure. A clear oil exudes from the press which on cooling is known as cocoa butter.

The residue, a hard, dry cake from which the excessive oil has been removed, is now ready to be converted into breakfast cocoa. To this end it is passed

SUGARS ARE CHEAP

And the best are the cheapest.

Ask for and see that you get

Redpath

"Extra Granulated"

AND OTHER GRADES OF REFINED,
which are of the Highest Quality and Purity.

The Canada Sugar Refining Co., LIMITED

Montreal

through a mill consisting of a series of rolls and reduced to a fine flour. When this flour has been bolted, on adding the sugar to the cocoa the mixture is passed through a series of rolling mills which reduce the sugar to the finest powder and thoroughly incorporates it with the cocoa.

When the cocoa butter is added, together with any flavoring materials desired, and the whole again given a thorough mixing and grinding in a system of melangers, the chocolate is ready either to be moulded into cakes or be used as coverings for creams. On being placed in the moulds the chocolate is sent to a cooling room to set and from thence to the packing room where it is done up in tin foil and packed in cases for shipment.

Cocoa and chocolate are steadily growing in use in Canada. In the last fiscal

Drying the Cocoa Beans.

year our importations of unroasted cocoa were, from

	Quantity. lbs.	Value. $
Great Britain	172 571	26,789
United States	594,709	83,548
British West Indies	439 895	54 670
Other Countries	94 117	16,244
	1,301,292	181,251

At the same time our importations of cocoa paste, chocolate paste and other preparations of cocoa were from

	Quantity. lb.	Value. $
Great Britain	900,036	168,758
United States	736,301	173 210
Other Countries	134 582	29,121
	1,770,919	371,089

A large part included in this latter table, however, is cocoa butter and partially manufactured cocoa which is worked up in Canada. Our own manufacturers therefore supply about half our consumption of cocoa and chocolate.

Canadian manufacturers, of whom The Cowan Cocoa Co., of Toronto, and Martin & Co., Halifax, are the largest, get their beans from a wide range of territory, including Jamaica, Trinidad, Ceylon, Venezuela and West Africa. By far the greatest part, however, comes from the West Indies, either directly via Halifax or through New York.

Compared with the people of Great Britain Canadians are not large consumers of cocoa, but doubtless this delicious and healthful beverage will become more and more popular with us in the future.

PERSONAL MENTION.

A visitor to the Montreal trade this week is Mr. Ed. Sterling, "Ted,"—known from Newfoundland to Victoria as a hard man to beat as a salesman. "Teddy" is out for Lytle, the pickle, jam and catsup man, of Toronto, and the only complaint that he has to make is that his house can't turn out the goods fast enough—for him—for "you know we have the quality. By the way, I see 'The Grocer' all over and I am always on the look out for it." Mr. Sterling is on his way to the Maritime Provinces.

Messrs. D. Bremner and C. W. Gregory, representatives of Snowdon, Forbes & Co., Montreal, manufacturers of "Bee" starch, in Western and Eastern Ontario, were visiting that city this week. Both report successful trips and flattering testimonials as to the quality and popularity of their goods.

Mr. Tyas, Canadian representative of John Dwight & Co., New York—Dwight's "Cow Brand" Soda—is a visitor to the Montreal jobbing trade this week.

Macleay, Duff & Co., distillers, 41 Renfrew street, Glasgow, have despatched their representative, Mr. H. Newkamp, to Canada to assist their agents in thoroughly establishing and developing the business throughout the Dominion. He will also visit the United States, Japan, China, etc. This firm's whiskies have been very successful in Australia, and they now intend to push their trade where agents have been but recently appointed or where as yet the firm is unrepresented. Mr. B. O. Beland, 26 Lemoine street, Montreal, is their Canadian agent. Mr. Newkamp also represents the firms, United Vineyards Proprietary Co., cognac, and Theophile Roederer & Co., champagne.

H. W. Nigh, of Springfield, Elgin County, has disposed of his grocery and confectionery business to John Drury.

Mr. W. H. Halford, representing S. H. Ewing & Sons, Montreal, representatives of Jardine, Mathewson & Co., and Mr. Lowdon, of the New York branch of this latter firm, are making a trip through the West in the interests of Japan and China green teas. Toronto, Hamilton, London, Brantford and Ottawa will be taken in on the trip.

APPLE EXPORT REPORT.

The following comparative summary of the quantity of apples exported from American ports for the week and season ending October 17 has been given out by Mr. Fred Barker, apple exporter, Church street, Toronto:

Apples exported week ending October 17, 1903:

	Liverpool	London	Glasgow	Various	Total
Montreal	29,489	5,284	21,191	13,250	69,211
New York	15 240	15,974	8,099	16,158	56,479
Boston	23,232	1,781	.....	276	25,285
Portland	6,315	.....	.....	.....	6,310
Halifax	6,500	.....	(estim't'd)	.....	6 505
St. John	.....	775	.....	.....	774
Week's Total	80,776	24,814	29,290	29,684	164,564
Same " 1902	86,341	13,507	26 025	7,389	133,352
Season to date	488,792	198,145	200,892	96,725	984,554
Last " "	353,220	82,960	150,162	27,572	613,914

LIVERPOOL MARKETS.

The following cable has been received by Mr. Barker from Liverpool in regard to the apple market of Tuesday, 20th inst.:

"Good demand: Baldwins, 12s. 6d. to 19s.; Greenings, 14s. to 17s.; Kings, 17s. to 22s. 6d.; Snows arriving in large quantities, 10s. 6d. to 15s."

In regard to these quotations it must always be remembered that they refer to apples arriving in first-class condition. Lower grades are generally from 4 to 6s. off these prices.

W. P. Downey, 26 St. Peter street, Montreal, reports arrival into store of very fine imported citron, lemon and orange peels, in 7-lb. boxes, also drained peels in 10-lb. drums—Roedenbeck & Wahl's—at most attractive prices.

Canadian Trade Openings in The Orient

Interesting Letter from a Canadian Business Man on a trip to Japan and China.

THE following very interesting letter, written by an old subscriber to "The Canadian Grocer," now on a business trip to China and Japan, was not intended for publication, but we take the liberty of using it without permission. It contains so much good matter for Canadian business men, that we think Mr. Tufts will forgive the liberty we take.

As a result of Mr. Tufts' suggestion "The Canadian Grocer" has taken steps to increase still further its circulation among probable buyers of Canadian goods in China and Japan:

Shanghai Club,
Shanghai, Sept. 19, 1903.

Colonel J. B. MacLean,
"The Canadian Grocer,"

Dear Sir:—Having spent the last eight months or so in Japan and China in the interests of Canadian products and manufacturers, it has occurred to me that one factor of value to our exporters would be an export issue of your paper for distribution in China and Japan.

From press comments in Japan you know how favorably our exhibit there impressed the people of that empire.

FOLLOW UP OSAKA.

Don't you think the expenditure of the Canadian Government should be followed up with an aggressive selling or advertising effort?

During the Osaka Exhibition I persistently worked the wholesale trade in the interests of Canadian manufacturers and millers, whom I represented, with very satisfactory results in such lines as our good people at home are "right" on for Oriental export business. Since the close of the Osaka Exhibition I've been visiting the chief cities and seaports in China, and believe we have here another excellent field for export trade.

Of course not every line of Canadian manufactures will sell in Japan or China, but we have many things each country will buy, and those lines require two things persistently undertaken, viz.: proper representation and adequate advertising. Local representation by European firms may be obtained in these countries through the medium of advertising in such representative trade papers as yours.

WHY NOT CANADA?

England, Germany and the United States obtain many orders for goods which Canada could as well, or in some instances better, supply if her manufactures were known to the personnel of the import houses here. Only yesterday an English trade paper (The Commercial Intelligence of London) arrived in the office of a large local import house, with whose manager I had been spending a week, off and on, trying to put in a certain Canadian line. I had done all I could apparently to close the deal but it still hung in the balance. Having an opportunity to glance at the trade papers received that morning by the manager my eye caught a head line with Canada in it. I read it with interest; it was a repetition of some of my arguments for the line in question, written by a correspondent in the far East for the London trade paper, who had been at the Osaka Exhibition last May. I pointed out the article to the manager, who asked me if I knew the writer. I replied that the article not being signed and in a paper I had never seen before, I could not say whether or no, but his information exactly confirmed my representations, even to figures. The manager went to the "topside" (upstairs) office, where he evidently conferred with his "taipan" (principal) and returning said, "Mr. Tufts, that deal has been put through; the Chinese firm will take one-half, and our firm one-half; the former would do nothing without us, and we feel sure it's all right. I'll wire your firm a credit of $14,000 gold at once, and you may cable 'we accept.'"

A further article on Canadian butter, in the same trade paper (for you may be sure I read through the batch) assisted me in completing a contract for $13,000 gold of choice creamery in tins. The articles in question I am having reproduced in a local paper for the benefit of my customers and Canadian products.

VALUE OF THE TRADE PAPER.

A salesman may "talk up" his wares ever so eloquently, make his "points" with the shrewdness of a criminal lawyer, and yet not get a verdict in his favor without the corroborative testimony of an article in a trade paper. Firms here subscribe for trade journals for the sake of the information they contain, not to wrap up parcels in, nor to fill a wire basket with.

Canada has the goods, her manufacturers have the information and you have the medium of circulation.

Its up to whom?

I'll help you all I can when I get home. But don't wait for me; there's cholera, plague, uncleaned ice-chests on the steamers, typhoons and seasickness to be dodged. If I had not been brought up on oatmeal porridge in Ontario my constitution couldn't stand it.

COLD STORAGE PROSPECTS.

There is another point I believe might interest Canadians. We have no adequate cold storage as yet on C.P.R. steamers for fresh butter, fruits and cheese. The cheese, as yet, goes largely to European trade and that's a bagatelle, because jar cheese is very expensive in comparison, so we are, in a great measure, handicapped in above lines, but the C.P.R. know a thing or two through Messrs. D. E. Brown at Hong Kong and Mr. Payne at Yokohama, and there will be "something doing" before long. But what's the matter with the nurserymen in Canada? If we can't get fresh fruit in here for a while we can send them the trees and the bushes and make a little on the business. They certainly have the soil and the climate in northern China. At Chefoo, China, the late Rev. Nevis brought in a lot of fruit trees some years ago. His wife has a magnificent orchard and a very nice revenue from it now. If you don't know how to touch the market here, start a "mail order" business with the missionaries; they are good people, and keen on making a little money. Goodness knows they need it when they live in this country. When I was up at Canton a few days ago a German missionary and his little family going up the river in a house-boat were attacked by twenty pirates. No lives were lost, but nearly all were wounded, and the plucky missionary with one shotgun saved his little ones and wife. His boatman went down at the first shot.

In Japan we estimated a fresh apple from Canada would cost about 15 sen, or 7½ gold cents, which is too much to expect the Japanese to pay. It gives fruit a golden taste, to be sure. But the country will grow our fruits very well. I'm advised, though, in a few years the fruit will deteriorate in size and quality.

ICE PLANTS AND MILCH COWS.

Small ice-making plants and portable sawmill machinery will be all right in China. At the European hotels in China you would think ice came in envelopes from London, Eng., if you tried to get any. It's monopolized, and so is distilled water. One man in Hong Kong who has been there 20 years told me he had not tasted fresh water for 10 years. But then I believe he takes Scotch and soda. A dairyman in Hong Kong wanted milch cows from me the other day. I told him I was "just out" but would have a carload shortly if he was interested. Of course he'll get them, from Canada too, after this, though I had to write to my partner about it. I heard he had a bigger demand for cream than he could supply with his 300 head of cattle, so I recommended white milk cows for the cream. I remembered my old aunt at

Fall and Winter Trade-What are you doing about it?

—just letting it take care of itself, or are you getting busy and telling grocers where to find what they want, and showing them that they want what you have?

Others are doing this in all sorts of ways—principally through advertising in THE CANADIAN GROCER. This is certainly the best and quickest—also the surest—way to reach all of the grocers and general storekeepers throughout the Dominion.

Here you have a large audience made up entirely of all the grocers worth while in Canada, who are constantly on the lookout for opportunities to buy to better advantage. They look through THE GROCER every week for the opportunities, and GROCER advertisers benefit.

Our Department of Advertising Service helps advertisers in THE GROCER to get the greatest possible results out of their expenditure by rendering expert assistance in the preparation of effective advertising copy. This service is rendered free of charge to those who desire it.

Communicate with us about rates, etc.

The Canadian Grocer,

232 McGill St., MONTREAL.

10 Front St. East, TORONTO.

St. Marys told me white cows gave the cream and the red ones the milk. He bought from me five cars of Canadian bran and barley as a starter; for having broken the Chinese dairymen with his sterilizing process and delightfully clean stables, which are cement paved and washed and scrubbed twice daily, he was afraid to buy "cow-chow" locally, having twice lost his stock by the introduction of something in the bran he bought there from "wiley John."

COMMISSIONER'S REPORT.

Manufacturers interested in Japan export trade will find valuable information in Mr. Wm. Burns' commissioner's report re Osaka Exhibition, issued by the Canadian Department of Agriculture. 'I haven't seen it, but I know personally the men who compiled it. We were all "home-sick" together. Mr. Burns in his zeal for Canadian products caused three thousand cases of stomach-ache in as many school children, with his distribution of fresh buns and jam, bread and maple syrup, red apples and buttered cakes, which the little kimono-clad kids had never tasted before. But the commissioner is a large hearted man, and a bachelor, so he didn't know it was loaded.

Properly speaking, my business is the tea trade, as you know, but I won't start on that, for you are too far away to call me off, as my customers used to do, by asking me to dinner. I'll tell some of them later where they can get the finest kind of blending material for their package teas.

THINGS WE CAN SELL.

There are many things we can sell over here, and many more we can buy. The old China is opening up. Railways are building and foreign firms pushing European lines aggressively. American products too are well represented. But the best country in the world, in your mind and mine, is very busy elsewhere.

We have a grand immigration policy, a "No. 1" Minister of Agriculture, and a good bunch of bright, brainy travelling men in Canada, but it's grieved me extremely that I've not recommended a certificate of membership for a "new man on the road" this trip. For the simple reason I haven't seen another Canadian traveller in the Orient, except insurance men, but then the association doesn't admit them, unless they have a side line of cigars. But I'm proud of the insurance men, they are "winners."

The Sun Life and the Manufacturers Life Insurance companies are doing a fine business both in Japan and China. I know it, both because the foreign (English) firms tell me so, and I see their agents each with two pushers behind their jinrickshaws in Japan; 1 chair coolies in Hong Kong, and here in the model settlement they have their own carriages; two ponies, two liveried-pig-tailed mafoos, one to drive, the other to brush off the flies, and they lend me their outfits sometimes, which indicates prosperity, for a pony landau costs ten Mexican dollars a day.

FLOUR FOR CHINA.

I trust the Hon. Mr. Fisher, Minister af Agriculture, will see well to send over a bakers' demonstration to China. I've been in nearly all the important seaports and some of the interior cities, and I know the difficulties of introducing the best of goods here. John Chinaman says, "No savee new fashion thing, old fashion alle same maskee." Practical demonstrations of our flour, etc., are needed if we are to get a foreign market for our high grade and high priced products.

The best salesmen know the value of an introduction to a merchant, by one whom the merchant has confidence in. Through your trade journals inform the foreign importer of our wares, make him well acquainted with Canada, her big firms and their honorable, business policy, let them know we have a live Government, anxious to exploit the products she is encouraging British immigrants to come and grow.

It is not how large a price we can get for our wares but how cheaply we can sell them that should govern export trade seekers. By largely producing we can sell in competition with the world.

CHINA'S POSSIBILITIES

China is possibly the cheap price country of the world. The factories of the world fill ships with some of nearly everything human skill can devise for China. Every year is more needed. If you don't think so look at the map of Asia, of which as yet trade has been confined to only a few hundred miles back of her seaboard. I've seen fire extinguishers and a brand of coal oil advertised in English and Chinese on the roof of a five-storey pagoda 400 years old and the residence of an emperor at one time. These articles were selling in Canton too. They were not Canadian products. Before I left that "sky-scraper" there were a few Canadian lines advertised there. I don't sell them all, but that doesn't matter, some lad now going to school in Toronto may see his goods advertised when he comes over here on his first trip and be thankful for the introduction and "good words" of a stranger he has never seen, when he "makes a sale." I remember the English trade paper writer in my prayers.

Yours with best wishes,

ANDREW R. TUFTS.

(Mr. Tufts is a member of the firms of Wm. Tufts & Son, Vancouver; Tufts Tea Co., Chicago; and R. W. Clark & Co., Victoria, B.C.).

MALAGA FRUITS.

CHOICE CLUSTERS,
BLACK BASKETS,
DEHESA CLUSTERS,
IN ¼ and ½ BOXES.

G and ATLAS PEELS, are brands of superior quality.

NEW ELEME FIGS, 2 inch, 2¼ inch and 2½ inch, in 10, 20 and 28 lb. boxes.

The above are only a few of the many attractive lines of seasonable fruits we have to offer the wide-awake grocer.

Orders by mail receive as careful attention and close prices as if given through our travellers.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

WOOD'S COFFEES

Active aids to make business grow.

Their high, uniform quality maintained with great precision.

THOMAS WOOD & CO.

Canadian Factory and Salesroom,

No. 428 St. Paul St., - - MONTREAL.

Current Market Quotations for Proprietary Articles

October 22, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

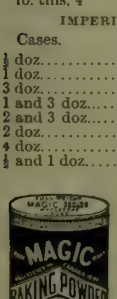
W. H. GILLARD & CO.

Diamond—	
5-lb. tins, 2 doz. in case	$2 00
10-lb. tins, 3 " "	1 25
20-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50
Sizes.	**Per Doz.**
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO..

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17	
In 10-box lots or case	0 16	
Reckitt's Square Blue, 12-lb. box	0 17	
Reckitt's Square Blue, 5 box lots	0 16	
Gillett's Mammoth ¼ gross box	2 00	
Nixey's "Cervus," in squares, per lb.	0 16	
" " in bags, per gross	1 25	
" " in pepper boxes, according to size	0 02	0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Borax

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins for soda water fountains, restaurants, etc., per lb.	0 50
Perfection ½-lb. tins per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per o
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ¼s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

Keen's Selling Lines are Keen Selling Lines.

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

Robinson's Patent Barley?

It is a perfect food for infants and invalids, put up in 1-lb. and ½-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited

LONDON, ENGLAND.

Cocoanut.

L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 1 b. net) 5 50

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon,	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.
$1 00 to 3 00 books .....3 cents each
5 00 books .....4 "
10 00 " .....5½ "
15 00 " .....6½ "
20 00 " .....7½ "
25 00 " .....8 "
50 00 " .....12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant elly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
case of 4 doz.	$3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00

RECKITT'S BLUE and BLACK LEAD {Always give your Customers Satisfaction.

Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
"Old Crow," 12-lb. boxes—		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked "	"	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

"Bee" brand, 8 oz., cases, 120 pkgs.		Per
" " 10 oz., cases, 96 pkns.		case
" " 16 oz., cases, 60 pkgs.		$2 75

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. , cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06⅔
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06⅔
Crystal Maise Corn Starch -	
1-lb. packages, boxes 40 lb.	0 06⅔

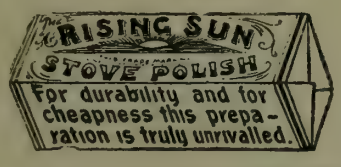
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06⅔
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

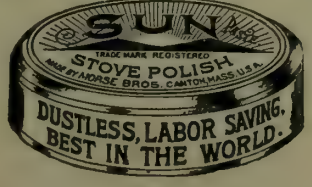
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4. less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19	
" ½-lb., " "	0 20	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 28	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

Cases, each 60 1-lb.	$0 35	
" " 60 ½-lb. }	0 35	
" " 30 1-lb. }		
" " 120 ½-lb.	0 36	

LUDELLA CEYLON, 1'S AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0 42	
" II 40-lb. boxes	0 40	
" III 80-lb. "	0 37	
EMD AAA Japan, 40 lb "at	0 35	
" AA " 40 "	0 32½	
Blue Jay, basket fired Japan, 70 lbs.,	0 30	
"Condor" IV 80-lb. "	0 4 3	
" V 80-lb. "	0 30	
" XXXX 80-lb. boxes	0 25	
" XXXX 30-lb. "	0 26	
" XXX 80-lb. "	0 22½	
" XXX 30-lb. "	0 23½	
" XX 80-lb. "	0 20	
" XX 30-lb. "	0 21	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30	

Black Teas—"Nectar" in lead packets—		
Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " - Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 56

"Condor" Ceylon black tea in lead packets—		
Green Label, ¼s, ½s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 60 at 0 40

Black Teas - "Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb.
No. 1, cases 50 lb.,	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb..	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb.	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz bars, sp'c'd	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality.	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities.

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe.	2 15
" Jubilee	2 10
" Pony	1 15
Dominion King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" " 3	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

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Cured and Packed
Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality** and **not on price. It is the Standard Brand of Canned Fish!**

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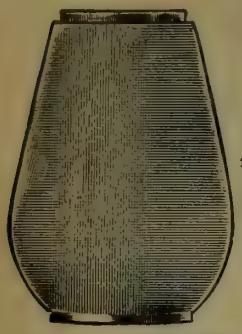

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WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

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TORONTO.

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MONTREAL. LIMITED

MANUFACTURERS OF——

Crown Brand Flavoring Extracts and Confectioners' Specialties.

SOLE AGENTS FOR CANADA FOR . . .

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"KKOVAH" specialties have established a record wherever introduced. They give every satisfaction to the user and good profit to the grocer.

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"KKOVAH" Custard Powders.
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Etc. Etc.
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Why do some merchants employ a cashier, buy a Cash Register and a Safe to protect their cash, and then refuse to guard the bins and barrels that hold this money in another form? Just realize this. Your bulk goods were cash yesterday, and will be to-morrow. Your success depends on the difference between these two amounts, and you need protection right at this point. A Dayton Moneyweight Scale fits in right here; it gets all the profit so that your Cashier, Register, and Safe may have something to hold. It will

Save three Pennies

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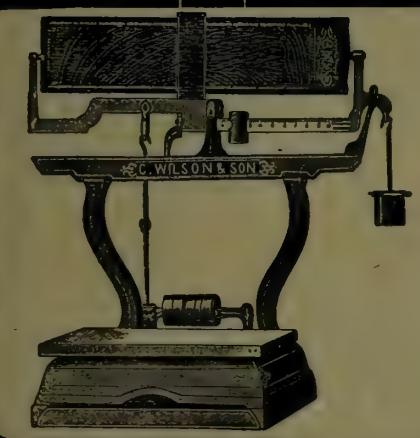
The **T. A. LYTLE COMPANY, Limited**

124-128 Richmond St. West, TORONTO.



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TORONTO. HAMILTON, MAR. 19th, 1903.

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C. WILSON & SON, - - TORONTO.

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have without doubt to-day THE LARGEST SALE IN THE WORLD. They are the only teas in Canada and the United States that are sold in HERMETICALLY-SEALED, AIRTIGHT CANS. This insures the tea retaining its excellent flavor and the delicious aroma with which they have so long been associated. This is the only hygienic and healthful way of packing tea and is far superior to teas packed in lead packages.

LIPTON'S TEAS are the only teas in Canada that are shipped by the seller DIRECT FROM THE GARDENS, which means there is more profit in it for the grocer. No up to-date grocer can be without them to-day.

Write to the agents in Montreal—**Laporte, Martin & Cie.**
" " in Toronto—**Canada Grocers, Limited.**

Or to **Thomas J. Lipton,** 39 Pearl Street, New York City.

—What is it that makes
—**JAPAN TEAS** so popular?

The question is easily answered :—

—there is no tea on earth that is
—so **delicious,** so **healthful,**
—so **pure** and so thoroughly
—**invigorating** as

JAPAN TEA

Something New.

About **November First** we will have something for your consideration which will be an entirely new move, and we are sure it

Will Interest You.

The Wallaceburg Sugar Co., LIMITED

WALLACEBURG, ONT.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

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PAY YOU WELL

not only in profit, but in satisfaction. Your customers are always pleased and repeat orders are the order of the day when you sell Tea Rose Drips, the pure cane sugar syrup.

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MONTREAL.

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Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums.

Have you secured a stock of this line?

THE MOST POPULAR AND CONVENIENT KIND OF PEEL IN USE TO-DAY.

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Agents,
MONTREAL.

The 20th century tolerates no out-of-date methods.

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The greatest precautions MUST be taken in the manufacture of food-stuffs to prevent contamination, human or otherwise.

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Ceylon Tea

(IT IS PURE)

and assure that purity with which these Teas have become synonymous

SELL **CEYLON TEA** **BLACK or GREEN.**

(IT IS PURE.)

It is the tea to satisfy your customer.

There is nothing to equal the delicious aroma characteristic of Ceylon Tea. (It is pure.)

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Maple Leaf,
Lowe Inlet,
Golden Net,
Empress.

Four Perfect Brands.
To Profit and Please.

——The **New Season** packs are well **to the front.**

——To secure the best brands you must **move quick.**

——Up-to-date buyers are **well a-head.**

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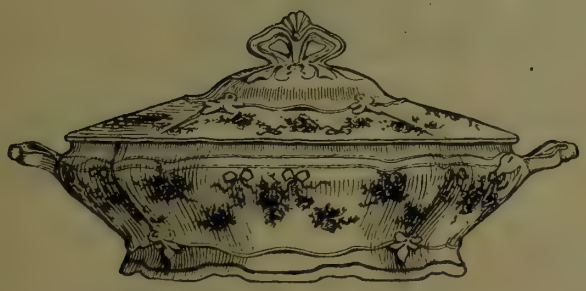
Chinaware

Open stock patterns in

Finest Quality German
and
Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

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NERLICH & CO.,

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MONTREAL, 301 St.James St.,

SOCKEYE SALMON

"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

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Christmas Candy.

Our representatives are now on their rounds with samples for the Christmas trade. Don't leave your order till the last moment. Let us have it now and it will be filled just when you want it.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

HIGHEST AWARD, LONDON, 1893.

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

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Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

IT DOES YOU GOOD

every time you sell a customer

JAMES' DOME LEAD

for the reason that a consumer is always pleased with the merchant who deals in fine goods.

W. G. A. LAMBE & CO., Canadian Agents.

Notwithstanding Short Pack

we will positively guarantee delivery for your season's requirements of

TOMATOES, CORN and PEAS.

"Boulter's," "Little Chief," "Lakeport," "Simcoe," "Aylmer," "Log Cabin."

The F. J. CASTLE CO., Limited, OTTAWA

P.S.—The above holds good until our stock is exhausted.

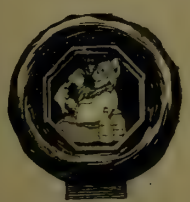
O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name:



ESTABLISHED 1824

Batty & CO.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

The Auer Gas Lamp.

"TURNS NIGHT-TIME INTO DAY-TIME."

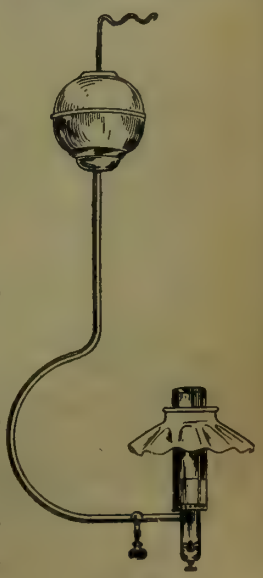
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

MALAGA FRUITS.

CHOICE CLUSTERS,
BLACK BASKETS,
DEHESA CLUSTERS,
IN ¼ and ½ BOXES.

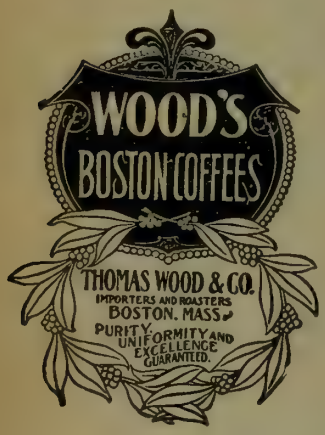
G and ATLAS PEELS, are brands of superior quality.

NEW ELEME FIGS, 2 inch, 2¼ inch and 2½ inch, in 10, 20 and 28 lb. boxes.

The above are only a few of the many attractive lines of seasonable fruits we have to offer the wide-awake grocer.

Orders by mail receive as careful attention and close prices as if given through our travellers.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.
Branch CANADA GROCERS LIMITED.



WOOD'S COFFEES

Please your particular buyers and the others will follow.

These are the coffees to do it for you.

THOMAS WOOD & CO.

Canadian Factory and Salesroom,

No. 428 St. Paul St., - - MONTREAL.

Special Sale of Currants

Half-Cases. Cleaned Abroad.

CANNED GOODS. We fill all orders in full and quarantee ***Tartan Brand*** quality.

TARTAN TEAS are a blend of the finest Ceylon and Indian Teas grown.

NEW ARRIVALS—Kippered Herring, Herring in Tomato Sauce, Domestic and Imported.

'PHONE AT OUR EXPENSE, OR WRITE

Market Sure to Advance. ORDER NOW.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

Raisins California Seeded will be more popular than ever. We have the handsomest carton in the market, "Horseshoe," Fancy, 16 oz.

Jars We have a few Mason pints left which we will sell at $6.10 per gross.

Teas We have some shipments of Indian and Ceylon Greens and Blacks just at hand. We can give you great values in these.

Sardines We quote :

Mikado ¼ key opener . . . **8½ cents.**

We have other brands of imported sardines, key openers, at less money.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main. / 870 "

48 WELLINGTON ST. EAST, TORONTO.

Subjects Discussed at Ottawa

Written for The Canadian Grocer by a Member of Parliament

SINCE our last report from Ottawa there has been no lack of interesting matter before the House and the country. We have heard discussions of more or less merit on the general policy of granting railway subsidies, on the decision of the Alaskan Boundary Tribunal, on the fast Atlantic service,—all matters of large importance to Canada,—and on the sending out of campaign literature in large quantities under the frank of certain members of the House, by which it is alleged the Conservative members have blocked the corridors of Parliament with mail-bags, the last a matter purely political in the party sense, a cause of considerable irritation to the extreme party men, but of absolutely no importance to the Dominion at large.

* * *

Probably no matter is of greater interest to the commerce of Canada than this same fast line across the Atlantic, and, as this is a trade paper, it will not be unfitting to discuss the matter shortly.

The debate was brought on by a motion of Mr. Borden, worded as follows: "This House affirms its belief that great advantages would result to Canada as well as to the Mother Country from the establishment of a fast steamship service between the two countries, and expresses its regret that no effective steps have been taken for that purpose by the present administration."

Of course, the sting from the party standpoint lay in the tail, which made the motion one of non-confidence. With the assertion that a fast line would be a great advantage to both countries, there was no fault found, but naturally the question arose how much would the advantage be worth? or how much would the Government be justified in offering by way of subsidy to produce the desired result? Mr. Borden brought out some interesting and surprising facts. He noted that away back in 1840 the Unicorn made the voyage from Liverpool to Halifax in 16 days, which was complained of as being three or four days too long. In other words the time for the voyage some 63 years ago was normally about 12 days, and the Mongolian, the first weekly boat to arrive in Halifax this season, took something over 11 days to cross. This means that while the time to New York has practically been cut in two since 1840, the time to Halifax is very little bettered. Naturally this is a very unsatisfactory state of affairs for any progressive Canadian to contemplate. Mr. Borden asserted that had the Government when it came into power in 1896 accepted the tender of the Allans made to the Government of Sir Charles Tupper but a few months before, and still open, the problem would have been solved, and by this time an immense development in passenger and freight traffic through Canadian channels would have taken place. As it was, the new Liberal Government refused the tender of the Allan Line to do the work on a yearly subsidy of $750,000, and made a bargain with Tate, Peterson & Co. for $500,000 per year, which bargain was never carried out, though the making of it was heralded by the Liberal leaders as a wonderful achievement, and an example of what thrifty business methods could accomplish.

* * *

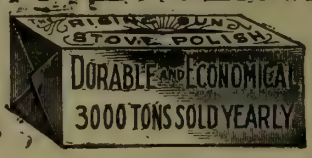
Now the Allans want $1,500,000 for a suitable fast service, whereas had the Government accepted their original offer the matter would have been satisfactorily closed out for half that sum. Mr. Borden said emphatically that in his opinion we could well afford to pay $750,000 or $800,000, or even more for a suitable fast service across the Atlantic.

In replying, Sir Wilfrid claimed that the Allan offer of 1896 was so hedged about with provisoes and conditions that it was not a satisfactory one, even had the price been considerably lower than it was. He stated further that of the seven years which the leader of the Opposition claimed had been passed in idleness, so far as accomplishing this end was concerned, three had been years during which the Boer War had so upset the shipping resources of the Empire that no arrangement could possibly have been reached, that the first year or two after the rejection of the Allan offer was passed in the full expectation that Tate, Peterson & Co. would carry out their bargain, and that the remaining two years unaccounted for had witnessed efforts on the part of the Government to make a fair bargain towards the desired end. He charged the Leader of the Opposition with making constant attacks on the Government for large expenditure, and then charging them with spending too little in this particular matter. He agreed with Mr. Borden as to the importance of the service, but thought a yearly subsidy of $1,500,000 rather more than Canada could afford to pay for the benefits which would accrue.

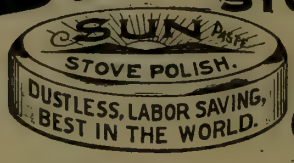
* * *

Both speeches were interesting and business-like, but they soon sank into insignificance before the fervid oratory of the man from Colchester, Mr. Gourlay. We have on previous occasion, quoted this gentleman at length, and called the attention of our readers to his extremely odd personality. No one can read or hear his speeches, replete with good literary and historical references, couched in most excellent English, and brim-full of originality, without being convinced that he is a man of no ordinary ability and attainments, and at the same time one is filled with regret that so much which is really admirable should be marred by an extravagance of statement that utterly destroys all that might otherwise be so useful, and leaves his hearers wondering what manner of man is this. Mr. Gourlay is essentially a "Big Canada" man. He has no patience for the fellow who spends his time on the little affairs of the country, and never loses an occasion to score him unmercifully. It is not surprising, then, that the fast Atlantic service took firm hold of his imagination and generated even greater than ordinary enthusiasm. "What has expense got to do with such a truly national work as this?" asks Mr. Gourlay. "This House spends too much time in discussing a $5,000 expenditure on some wharf or other, spends weeks in discussing binder twine, and such like parish politics, but here we have a great Canadian matter upon which we can properly spend time in discussion and money in expenditure. We must have a service not equally fast with the best from New York, but faster by a knot or two an hour. We must take from that great city the traffic which it has attracted to itself, and this we can only do by going it one better." He proceeds, "Let us spend $5,000,000 if necessary. Why, you are giving subsidies to railways, half of which no doubt will be stolen. I have no doubt that enough will be stolen out of railway subsidies given this year to give $5,000,000 to a fast Atlantic service. I have no interest in this mean economy. The people do not mind expending money. All we ask

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

is for you to keep it out of the hands of the boodlers. If it is spent honestly let it pour out in a stream." Further on Mr. Gourlay warmly asserted that the man who would try to introduce politics into such a question as this would want his mother-in-law's funeral conducted on political lines. "I want to see this country great," said the Colchester representative, "I do not want to go down to the grave with this country little greater than it was when it came from the Indians."

* * *

There can be no doubt but that the Alaskan Award has held the centre of the stage here for the past few days. Nothing so rouses national sentiment as a question in which the proprietorship of territory is in question, and since there is a general feeling among Canadians that we have suffered much in boundary matters with the United States in time past, that our easy access to one seaboard was taken ruthlessly from us, feeling has been at high tension awaiting the decision of the arbitrators in London.

With the purport of that award we shall have nothing to say, space forbids, and besides every daily paper is going exhaustively into the matter, but our readers will be interested to learn something of the sentiments of their representatives here. No names, of course, will be mentioned. It is the gossip, using that word in rather a serious sense, that we propose to retail.

* * *

So far, then, the feeling may fairly be summed up as one of very great dissatisfaction, dissatisfaction manifesting itself in straight talk of Canadian independence on the part of a few of the more fiery, but generally confined to more moderate comment. What the members seem to go on most is their acquaintance with the characters of Jette and Aylesworth. Both are considered not only very eminent jurists, but men of extreme modera tion, and their openly expressed annoyance at the result has produced a profound impression here.

There are still a few very moderate gentlemen who maintain that Lord Alverstone is a man of too great integrity to deliberately sacrifice our rights, but frankness compels the writer to admit that his apologists are few in number and not very prominent in the political world here.

* * *

It is said too, that the complications in the far East, where Japan and Russia are all but at one another's throats, and where England might be involved in case of actual hostilities not only because of her alliance with Japan, but also because she could not well permit Russia to close the door in large sections of the Chinese Empire, have made it politically necessary for Britain to retain the friendship of the United States, even at the cost of sacrificing Canadian territory. This is certainly not a very pleasant view-point from the Canadian side. But after all has not Canada more to gain from the open door in the East than has even Britain herself? What is fifty years in the life of a nation? And yet it is pretty safe to say that in that time Canada, a Pacific coast country, will be doing far more trade in the East than will Britain herself. We feel that even with Britain and Japan in alliance, Russia might be able to tighten and extend her hold on the Chinese Empire, and if she once gets possession she will so entrench herself that no combination of powers would undertake to turn her out. But given the United States standing with Britain and Japan, and even the Bear would think twice before taking another mouthful of tempting territory. We want the trade of the East. We are much nearer than the United States to its great centres, but we must have access to it, we must not be shut out by the impassible tariff walls of some great power. We have lost, let us admit for the sake of argument at least, a small amount of our vast territory. Let us prepare to get back more than an equivalent by outdoing our American neighbors in capturing the trade of the Orient. With our Northwest filled with settlers, with railway and steamship facilities of the best, there is no reason why the future of this enormous to-be-developed commerce should not be ours in larger measure than will be that of any other country. Let us cease repining. A dangerous incident is closed, let us like true men gird up our loins for the magnificent struggle for commercial supremacy in which the future seems to hold out to us a fair chance of victory.

* * *

Railway subsidies have been voted in generous measure for some days past. This is a subject that always rouses plenty of talk and little of voting. Sundry gentlemen always announce themselves as opposed to the granting of any subsidy to a line to be constructed through a well-settled country already fairly well served with a road, and then these same gentlemen sit quietly by while the voting to which they have objected goes through. There is much to be said both for and against these subsidies, but this is not the place to say it. In a nut-shell we might almost say that those who have already got plenty of railway facilities are strongly opposed to the granting of further subsidies for railway construction, while those who have no accommodation cry out for them. After all, communities are pretty much like individuals, and selfishness largely dictates a man's political propaganda.

According to Prof. Langworthy's article on "Fish as Food," the total weight of the annual catch in American waters, both salt and fresh, is 1,696,000,000 pounds, representing a money value of $47,180,000. This does not include the thousands of pounds of fish that are caught annually by sportsmen, as those statistics are not available.

A Few Seasonables Just To Hand:

Shinola Boot Polish, Black Beauty Boot Polish, Ash Sifters, Puddine, McEvoy's Honey, New Currants, New Raisins, New Peels, Bollman's Vinegar, Burnett's Coffee Clear, English Rock Candy.

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

MR. GROCER, IT IS NOW UP TO YOU.

"Made in Canada"—all honor to true Canadians—is becoming very popular. We want to see "Profits Remain in Canada" even more popular.

Jersey Cream Yeast Cakes

are without question the very best Dry Hop Yeast Cakes made in the world.

If you sell **Pure Cream Tartar Baking Powder—LUMSDEN'S** is equal, if not superior, to any Cream Tartar Baking Powder made in the United States—**we guarantee this**—and costs much less. Merchants, be true to Canada, see that the goods you handle are not only made in Canada, but that the profits do not go to build up the United States.

LUMSDEN BROS., Hamilton and Toronto.

Lovely Spanish AND Smyrna Fruits

at tempting prices. Now is the time to get in before our stocks are broken up.

Boxes "Rein's" Choice Clusters.
Boxes "Rein's" Choice Clusters, each 28 - 1s Cartoons.
Boxes "Rein's" Dehesa Clusters.
Boxes "Rein's" Cock Brand Shelled Almonds.
Boxes "Solari's" Eleme Figs, 10s.
Boxes "Solari's" Eleme Figs, 14-oz. Glove boxes.
Boxes "Solari's" Finest Figs, each 24 - 1s Cartoons.
Boxes "Solari's" Pulled * Magnum, extra choice, each 28 lb.
Boxes "Solari's" Imperial Sultanas.
Boxes "Solari's" Royal Sultanas.

JAMES TURNER & CO.

Wholesale Grocers, = = = = HAMILTON.

IN STOCK
NEW CROP
SELECT VALENCIA RAISINS
CANDIED PEEL
LEMON, ORANGE and CITRON PEEL.

Thos. Kinnear & Co., 49 FRONT ST. EAST, Toronto.

MacLAREN'S IMPERIAL CHEESE.

SATISFACTION FOR YOUR CUSTOMERS, YOURSELF, AND THE MANUFACTURERS BY YOUR HANDLING THESE GOODS.

CANADA CREAM CHEESE.

THIS IS A TRADE WINNER.

AND IF YOU HAVE NOT ALREADY DONE SO, YOU SHOULD AT ONCE ORDER A BOX.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
TORONTO.
MANUFACTURERS AND AGENTS.

CONSUMPTION OF TEA IN CANADA.

The publication in a recent issue of THE GROCER of the excess of imports over exports of tea for the fiscal year ending June 30th, 1903, as 16,760,287 lbs., has drawn attention to a remarkable fact in the tea situation. While the consumption of tea has by no means decreased in Canada, the importations last year were abnormally low and the exports unusually large.

For the preceding five years our importation of tea was as follows:

For the fiscal year ending				June 30th, 1898....	19,954,562 lbs.
"	"	"	"	30th, 1899....	25,055,607 "
"	"	"	"	30th, 1900....	25,069,002 "
"	"	"	"	30th, 1901	23,044,314 "
"	"	"	"	30th, 1902....	19,530,655 "

The fact is that for the last year the trade has been drawing on the stocks usually held. The uncertainty prevailing has led to hand-to-mouth dealing and stocks are now in most lines very light.

NOVEL PEANUT ROASTER.

A novel feature of a roasting plant recently started up in New York, for peanuts exclusively, is a cooling apparatus to operate on peanuts in the sack. The nuts are bagged from the roaster and then the bag is placed against a large suction opening. Several of these openings are connected with an exhaust fan, and there is a gate for each in the pipe above it. Air is drawn directly through the nuts in the bag, and they are cooled sufficiently while the operator is sewing up the mouth of the bag.

B. C. APPLES FOR GLASGOW.

A despatch from Vancouver announces the shipment of the first carload of apples ever consigned from British Columbia to the Old Country. The apples were grown at Kelowna, on Okanagan Lake, and the shipment, which was consigned to Glasgow, consisted chiefly of Northern Spies.

Business Changes

ONTARIO.

THE assets of the general store business of Desjardins Freres, Plantagenet, were sold by auction on the 28th inst.

Marion M. Summers, grocer, London, is deceased.

John W. Stone, grocer, etc., Hanover, is deceased.

G. B. Wray, general merchant, Comber, has sold out.

Jacob Knechtel, grocer, Hanover, has sold out and left the place.

C. L. Coultis, grocer, Leamington, has sold his business to R. B. Neil.

Emily G. Cheffins, Colborne, has sold her grocery and crockery business to A. Beatty & Son.

The assets of the general store business of Zotique Dehaitre, Rockland, were sold at auction on the 26th inst.

QUEBEC.

Eugene St. Jean, grocer, Hull, has added liquors to his business.

Ludger Lacomb, general merchant, St. Victor de Tring, has compromised.

A. Chouinard, general merchant, Griffin Cove, is offering to compromise.

Joseph Pigeon, general merchant, Beloeil, has assigned to H. Lamarre.

Robin & Fontaine, general merchants, Valcourt, have dissolved partnership.

Price Bros., general merchants, Iberville, are offering 35c. on the dollar, cash.

P. Therrien & Co., general merchants, St. Remi, are offering 40c. on the dollar, cash.

Louis Bergevin, general merchant, Landreville, was burnt out; covered by insurance.

The assets of the general store business of H. A. Biron & Co., St. Telesphore, are to be sold.

V. E. Paradis has been appointed curator to B. Neron, general merchant, St. Jerome (Chicoutimi County).

J. Ayotte, general merchant, St. Mars Des Carrieres, has assigned to Lefaivre & Taschereau, provisional guardians.

Baker & Co., grocers and liquor dealers, Montreal, have dissolved, and L. R. Baker has made a new registration.

The assets of the general store business of L. P. Garon, St. Michel (Bellechasse County), were sold on the 27th inst.

MANITOBA AND N.W.T.

G. K. Ford, grocer, Winnipeg, has sold his business to Robinson & Sheppard.

J. Mullen, grocer, Winnipeg, has sold his business to Heather & Van Norman.

H. A. Campbell, general merchants, Carnduff, have sold their business to J. H. Elliott.

Robertson Bros., general merchants, Vegreville, have sold their business to Fleming & Spence.

Sutherland & Sheppard, general merchants, Selkirk, have dissolved partnership; P. H. Sutherland will continue the business.

OLD FRIENDS ABROAD.

Mr. Jack Stuart, assistant secretary of The Firstbrook Box Co., who a short time ago returned from a trip through the Eastern States, was asked what he most appreciated on his trip. Young Stuart is a thorough Canadian and replied with spirit, "a Christie Biscuit Box seen in the window of a Milford, Connecticut, grocery store."

Hon. Geo. E. Foster narrates that on his recent trip to Mexico the first sight that met his gaze on looking out of his room window was the legend, "Use Walker's Canadian Club."

The latter experience recalls the fact that a well-known Canadian preacher, when taken ill in Cairo was gratified to learn that "Walker's Canadian Club" was on sale in that city.

UPTON'S
Jams, Jellies
AND
Marmalade

YOU NEVER HAVE TO RETURN THEM AS THEY DO NOT REMAIN ON YOUR SHELVES LONG ENOUGH TO GO BAD, EVEN IF THEY WOULD.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

GET
OUR QUOTATIONS
ON
Eleme
Figs

THE
Davidson & Hay,
LIMITED,
Wholesale Grocers,
TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Britain's Meat Bill.

THE London correspondent of The Pastoralists' Review is authority for the statement that the British people import—alive or dead—one-third of the beef consumed and two-fifths of the mutton. All beef consumed in Britain equals 1,081,000 tons, say 3,200,000 oxen, per annum. Mutton and lamb consumed equal 513,000 tons, say 21,250,000 animals, of which 322,000 tons (12,000,000 animals) represent the home-grown supply, and 191,000 tons (say 9,250,000 animals) the imported volume. Of the beef figures above, 761,000 tons (2,250,000 animals) are the home-grown supply, and 320,000 tons (950,000 animals) the imported quantity. Provincial stores are equal to the storage of 110,000 tons of meat in 50 towns. The consumption of meat in the country per day amounts to 3,000 tons of beef (9,000 oxen) and 1,100 tons of mutton (56,000 sheep and lambs).

Manufacture of Milk Extract.

A method has been patented in Germany for the manufacture of a milk extract closely resembling in taste and flavor the meat extracts. Practically fat-free skim milk is freed from the casein, filtered and nearly neutralized with alkali. Formaldehyde is added after evaporation, and the whole set aside in crystalizing dishes in a cool place. Crystalization being complete, the milk sugar is eliminated by centrifugation, the remaining liquid boiled and centrifugated a second time, adding more formaldehyde. The product is finally evaporated to the proper consistency, rendered slightly alkaline and filtered.

By another process the fat and sugar-free milk is evaporated until the extractive matter reaches 10 to 15 per cent. of the liquid, when chopped lean beef is added and the mixture allowed to digest for 12 hours at a moderate temperature. The liquid is separated, brought to a boil, clarified and evaporated in vacuo to the proper degree.

Food in the Transvaal.

The Transvaal Government is determined to prevent a rise in prices for food products by all means. Lieutenant-Governor Lawley, of the Colony, prevented but recently the consolidation of The Imperial Cold Storage Co. with The Transvaal Cold Storage Co. The Government, it is believed, will open branch stations in the Colony, where meat will be sold at retail in opposition to the above trusts, whose prices are outrageous compared with those for the raw material.

Siberian Pickled Beef.

A despatch from Berlin, according to Grocery, says that 10 tons of pickled beef have arrived in Berlin from Siberia, being the first consignment from German butchers who went there some time ago to establish slaughtering houses to supply the German trade. Advantageous arrangements are reported to have been made with the Russian Government regarding the transportation of the meat which is said to average in cost a fraction less than 2½d. a pound. It is expected that enormous quantities will be received when the plans are fully carried out.

Government Inspection of Cheese.

At the Ottawa Cheese Board last week, on motion of Messrs. Dwyer and Madden, a resolution was passed requesting the Eastern Ontario Dairymen's Association to assist in procuring a measure of Government inspection. The object is to have an officer at Montreal to classify the different qualities in grades as first, second or third. If such a plan were adopted it is urged that the producers would not be subject to unfair treatment by the buyers, who, under the present conditions, have full control of the inspection. For a long time sellers have complained that their cheese is bought for a certain figure in the factory and that the price is discounted at the Montreal port by a system of unfair inspection.

Food Value of Pie.

"Seasoning," savoriness, is the essential element in this New England favorite, says a writer in Good Housekeeping, and in studying the position of pie in the colonial diet, it must be borne in mind that beer and wine to wash the food down was not permitted in Puritan households and that the monotonous diet of plain corn and wheat bread and salted meat needed something to brighten it, and that something the housewife found in the evolution of pie. She was also wise in securing high food value. Pastry for pies, according to the cook book, is made by adding eight ounces of lard and butter to eight ounces of flour. This gives a food value of 2,900 calories, or of itself enough for a day's ration. One nine-inch home-made mince pie is quoted at 3,882 calories; one-quarter of this with the invariable accompaniment of cheese would make a good meal.

German Meat Importers.

Simon W. Hanauer, U.S. deputy consul at Frankfort, writes that since the new German meat inspection law has been in force the importation of foreign meat, sausages, and canned meat stuffs have decreased about one-third. This great reduction has, however, been compensated for by the increase of imported live animals for slaughtering purposes. During the first half of the present year 171,050 head of cattle, valued at 54,000,000 marks ($12,852,000), were imported by Germany. In the same period of the preceding year the number of foreign cattle imported was 148,391, valued at 41,[illegible]000 marks ($10,172,000). Should the new tariff law go into operation in its present shape of largely enhanced rates on imported meat and live stock, the importation of foreign beef cattle and hogs, as also of meat stuffs generally, will greatly diminish and meat consumption in Germany be seriously affected thereby; but the German stock raisers will profit by the higher prices which will rule for their protected meat products.

Finns Meet Siberian Competition.

In consequence of the great increase in the imports of Siberian butter into England the authorities in Finland are becoming alarmed that their trade there will be cut out, says London Grocery. To prevent this, and also to combat the Siberian trade, the Finns have decided to create a special maritime service of particularly swift vessels, sailing from Hango to England direct. Hango is the most southern port of Finland, and the steamers will not call on any Russian port en route. The result remains to be seen, but despite uncomplimentary remarks the Trans-Siberian Railway is a power to be reckoned with.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

MINCE MEAT

We are pleased to tell you that our sales of Mince Meat are larger than ever. We regret some little delay in shipping orders, owing to the non-arrival of Choice California Raisins. These are now to hand and we can fill all orders. We say our Mince Meat is the finest on the market. Try it and see for yourself.

PUT UP IN

Kegs, 70 lbs.
Pails, 5, 12 and 27-lbs. each.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

Cheese Markets.

London, Ont., Oct. 24. Ten and three-quarter cents was the ruling price at the cheese market to-day. Three hundred boxes sold at 11 1-16c. Trade quiet.

Belleville, Oct. 24.—At the meeting of the Cheese Board to-day, 2,105 boxes of cheese were registered, 2,005 white, balance colored. Watkin got 180, Sprague 75 at 10⅞c.; 10½c. to 10¾c. bid for balance.

Cowansville, Que., Oct. 24.—At the weekly meeting of the Eastern Townships' Dairymen's Exchange here to-day, 30 factories offered 1,202 boxes of cheese; 16 creameries offered 1,729 boxes of butter; 41 boxes of cheese sold at 10 9-16c.; 1,161 boxes unsold. Butter sold at 20½c. to 21c.

Watertown, N.Y., Oct. 24.—Sales of cheese, 7,500 at 11c. to 11⅛c.; bulk at 11c.

Cornwall, Oct. 24.—Ten hundred and forty-seven boxes of white and 532 boxes of colored, and 80 U.S. cheese were boarded here to-day. All sold but 185 boxes, white at 10⅝c. and 10 11-16c., colored at 10⅞c. and 10 13-16c.

Canton, N.Y., Oct. 25.—Twin cheese 11c; butter 21½c.

THE PROVISION MARKETS.

Toronto.

Provisions are firm generally. The demand is very good, especially for hams, and jobbers have not yet caught up with their orders. Long clear bacon is one of the products most enquired for. In lard there seems to be a rather wide range of prices. We quote:

Long clear bacon, per lb	$0 10	$0 10½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 10½	0 11½
Medium hams, per lb	0 14	0 15
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	....	0 15
Heavy mess pork, per bbl	18 00	19 00
Short cut, per bbl	21 00	21 50
Shoulder mess pork, per bbl	16 00	17 00
Lard, tierces, per lb	....	0 08¾
" tubs "	....	0 09
" pails "	....	0 09½
" compounds, per lb	0 07¾	0 08¾
Dressed hogs, light weights, per 100 lb	7 25	7 50
" heavy " "	7 00	7 25
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

Montreal.

Hams and bacon are in splendid demand on the local market, and in spite of the decline on the English market, regular shipments of Canadian bacon, hams and pork continue to be made. We quote:

Heavy Canadian short cut mess pork	$18 50	$20 00
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 13	0 14
Hams, per lb	0 12½	0 13

Lard is unchanged. We quote:

"Boar's Head" brand	0 08⅝
Carloads, less	0 00⅛
60-lb. tubs, over tierce	0 00¼
20-lb. tin pails, "	0 00¼
20-lb. wood " "	0 00½
10-lb. tins, "	0 00¼
5-lb. tins, "	0 00⅛
3-lb. tins, "	0 01
Pure lard, in pails, 20 lb	1 85
" in tubs, 50 lb., per lb	0 09½
" in tins, per lb	0 10½ 0 10½

St. John, N.B.

In barrelled pork the quite low figures still rule. The market has been uncertain. The large line of grades now offered caused great difficulty in getting at the real value of the goods. Barrelled beef is unchanged; there is a steady sale. In smoked meats a more general demand is noted. While quite full prices are asked, the market is rather lower than last Fall. Lard continues extremely low; the sale is large. In fresh beef the market is well supplied at rather easier values. Lamb is in large supply and the price low. Mutton has a very small sale. Pork is coming in more freely and is rather lower. We quote:

Mess pork, per bbl	$18 00	$19 00
Clear pork "	18 00	21 00
Plate beef "	13 00	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef " "	0 07	0 09
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb "	0 06	0 07
Pork "	0 07	0 07½
Hams "	0 13	0 15
Rolls "	0 12	0 14
Lard, pure, tubs "	0 09¾	0 10
" " pails "	0 10	0 10½
" compound, tubs, per lb	0 09	0 09¼
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 09¾
" " " pails "	0 09¾	0 10

DAIRY PRODUCE.

Toronto.

BUTTER.

Creamery is in steady supply and meets a fairly good demand. Dairy prints are very scarce. Generally the tone of the market is firm with no quotable change from last week's prices. We quote:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 21
Dairy rolls, large	....	....
" prints	0 17	0 19
" in tubs, best	0 16	0 17
Under qualities	0 12½	0 14

CHEESE.

The market is off again at the boards and is reflected in the local prices. As a matter of fact the speculative element in the market at present has created an uneasiness and unsteadiness which is difficult to gauge. We quote:

	Per lb.	
Cheese, large	0 11½	0 12
" twins	0 12	0 12½

Montreal.

BUTTER

The butter trade continues unchanged. The export demand is quiet, exporters finding it hard to get the importers to give the price which is being asked. This week's letters advise a quiet and unsatisfactory market. Locally the trade remains about the same, fresh made creamery selling from 21 to 22c. Summer and stored goods are quiet, 20 to 20½c. being the ruling price. There seems to be a little more inquiry for dairy butter at 16 to 17c. for selected tubs; ordinary bakers, 14 to 15c.

CHEESE.

The market is weak at present, and locally there is almost nothing doing. For the export trade also there has been little demand. The local market is well supplied with small 20-lb. cheese selling at 11½ to 12c. Strong cheese sells at 12 to 12½c.

St. John, N.B.

EGGS.

The sale is large, but supplies come to hand quite slowly, so that firm prices rule. The quality of the stock received this season has been better than usual. Shippers find it pays to be more careful.

Eggs, new laid, per doz	0 20	0 22
" case stock, per doz	0 17	0 18

BUTTER

While there is no change, for best quality there is a ready sale at rather better prices. Best butter is always in demand. Creamery stock is very little handled by the wholesale trade here.

Butter, creamery prints, per lb	0 21	0 22
" creamery solids (fresh made), per lb	0 20	0 21
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 17	0 19

CHEESE.

Prices are quite high and dealers find there are very few offering. For the local trade twins are required. The output throughout the province is just as large as expected. Quotations are:

Cheese, per lb	0 12½	0 13

Provision Notes.

Cattle shipments from Montreal to date are more than double those of last year for the same period.

Waterloo Broom & Brush Co., Limited

WATERLOO.

Manufacturers of

Fine Whisks, Brooms, and Brushes

We want your trade, and if your name is not on our travellers' list, let us know and we will send our quotations or have a man call at earliest opportunity.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

GILLETT'S
PURE POWDERED
LYE

Ready for Use in Any Quantity.
For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry,
Butter
AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC
RAPID GRINDING
AND PULVERIZING Mill

Will be furnished for Direct or Alternating Current to suit all conditions

25 to 50 lbs. of Coffee
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

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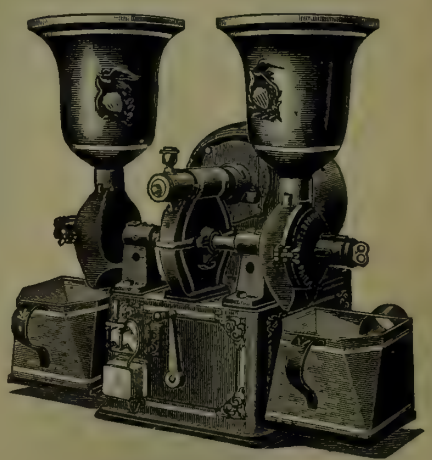
GRANULATOR PULVERIZER



No. 08712

Height 51 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs. "

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

NOTHING in the Great West surprised me more than the appearance of many of the towns and cities. We stopped at 28 different places, if my memory serves me right, and while

At Laggan Preparing to Start for Lake Louise.

our view was, in most instances, necessarily somewhat cursory, I saw enough to convince me that the cities, towns and villages in the Great West are such as the inhabitants thereof may well be proud of. Taking them all round, city for city, town for town, and village for village, they in more than one respect gained by comparison with similar places in the older parts of Canada. The buildings in the business portions are, as a rule, larger, more substantial and more modern in appearance, and the streets are broader and better paved. In a word, there is a more prosperous air about the western than about the eastern towns. Of all the cities of the West, Winnipeg and Vancouver impressed me most favorably. I had heard and read a great deal about both and was possessed with great expectations, but the

The Caretaker's Cottage at Stanley Park, Vancouver, and two admiring excursionists.

realization exceeded my anticipations. If Winnipeg is not before a great many years the greatest distributing centre in the Dominion, I shall be very much surprised. Winnipeg can only be a failure if the Great West is a failure. It has a population now of about 45,000 and relatively it is to-day the greatest business wholesale centre in Canada. When the present warehouses in the course of construction are completed, the "Prairie City" can, without exaggeration, boast that it has the largest and most imposing warehouses in the Dominion, not even excepting Montreal and Toronto, while cities of similar size in the East are not at all to be compared with Winnipeg in this respect. It is this that warrants me in saying that Winnipeg is to-day relatively the greatest wholesale centre in the Dominion. When, of course, it

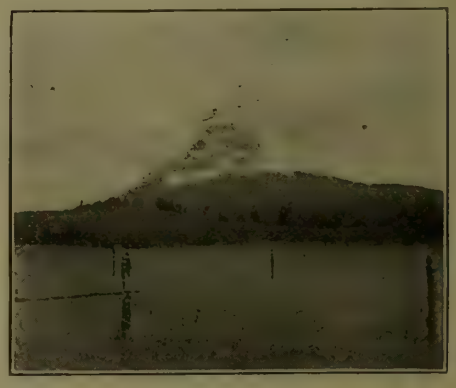
The main source of the Old Man River, a subterranean outlet in the side of a mountain.

comes to the manufacturing industries, there are several cities in Eastern Canada of much smaller population which put Winnipeg completely in the shade, but the Province of Manitoba is by no means wanting in those natural resources which are the basis of manufacturing industries, while Winnipeg itself possesses magnificent water power. One natural product which Manitoba does not possess is hardwood, but of pulp-wood there is an unlimited supply and paper-making therefore is one of the possible industries of the "Prairie Province." One thing that should not be forgotten in considering the future of Winnipeg is the fact that the construction of a short canal would complete water communication with the Saskatchewan. A glance at the map will convey some idea of what this means. Edmonton, for example, which is a thousand or more miles away, would be placed

Messrs. Young, H. Cockshutt, D. Waterous, Lloyd Harris on cayuses at Lake Louise.

in direct water communication with Winnipeg.

Vancouver is a marvel among the cities of the Great West. Seventeen years ago the little town was fire swept, only one building remaining. Fifteen years ago the spot on which now stands the handsome and modern Vancouver Hotel was a timber limit from which the extraordinary quantity of 320,000 feet to the acre was being cut. I have this on the word of Mr. Scott, one of the large mill owners at Vancouver. To-day Vancouver is as modern a looking city as one could desire. The streets are wide and are nearly all paved with asphalt, while the sidewalks on the principal streets are made of wide stone slabs. The buildings, as a rule, are of brick or stone. The whole-



Crow's Nest Mountain.

sale houses are fine, spacious and well lighted, and would do credit to any business centre on this continent. One thing

AN OPPORTUNITY

FOR YOU TO COVER YOUR WINTER REQUIREMENTS WITH THE BEST-SELLING AND MOST PROFITABLE GOODS ON THE MARKET.

SPECIAL QUOTATIONS ON 5-CASE LOTS ASSORTED.

ROWAT'S PICKLES

Mixed—Chow—Onions—Ass'd.

10 oz. Octagon Lever Top ; 10 oz. Square Corked.
20 oz. " " " ; 16 oz. " "
Cruets, Half Pints, Glass Stopper ; 30 oz. " "
" Pints, " " 40 oz. " "

and **Worcester Sauce**—Half Pints and Pints. The BEST low priced Sauce on the market.

THE **EBY, BLAIN CO.,** LIMITED **WHOLESALE GROCERS,** **TORONTO.**

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

LATEST AND MOST UP-TO-DATE TYPES.

AUTOMATIC CENTRAL DELIVERY TEA AND FLOUR BLENDER.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS :

Gas-Heated Roaster—External Flame with Air Pump.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.
Coke, Wood, Etc., Roasters. **Sample and Window Roasters.**
Grinding Mills, Plain or Ornamental. **Patent Chicory Nibber.**
Air Propellers. **Air Compressors.** **Dressing Machinery.**
Patent Fruit Washers. **Dry Fruit Cleaners.**
Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

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Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

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that impressed me particularly about the wholesale houses in Vancouver was that every precaution had been taken to ensure good light, consequently the interiors are unusually bright. The retail stores are fully in keeping with the wholesale houses. One thing which struck me in Vancouver, in fact in every other city and town in the West, was the exceedingly good class of articles carried in the stores. A lady who was a member of our party assured me that the quality was much superior to what was found in the average retail stores in the East. Everywhere in the West I heard that the people demanded a better class of goods than those in the East and were prepared to pay for them. This applies to both articles of food and wearing apparel. I can imagine I hear eastern merchants praying that the same condition of affairs might prevail with them. Perhaps if they work for that end as well as pray for it they may obtain the desideratum.

While at Vancouver I ran against a friend of mine, a commercial traveller,

Arrow Head—From our Steamer.

who was on his way east. "I am always glad when I get home," he said. "I have been over the road so many times and know the dangerous spots so well that I always feel nervous until I have passed them." I looked at my nervous, pessimistic friend with something akin to pity. There are certainly dangers on the road and one perhaps shudders a little when looking back upon the spider-like bridges and trestles, crossing yawning canyons and rapid flowing rivers, which stand ever ready to receive him should his train leave its narrow pathway. But fortune is kind to those who travel the 500 miles or more of railway that runs through the Rockies: not during the 18 years that the Canadian Pacific Railway has been in existence has the life of a single passenger been lost on the Rocky Mountain division of the system. This fact ought to drive out fear from the breasts of the most nervous individuals even should there not be enough of the poetic in them to create adoration and dissipate fear in all around they see. But the timorous need not have any fear. Every precaution is taken by the Canadian Pacific Railway to prevent accidents. Guards patrol every mile of the railway throughout the Rockies before a passenger train passes over it, and in the descent from Hector there are safety switches at intervals so that should anything go wrong with the brakes the train would run into a place of safety. Besides this, men are taken on at Hector whose special duty is to jump from the front of the train and watch that the brakes and couplings are working properly. Each of the men thus employed gets on at the last coach, runs through the train and again jumps off at the front, repeating the operation till the descent is made. While making this particular descent the train does not travel faster than three or four miles an hour, and there is ample opportunity for passengers as well as railway men to jump from the train and run alongside, if they so desire. Some of our passengers did take this opportunity of stretching their limbs. To cross the Rockies on the C. P.R. one is as free from accident as those who travel by electric street car in any of our cities; in fact, judging from records, it is safer.

* * *

Among the towns in the West there are none more ambitious than Edmonton. And this is not without good cause. It is situated amidst one of the finest farming districts in the Great West. As we approached Edmonton the appearance of the country reminded me more of Ontario than anything else I had seen since we started on our journey. When we retired the night before we were bounding along over the treeless prairie; in the morning when we awoke we were leisurely travelling over the Calgary and Edmonton branch of the Canadian Pacific Railway. Many of the fields along the C. & E. were fenced; but what reminded me more of Ontario than anything else was the evidence of mixed farming and the clusters of trees which we saw growing here and there. Local authorities informed me that there was no part of the Great West so well adapted for mixed farming as that adjacent to the Calgary and Edmonton branch of the C.P.R. We saw it somewhat under unfavorable consitions on account of a heavy rain which was falling, but from what I saw I am quite prepared to believe the statement. The best of the land for mixed farming I was informed lay from the line of the railway to about 30 or 40 miles eastward. On our way up the C. & E. we had our first sight of a bucking broncho. It was highly entertaining for those who had never seen such an animal before. Several of our party, who professed to be good riders, were requested to try their hand and mount the broncho, but one and all declined. In fact there was only one out of a number of cowboys who were standing round the station who would undertake the task, and the one who did so was unfortunate enough to get his hand slightly injured. We took up a collection for him and went on our way rejoicing and free from any qualms of conscience. But it is not alone upon the excellent farming country which surrounds it that Edmonton depends for its future prosperity. The town is favorably situated on the Saskatchewan. On the map the river is described as the North Saskatchewan, but it is not safe to call the river by that name in the hearing of the good people of Edmonton. It is "The" Saskatchewan, and should one insert the word "North," he is quickly reminded of his error. The river at Edmonton is broad and deep and a couple of steamboats make the town their headquarters, and the river is navigable for a long distance and no doubt eventually steamers will leave Edmonton and tie up at the wharf in Winnipeg when the possible canal connection is made.

* * *

Coal in abundance is all around Edmonton, and the town itself is partly undermined by mining operations; in fact

On the Lower Deck of the Kootenay Lake Steamer. Mr. P. McMichael doffing his hat.

the mayor informed us that they had been compelled to stop mining under the town in order to prevent the danger of a the divisional point. At present Edmonton is already of great importance. At present it is the starting point for the Great North, and merchants in Winnipeg do a large business fitting out traders who go into the "Great Lone Land" for the purpose of gathering furs. These traders, in some instances, travel over 2,000 miles to the north and take three or four months making the journey. The new trans continental line being built by Mackenzie & Mann will make Edmonton the divisional point. As at present Edmonton is only connected with the Calgary and Edmonton at Strathcona, on the south side of the Saskatchewan, by a short railway four miles long, with one engine and one passenger car. This is a great disadvantage, but when the new railway comes in on the north bank of the river, Edmonton will be much more favorably situated. That this is expected is evident from the boom which is at present on in Edmonton, and land on the main street is held as high as $700 a foot. Between Strathcona and Edmonton a keen rivalry exists, and both graciously vied with each other in entertaining our party.

(To be continued).

Arriving by Steamer Hektos, due November 1st,

—the celebrated **(A.D.)** brand of

Crystallized and Glaced Fruits

in different size boxes, and in fancy baskets, from the old established firm of **A. Durand,** Carcassone and Carpentras (France).

Confitures de Bar-le-Duc (Red and White Currant Jellies)

these are world-renowned goods from **Mamias & Co.,** Bar-le-Duc (France).

Preserved French Fruits in glass,

from **Moureaux & Dramara,** Pantin (France)

We are also receiving from **Bertrand & Cie.,** Lyons (France), **1756** cases of Macaroni, Vermicelli, Spaghetti and Assorted Fancy Pastes.

We are headquarters for the finest imported French Goods, and sell exclusively to the grocery trade.

NO QUOTATIONS FURNISHED UNLESS INQUIRY IS ACCOMPANIED BY FIRM'S BUSINESS CARD.

HENRI JONAS & CO.

389-391 St. Paul Street, MONTREAL.

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Infringement of Trade Marks...

It has recently been brought to our notice that certain firms, other than ourselves, are putting on the market extracts branded "GREIG'S" and "CROWN." In order to protect ourselves and our customers, we hereby notify all interested, that firms selling extracts thus labelled other than those manufactured and sold by the **Greig Mfg. Co., Montreal,**

Are Liable to Prosecution under the Trade Marks Act

for so doing, as both names are our property, and protected by registration and copyright.

Yours faithfully,

The Greig Manufacturing Co.
Montreal.

October 27, 1903.

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Gibb, W. A., & Co., Hamilton.
Goodwillie's Rose & Laflamme, Montreal.
Kinnear, T., & Co., Toronto.
McWilliam & Everist, Toronto.
Turner, James, & Co., Hamilton.
White & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

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Page, C. S., Hyde Park, Vt.

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Dominion Show Case Co., Toronto.
Metallic Roofing Co., Montreal and Toronto.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Greig Mfg. Co., Montreal.
Magor, Frank, & Co., Montreal.
Upton's A. F. MacLaren Imperial Cheese Co., Toronto.

Knife Polishes.
Oakey, John, & Sons, Montreal

Mince Meat.
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We import all our tea from six tea estates in the hill districts of Ceylon.

Blue Ribbon *Ceylon* Tea

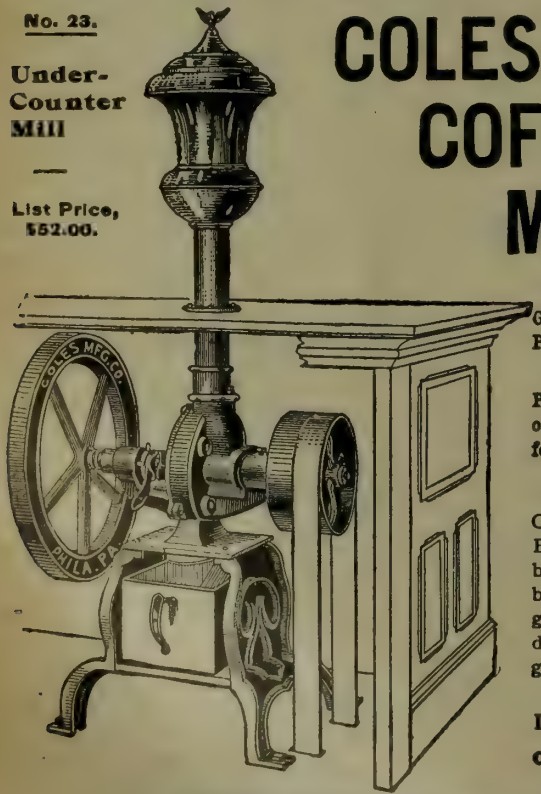
is selected from the best Ceylon tea, and is the quality tea of Canada.

Push the Red Label Brand. Each Grocer is our agent.

No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

MY MOTHER WON'T USE ANY OTHER!

"No use, Mr. Grocer, to give me any other than the real

Chinese Starch,

mother would send it back—my clothes so white and beautiful are glazed with CHINESE STARCH — no other works so well.

"If you don't keep it, tell me and I will go to the next grocer."

You may be sure the grocer does not hesitate to give her the genuine

CHINESE STARCH.

Manufactured only by

OCEAN MILLS, = MONTREAL, P. Q.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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PREPARE FOR CHRISTMAS.

IN a very short time the Christmas trade will be on. The year has been a particularly good one. Crops have been bountiful. Employment has not been denied to man willing to work, and wages have generally been high. The amount of money in circulation is large. In fact, we have all the evidences of good times.

Such being the case, the Christmas trade should be exceptionally good this year. The average man who is not on the margin of subsistence is inclined to be generous with himself in the matter of luxuries about Christmas time, even if times have not been particularly good. In such a year as this the man of the house, or perhaps it would be more correct to say the mistress of the house, will doubtless be inclined to indulge to a greater extent than heretofore in those lines of goods known as fancy groceries.

Will it pay the grocer to stock these goods?

It all depends on his situation. Lines that would prove first-class sellers in a city grocery might prove quite unsalable in the country village. But, on the other hand, is not the village grocer perhaps a little too conservative? Is it not just possible that a small but judicious assortment of these goods would not only sell at a good margin of profit, but would create a reputation for being up-to-date of great value?

Of course, it may be said that these goods are never called for. Granted! Customers go or send to the city because they never thought of them in connection with the home store.

The matter is worthy of consideration. In a small place it would not be advisable to invest heavily, but two or three lines that have never been sold before, well displayed and well advertised, could not well be amiss.

CANADA'S NECESSITIES IN TRADE AFFAIRS.

IT is one of the penalties of partial success to be content, to sit down and reflect on past achievement rather than to take cognizance of what is yet to be done. We are ever ready to hear and applaud one who tickles our vanity with high sounding eloquence descriptive of our vast resources and the recent expansion of our national trade, and, filled with the lotus fruit of fulsome flattery, we are too apt to ignore our short-comings, and miss the greater opportunities which are only turned to account by strenuous exertion.

It is true that Canada has progressed wonderfully in the last 6 or 8 years, but this progress should only incite us to greater efforts in the future rather than lull us into a fatal self complacency.

"Forward" has been the watchword THE GROCER has again and again recommended as the motto for Canadian manufacturers. Only very recently we called attention to the necessity for a shaking up in our department of trade and commerce and a determined bid to secure a hold for our manufacturers on the markets of the world.

That the business world is thinking along these lines is conclusively shown by a couple of letters in the last issue of THE GROCER, the one from Mr. Andrew R. Tufts, of Vancouver, B.C., writing from Shanghai, China, and the other from Mr. J. D. Allan, of Toronto, who has but recently returned from his annual trip to Russia and northern Europe.

With the point brought up by Mr. Tufts, especially in regard to the Oriental market for our flour, we deal with in another department. Mr. Allan's article is a challenge to Canada to awake to the reality of her position and to make herself ready for the commercial contest which is every day becoming keener, and on which, in the next fifty years, will turn stakes of almost inestimable value.

In the course of his business Mr. Allan has had exceptional facilities for knowing at first hand what the countries of northern Europe, and especially that one we are pleased to call barbarous Russia, are doing in a commercial way.

Mr. Allan tells us that in the embarassment of our natural resources we are wasting what, in less favored countries, would be a competency by our neglect of economic and scientific methods in the utilization of our time and products, and by our failure to take vigorous action to capture the markets of the world we are being outgeneralled by nations much less richly endowed by nature.

It is not very flattering. It is not pleasant reading. But faithful are the wounds of a friend. It is doubtless true that we have become rather too self-satisfied of late. Mr. Allan is doing a most valuable work in rousing us from this condition, in stimulating a little self-examination, in directing attention to what is being done by our trade rivals, and in pointing out markets which, if not to-day of great immediate value, are pregnant with wonderful possibilities for the future.

Mr. Allan's article on Canada's Necessities in Trade Affairs is worthy of the most careful perusal. The questions which are raised are of vital importance and should be thoroughly threshed out. THE GROCER would be glad to see these matters discussed from every standpoint, and our columns are open for that purpose.

KNOWN AND UNKNOWN FIRMS.

THE lamented American humorist, Artemus Ward (J. F. Brown), used to narrate that on the first night of his arrival in England he was importuned by a man he met on the street to accompany him to a political meeting. Artemus declined, on the ground that he knew nothing of English politics. The Englishman said, "Who are you, anyway?" The humorist replied, "Artemus Ward, the great showman of America." His English friend said, "I assure you that I never heard of you or your show before," when Mr. Ward expressed his surprise that a man of such confessed ignorance should be entitled to a vote.

A feeling akin to this would doubtless imbue the minds of many non-advertising manufacturers should they visit the outlying towns and villages of the Dominion; but they would soon be compelled to recognize that a very large proportion of even the better class of trade were utterly in ignorance of their very existence. When some of our oldest business concerns are approached on the matter of advertising, they tell you "We have our travellers." Very true, but do they ever consider how they handicap their representatives?

The ranks of the country merchant are being constantly recruited from the schoolhouse and the farm, and settlers from the United States and Great Britain. Bradstreet's reports show that 18,000 new firms began business in Canada from September 1, 1902, to August 30, 1903. The impressions of a new beginner in mercantile life are generally formed from the papers of the trade to which, naturally, he looks for information.

Suppose a representative from an advertising and one from a non-advertising concern were to make a concurrent call on a merchant just commencing business, which one of the houses would commend itself to the buyer? Which one would receive the preference?

The recent excursion of the Manufacturers' Association to the Pacific Coast was a revelation to many of the benefit of advertising. Quite a number went with the idea of combining business with pleasure, and on their return excused their paucity of orders on account of their house being so little known in the West.

As against this, a gentleman very prominent in his own line of business, who did an immense trade in every section of the trip—booking one order of over $7,000 from one of the wealthiest corporations in Canada—told a representative of the paper in which he advertises that his success was largely due to his persistent advertising in the paper referred to, and that, without an exception, his advertisements in this particular paper were mentioned by every merchant upon whom he called.

Is it necessary to say that the people who do THE business of Canada are the people who use publicity? Consider the growing prosperity of the country, consider the great possibilities of its expanding trade, and seriously ask yourself the question, "Does it not pay to advertise?"

SHOULD RETAIN MR. CREELMAN.

THE announcement that we have lost Mr. Geo. C. Creelman, Superintendent of Farmers' Institutes for Ontario, will be heard with the deepest concern by all who have a proper appreciation of the agricultural interests of Ontario and Canada. Time and again we have lost our best men, men who have distinguished themselves as experts in various branches of agriculture, on account of the niggardly estimation we place on the value of their services, and now Mr. Creelman has been added to the list.

Mr. Creelman's salary is at present $2,200 per year. He has been offered $3,000 in a similar position in Texas, $3,000 and a residence to go to Mississippi, besides being one of several who have been offered the superintendency of agriculture for the Orange River Colony at a salary of $6,000.

It is understood that Mr. Creelman would have remained with us had his salary been increased to $3,000, but the Government could not meet his wishes, so, for a paltry $800, we are to lose a gentleman who has so distinguished himself as to be sought after by such distant states as Mississippi and Texas.

In yesterday's papers it was announced that Mr. Creelman had decided to accept the offer of the State of Mississippi, as the Government had not seen its way clear to raise his salary to the amount he was offered.

The Ontario Government should blush for shame. If Mr. Creelman is worth $3,000 a year to Texas or Mississippi, he is surely worth as much to Ontario, which in natural resources and agricultural interests can be equalled by no State in the American Union. We are a wealthy province. According to its own showing the Government of Ontario is in easy financial circumstances. Why this pinch-penny policy in providing for the salaries of the working officials of the important department of agriculture?

Thoroughly cognizant of all our conditions, and in touch with our farming community, Mr. Creelman is in a position to make himself even more useful than he has been in the past. With his ability and experience the value of the services he is capable of rendering to the agricultural interests of Ontario, and through Ontario to Canada, are incalculable, and in comparison with which the modest salary he receives is quite out of proportion.

The agricultural classes should insist that their interests should not be prejudiced by allowing old and trusted officials to be borne away to the United States for the matter of a few hundred or even a few thousand dollars.

The wail that we are losing so many of our best men to the States would be heard much less frequently did we not put such a niggardly value upon their services.

By all means, Mr. Creelman should be retained. It may not yet be too late for the business and agricultural interests to bring sufficient pressure upon the Government to prevail upon them to rescind their decision. The time has passed when we should submit tamely to the indignity of seeing such men bid over our heads by any country, let alone Mississippi or Texas.

The Export Apple Trade.

By Geo. H. Duck.

WHILE so much space is being devoted to enquiries and opinions, suggestions and arguments, concerning the further development of trade "within the Empire," it would seem apropos to call attention to that very important industry represented by the packers and shippers of Canadian apples for export. Before the manufacturers of this country contemplated a foreign market for their surplus product, before high tariffs were employed to foster these industries, so prosperous now, before the "Made in Canada" label had attracted the attention of foreign buyers, the enterprising apple-shipper had invaded the markets of Britain and had established the "Grown in Canada" product as the premier fruit.

Some idea of the importance of this industry, of the revenue derived by the community, and of the investment of capital involved, may be estimated from the statistics of the season of 1902-3 and of the present season to date. More than a million barrels of Canadian apples went to the British market last year and more than half of that quantity has already gone forward during the first six weeks of the present season. Figuring the price paid by the shippers for fruit "on the trees" at $1 per barrel and the cost of the package and packing at 75 cents per barrel, already the large sum of $875,000 has been distributed. Add to this freight charges for rail and ocean transportation and insurance premiums and the million dollar mark has been left far behind. All this, and more than two-thirds of the crop yet to move.

For the successful marketing of this large product many occupations are called upon to do their part and in the distribution of the purchase price and expenses many homes are interested. The grower cultivates to perfect his crop, the stave and heading mill, the nail factory and the cooperage shop to make the package, the skilled labor in picking and packing, the loaders, the stevedores, the handlers, together with the many others indirectly employed, all receiving a direct benefit from this enterprising speculation.

Compared with other lines as a speculation, this industry holds a position by itself. With only such meagre information at hand as the "general outlook" months in advance, orchards are bought, fruit packed and shipped, fortunes are invested in the outlay and all dependent for re-embursement and profit upon such returns as the shipments may bring, after weeks in transit by rail and ship and under conditions over which the shipper has no control. The best varieties most carefully packed are often ruined in the carrying, or forced upon a glutted market when destination is reached. Occasionally, indeed, transportation charges are not realized from the sales and the shipper is called upon for remittance to "cover balance." All this is ventured in the speculation of striking a good market with fruit in good condition. By instituting a department, the Government has accomplished great good and has rendered much assistance to the trade. The proper cultivation of the fruit and the regulations regarding the marking for marketing, has raised the standard of quality and better returns are realized. Transportation lines have improved their service, both in transit and equipment, but that great element of speculation is yet far from removed.

So far this industry has been attributed to Canada and this is true only in the most general acceptation. The provinces of Ontario and Nova Scotia only are the producers of export apples, and comparatively small areas of these. It will be appreciated then, of how great importance this business is to those immediately interested, while as a national feature it outclasses all others when compared on an acreage basis. Although dependent largely upon favorable seasons, we are secure in stating that the industry is growing quite in proportion to the enormous development of this country. The business is transacted each year on a more sound basis and consequently yields better returns. Let us not forget, then, that as a bond of imperial unity, the Canadian apple has been a leader and continues to do its share, while the credit for this rests with those who, by their persistent enterprise, have developed the trade in Canadian apples for export.

The action brought in the High Court of Justice by the proprietors of "Salada" tea for an injunction restraining the East India Tea and Coffee Company from infringing the well known trade mark, "Salada," has been settled by the defendant agreeing to discontinue the use of the word resembling "Salada."

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The attention of the trade is called to the ad., in another section of this issue, of E. D. Marceau, Montreal. Excellent values in teas are offered.

A. F. MacLaren Imperial Cheese Co. report: Arriving, 200 cases Bensdorp's Royal Dutch Cocoa, per steamer "Alexandrian," from Antwerp.

The R. & J. H. Simpson Co., tea importers, Guelph, report the advice of a shipment of very fine Ceylon black and Ceylon green teas, in half-chests, per S.S. "Hindustan," to arrive in a few weeks, which will be offered to the trade at interesting prices.

A. F. MacLaren Imperial Cheese Co. are receiving their Fall shipments of Roquefort, Swiss, Edam, and other fancy imported cheese, and report extra fine makes.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, have a snap to offer in selected Valencia raisins, to arrive about the middle or last of next month, brand and quality guaranteed.

The Eby, Blain Co. report very satisfactory results from their demonstrating of their "Gold Medal" coffee in the larger towns throughout Ontario.

L. Chaput, Fils & Cie, expect arrival shortly of 3,000 boxes and quarter-boxes of choice table raisins.

The Eby, Blain Co. are quoting skinless and boneless codfish in 100 lb. cases, at very low figures.

Williams Bros. & Co., Limited, pickles in 30 and 45 gal. bbls., are in stock with L. Chaput, Fils & Cie.

H. P. Eckardt & Co. report a good business doing in Heinz mince meat, put up in pails.

L. Chaput, Fils & Cie, have arriving on the "Bellona," choice Sultana raisins of different qualities in 1 lb. cartoons. Prices are very low this year.

A carload of Rowat's pickles, in assorted sizes, has just been received by The Eby, Blain Co.

A carload of choice Hallowee dates (500 boxes) is expected shortly by L. Chaput, Fils & Cie., for delivery about November 1. These goods are offered at interesting prices.

A consignment of Labrador herring arrived this week for H. P. Eckardt & Co.

"Keen Public Sense Rewards the Best"

12 Million Packets Sold Annually

We think we have proven beyond all question that the greatest lasting salesman in the world is "QUALITY." This is the unfailing convincer, the irresistible salesman; all subterfuges and inducements of whatever character must inevitably stand aside, make way and succumb to "QUALITY," providing always, naturally, and of course, that value is a close associate.

That we have made an immense success of "SALADA" is patent to all, and when we say "immense" we mean all that the word implies . . and this in the face of the keenest competition, charitable and otherwise.

If you don't already know, wouldn't you naturally conclude that "SALADA" Ceylon Teas must be other than ordinary values to sell as they do?

BRANCHES AND AGENCIES.

Toronto.
St. John.
Halifax.
Winnipeg.
Vancouver.
New York.
Boston.
Chicago.
Buffalo.
Detroit.
Pittsburg.
Cleveland.
Philadelphia.
Washington.
Indianapolis.
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco.

BLACK, MIXED or NATURAL GREEN

SEALED PACKETS ONLY—
Wholesale Terms from **"SALADA" TEA CO.,** Toronto or Montreal.

GREIG'S

WHITE SWAN

BAKING POWDER

Eminently a high grade powder. The finest materials and absolute purity combine to make it strong, effective and economical.

Prices, too, are right—considering the quality:

¼-lb. tins	½-lb. tins	1-lb. tins
80c.	**$1.20**	**$2.00** per doz.

WITH SPECIAL DISCOUNTS FOR QUANTITY.

We pack other lines also—all thoroughly good—fully mentioned in our new catalogue cheerfully sent for the asking.

The Robt. Greig Co., Limited, Toronto.

ALL PURE AND GOOD

A good article, properly introduced, is the best spur to lagging trade. If your starch trade is almost profitless, persuade your customers to try

Celluloid Starch

Never Sticks Requires no Cooking.

They will be pleased with it. They will come back for more. They will think well of your judgment. They will give you their other grocery orders on the strength of this one sterling article. Try it and see.

THE BRANTFORD STARCH WORKS, LIMITED,
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, Oct. 29, 1903.

GENERAL trade is reported very good on the street, and a satisfactory feeling is prevalent throughout the trade. Canned goods still continue to hold the attention of the trade, who are still in the dark as to how much of their orders will be filled. Goods are being delivered slowly and are distributed without delay. The list quotations have not been changed, but no offers are being accepted for either corn or tomatoes. Coffee is distinctly stronger, and higher values are anticipated in the near future. Spices continue to maintain a strong position, especially in cloves. Corn syrup is meeting an active demand, and molasses is showing a fair movement at average prices, with the exception of Barbados, which is high. Tapioca is higher on the primal markets, but has not responded here as yet. Price is steady. Teas are somewhat firmer than a week ago, and manifest an advancing tendency. There is more inquiry of late for cheap Indian and Ceylon blacks. China greens are much better stocked than a year ago. The London market is reported strong. In dried fruits the interest is chiefly in the Mediterranean fruits which lately arrived on the Escalona and are reported excellent stock. Sultanas are also attracting attention from their good value as compared with Valencias. Sugar presents about the same situation as a week ago. New Berlin beet has, however, been placed on the market and is quoted at the same price as Acadia, with 1902 make 10c. lower.

CANNED GOODS.

The canned goods situation continues strong. The Canners' Consolidated still refuse to quote for delivery and opinion is divided as to the percentage that will eventually be delivered. The pack is now practically over, and definite information should soon be available. Deliveries have so far been very slow, and most houses are only filling back orders and not taking new ones. There is a feeling that the jobbers will at least be able to fill in full the orders already accepted. Prices remain nominally the same, but practically a price cannot be determined, as no goods are changing hands. We continue quotations as follows:

Apples, 3's		0 90
" gallons		2 20
Asparagus		3 50
Beets, 2's		0 90
Beets, 3's		2 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	0 90	1 00
Cherries, red, pitted, 2's		2 20
" white		2 40
Peas, 2's	0 87½	1 40
" extra sifted	1 40	1 50
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's		0 95
" gallon		2 50
Rhubarb, 3's		1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's		1 00
Tomatoes, 3's		1 10
Lobster, talls		3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes		1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s		0 15
" " ½s		0 23½
" Sportsman ¼'s		0 14
" ½s		0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies		1 00
Kippered herrings, domestic		1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "		18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "		6 00
English brawn, 1-lb.	1 50	1 60
Engilsh brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "		2 20
Soups and Boull, 2-lb. "		1 80
" 6-lb. "		4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

The coffee market is very strong with the prospect for higher values in the near future. Cash Rios and Santos have advanced fully 1 to 1½c. in the last six weeks, and mild grades are beginning to feel the effects. The feeling locally is very firm and strong and greens are 1c. up. We quote:

	Per lb.	
Green Rios, No. 7		0 07½
" " No. 6		0 08½
" " No. 5		0 08½
" " No. 4		0 09½
" " No. 3	0 10	0 11
Mocha	0 21	0 25
Java	0 22	0 30
Santos	0 10½	0 11½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 14	0 20

SUGAR.

The market preserves the same nominal tone indicated in our last report. After going to press last week an easier feeling developed, with United States refiners holding off and showing no disposition to anticipate requirements, having on hand about four weeks supply on present basis of meltings. Since then the market has assumed a rather firmer tone, with sales of Demerara sugars on basis of 2 3-16c. cost and freight New York for 96 test, which is equal to duty paid price of 3⅞c., thus maintaining the market on this basis. As yet, however, refiners show little disposition to continue buying, for the reason given above, and are without particular inducement to do so, as the meltings for the week reduced stocks 5,000 tons, to, say, 30,000 tons. Reports of growing European beet crops have been variable, but a cable from Mr. Licht, dated Magdeburg, October 27, to Willett & Gray, New York, reads: "Weather is favorable for growing crop and very favorable for crop work." The factories' estimate for the all-Europe crop is 5,500,000 tons, or 350,000 tons less than Mr. Licht's latest estimate, and this has had an appreciable effect on price of 88 per cent., which for the week advanced 3d. per cwt., to 9s. f.o.b. Hamburg, and at close is quoted nominally at 8s. 11½d. for October shipment. The advance is partly attributed to squeezing of shorts. The American refined market is badly demoralized for the present, all agreement having gone to the winds, and relations between refiners and wholesalers are said to be badly strained. While this lasts net prices of refined show considerable variation, but it is thought that this cannot last long, owing to the small margin between raws and refined. Canadian markets preserve their nominal tone, with prices of eastern sugars unchanged and only moderate business doing. There has been some revision of prices of domestic beet sugars, as will be observed in the list below. New Berlin granulated is now listed at the same price as Acadia granulated, while 1902 make is quoted at 10c. less. The latest figures of Cuban crop just finishing indicates a total output of 980,000 tons against an actual outturn for 1902 crop of 850,181 tons. We quote:

Paris lumps, in 50-lb. boxes	4 83
" in 100-lb. "	4 73
St. Lawrence granulated	4 18
Redpath's granulated	4 18
Acadia granulated	4 08
Maple Leaf granulated (Berlin), 1903	4 08
" " 1902	3 98
Crystal granulated (Wallaceburg)	3 98
Imperial " (Dresden)	4 03
Beaver " (Wiarton)	4 03
Phoenix	4 03
Bright coffee	3 88
Bright yellow	3 83
No. 3 yellow	3 78
No. 2 "	3 58
No. 1 "	3 48

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

Spices are moving freely locally at the advanced prices. Values are firm, and all the spices on the list, with the exception of ginger, are higher; that is, upon the primal markets, no change being quoted locally. Cloves are excited and much higher in Europe and Zanzibar. Reports from Zanzibar place the crop at 40,000 bales, against 112,000 last year, and quote 19½c. Pimento is firmer. Nutmegs are slowly being absorbed, and no fresh supplies appear to replenish the market. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 20	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

There is a big demand for corn syrup, which is almost the only syrup on the market, there being but a very few canes. Molasses is meeting with fair trade. Values are about the same as 12 months ago, except as to Barbados, the price of which is very high. New York reports a limited demand in syrups

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with an easier tone to the market. In molasses, however, a fair volume of business is reported in grocery grades, no new crop being anticipated before a month. Louisiana advices would indicate a short crop. We quote:

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses		
New Orleans, medium	0 20	0 30
" open kettle	0 45	0 50
Barbados	0 47½	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

RICE AND TAPIOCA.

Rice is meeting with a normal demand at unchanged prices. Tapioca is costing more, but no change has been made locally, jobbers still disposing of ample stocks on basis of old cost. We quote:

	Per lb.			Per lb.	
Rice, stand. B...	....	0 03¾	Sago	0 03¾	0 04
Patna	0 05	0 05½	Tapioca	0 03	0 03½
Japan	0 05½	0 06	Carolina	....	0 10

TEAS.

There is a distinctly firmer tone generally to the tea market this week locally and abroad. Inquiry is reported better for cheap Indian and Ceylon blacks. They have not been procurable at recent prices offered and in the words of one prominent tea dealer, buyers are awakening to the fact that the market has gone up to stay. Japans are high and firm, but in fairly good supply, with local jobbers. China greens are high but large assortments are reported where there were practically none last year. London advices state that the steadier tone noted last week in Indian was fully maintained, in some cases rising even higher. Buying was general, with good liquoring teas well competed for and common kinds firmer. A strong demand was reported for all kinds of Ceylon, with distinctly better tone especially for better descriptions. We quote:

Congou half-chests, Kaisow, Moning, Paking	0 12	0 6 0
caddies, Paking, Kaisow	0 19	0 5 0
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19

FOREIGN DRIED FRUITS.

Consignments ex Escalona have been arriving in large blocks this week and orders previously taken for Mediterranean fruits are rapidly being filled. Some business is still being done in Valencias and as the Bellona, the last direct steamer, has sailed, orders now are for shipment via New York. The currant posi-

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tion is unchanged and indeed more interest is being manifested in goods arriving than in the markets. In Sultanas there is difficulty in securing fruit of quality, but the good value as compared with the high price of Valencias is stimulating a large demand. There is not much doing in California fruits. Apricots are almost too high to touch and this fact has checked sales of other California fruits. There seems to be scarcely any considerable demand for prunes, probably on account of the large apple crop. We quote:

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07 0 08
Patras	0 06½ 0 06¾		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 07 0 08
" selected	0 07½ 0 09
" selected layers	0 08 0 09½
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04 0 05	Fards	0 07½ 0 08
Sairs	0 03½ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04½	60-70s	0 07 0 07½
90-100s	0 04¾ 0 05½	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 04	Elemes	0 08 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

COUNTRY PRODUCE.

EGGS.

The supply of newly-laid is very small and receipts are light. Demand is fair. Candled are a little firmer and pickled ½c. up. We quote:

Eggs, strictly new laid, per doz	0 23 0 24
" candled, per doz	0 20
" pickled, per doz	0 17½ 0 18

HONEY.

The honey trade is moving a little better than of late. There are quite sufficient quantities offered, especially of strained. Nice comb honey is having a much better call. We quote:

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 00 1 50

WHITE BEANS.

No further light has been thrown on the bean situation since last writing and little business of consequence has transpired. We quote:

Beans, mixed, per bush	1 50
" prime, "	1 80
" handpicked, per bush	2 00 2 15

DRIED APPLES.

The dried apple market is still dull and featureless, with no immediate prospects. Nominally prices remain unchanged. We quote:

Apples, dried, per lb	0 03 0 03½

POULTRY.

With the advance of the season the demand for poultry becomes greater but has not as yet reached any great proportions. We quote:

Chickens, live per lb	0 07 0 08
Old hens " "	0 05 0 06

New Smyrna Figs—3, 4, 5, 6 and 7 Crown — Glove Boxes and 12oz. squares. FINEST QUALITY. ORDER A TRIAL LOT.

CAPE COD CRANBERRIES

Fresh Car. Finest Dark Cape Cods. Well Screened and Solid Packed.

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Ducks " "	0 08	0 09
Turkeys " "	0 09	0 10
Chickens, dressed, per lb	0 09	0 10
Old hens, " "	0 06	0 07
Turkeys, " "	0 11	0 12
Geese, " "	0 06	0 07
Ducks, " "	0 09	0 11

GAME.

Ducks of great variety are being offered in goodly numbers and bring 30c. to $1.25 per pair, according to variety.

GREEN FRUITS.

The tone of the market this last week has been dull. Basket fruits continue to come in, but the demand has fallen off. The season, which is now drawing to a close, has been of full length and has been generally satisfactory, a good big season, one commission man remarked. Basket fruits show the natural advance. Tokay grapes are down a half dollar and Almeria up the same amount. Limes are again on the market at $1.25 per case. We quote :

Jamaica oranges, per bbl	5 25	5 50
Bananas, large bunches	1 50	2 50
" small bunches	1 50	1 75
Verdilli lemons, per box	3 75	4 75
Tomatoes, per basket	0 25	0 30
Apples, per bbl	1 50	2 50
Peaches, per basket	0 40	0 75
Pears, winter varieties, per basket	0 20	0 50
California grapes, Tokay		2 50
Cranberries, dark, Cape Cod, per bbl		10 00
" " " per case		3 50
Grapes, Concord, large basket		0 40
" small basket	0 22½	0 25
" Niagaras, large basket	0 40	0 45
" " small basket	0 25	0 30
" Almeria, per keg	5 50	7 00
Quinces, per basket	0 30	0 40
Limes, per case		1 25

VEGETABLES.

Supplies are large and stocks good in everything but potatoes, which locally are badly affected by the rot referred to before. Demand is firm and prices which at this time of the year are pretty well fixed, are unchanged. Roots are probably most enquired for. We quote :

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 75
Potatoes, per bag		0 65
Potatoes, per bag, car lots	0 50	0 55
Sweet potatoes, per bbl	3 25	4 25
Onions, per basket	0 30	0 40
Onions, per bag		1 25
Spanish onions, per crate		1 00
Bunch lettuce, per doz. bunches		0 25
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb		0 60
Mint, per doz bunches		0 15
Parsley, " "		0 20
Spinach, per bush		0 50
Beets, per bush		0 40
Cauliflowers, per doz	0 50	1 00
Carrots, per bag		0 50
Parsnips, per bag		0 65
Vegetable marrows, per doz	0 40	0 75
Green corn, per doz		0 15
Celery, per doz	0 25	0 50
Green peppers, per basket	0 30	0 50
Red peppers per basket	0 40	0 75
Egg plant, per basket	0 35	0 50
Butter squash, per doz	0 50	1 25
Hubbard squash, per doz	0 75	1 25
Pumpkins, per doz	0 75	0 50
Yellow turnips, per bag		0 35
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz		0 30
Sage, per doz		0 10
Savoury, per doz		0 10
Citrons, per doz	0 50	0 75
Artichokes, per bush		0 75

FISH.

There is little change since last writing; demand is fair and prices firm. No change is noted in oysters. We quote :

Whitefish, fresh, per lb		0 09
Trout, fresh, per lb		0 09
Herrings, fresh, per lb		0 07
British-Columbian salmon, per lb	0 18	0 25
Halibut, per lb	0 12	0 15
Perch, per lb		0 05
Mackerel, each		0 25
Eastern salmon, per lb		0 25
Haddock, per lb		0 07
Cod, per lb		0 08
Oysters, standard, per small bbl		4 05
" selects "		5 25

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.

Market for wheat and oats continues good. Very little barley is offering this week and the market is dull. Red wheat is advanced ½c., and white 1c. Barley has dropped 2 to 3c. Buckwheat is 2c. firmer. Rye has advanced 1c. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto		
" Northern " "		0 92
Red, per bushel, on track Toronto	0 81	0 81½
White " " "	0 81	0 81½
Barley " " "	0 45	0 49
Oats " " "	0 33	0 33½
Peas " " "	0 67	0 68
Buckwheat " " "		0 47
Rye, per bushel, " " "	0 56	0 57

FLOUR.

Business continues quite brisk as a result of confidence in the future of the market. Buying is general. We quote :

Ontario patents, per bbl	3 70	3 95
Hungarian patents "	4 20	4 40
Manitoba bakers' "	4 00	4 15
Straight roller, "	3 50	3 60

BREAKFAST FOODS.

A very good demand is reported this week for breakfast foods. Trade is brisk. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 60
" " " " in wood	4 00
" " " " for broken lots	4 00 4 10
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 25
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

There has been a big drop in hides in Chicago owing to largely increased supplies and dealers locally anticipate a corresponding decline here almost immediately. No change is to be noted in calfskins, but for sheepskins there is a good demand. Wool is steady, with no special feature. Prices are firm all round. We quote :

HIDES.

No. 1 green, per lb	0 08
" 2 " "	0 07
" 1 " steers, per lb	0 08½
" 2 " "	0 07½
Cured, per lb	0 08¼

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09	
" " " 2 " " "	0 07	
" " " 1 15 to 20 lb "	0 08	
" " " 2 " "	0 06	
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins	0 65	

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb	0 17	0 19
" extra "	0 20	0 21
Tallow, per lb	0 04¼	0 05

QUEBEC MARKETS.

GROCERIES.

Montreal, Oct. 29, 1903.

THE week's business is generally reported very satisfactory, the volume being large, but without any special features. The demand for sugar is easing off now that the preserving season is practically over, and country orders are now very small. Prices are steady at figures given in last issue. In teas there is nothing of special interest to note this week with the exception of the continued activity in Ceylon greens owing to the withdrawal of the bounty, to which extended reference was made in our last issue. Low-grade Congous are higher in the primary markets. In syrups and molasses trade during the week has been very fair; prices are unchanged. Reports from Brazil indicate a short crop of coffee for next season, as, owing to the long-continued drought, the flowering has not shown up well. Locally there is very little doing in coffee. The spice market continues to be very firm, but locally there are no changes to report. Cloves, pepper and ginger are the lines most likely to rise. There is little doing on the local market in rice and tapioca, and prices continue unchanged. In canned goods trade has been quite active. Jobbers are now able to send out tomatoes and corn sold some time ago and delayed until now because of non-delivery by the canners. Tomatoes are being anxiously sought after. In foreign dried fruits the feature this week has been the activity in Valencia and Malaga raisins and currants. A full cargo of Mediterranean fruits has arrived per ss. Escalona, and heavy deliveries have been made. It is expected that with the cool weather business in green fruits will improve, but trade has been quiet during the week. Lemons are scarce. There is nothing new to report in vegetables. Eggs are in good demand, and the market is strong. The bean situation is commented upon at length below. It is expected that lower prices will prevail. The evaporated apple market is uncertain. Some interesting changes in raw furs will be noted.

SUGAR.

Business is quiet this week, the demand having fallen off somewhat in comparison with last week's business. Prices are unchanged, and it is not anticipated that any will eventuate in the near future. Country orders are small, showing falling off now that the preserving season is over. We quote :

Granulated, bags and bbls	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, boxes and bbls	4 65
" ½-boxes and 1½-bbls	4 75
Extra ground, bbls	4 50
" 50-lb. boxes	4 70
" 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" ½-boxes and ½-bbls	4 65
Phoenix	3 95
Cream	3 80
Bright coffee	3 80
" yellow	3 80
No. 3 yellow	3 70
No. 2 "	3 50
No. 1 " bags and bbls	3 35 3 40
Raw Trinidad	3 15
Trinidad crystals	3 20 3 25

SYRUPS AND MOLASSES.

The business in the past week in molasses and syrup has been very fair. Market for Barbados continues firm and prices are unchanged. Corn syrups seem to be in favor, as there is a constantly increasing trade reported. We quote :

Barbados, in puncheons, old		0 42
" new	0 43	0 44
" in barrels	0 42½	0 44½
" in half-barrels	0 43½	0 45½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls		0 02½
" ½-bbls	0 02⅝	0 03
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

TEAS.

With exception of the activity in Ceylon greens there is nothing particularly interesting this week to report. Low grade Congous are higher and primary markets advancing. China greens are very hard to get and London stocks are low. Ceylon and Indian blacks in low

Winnipeg Brokers.

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and medium grades have risen considerably of late, and the demand is active. High grown Ceylon teas are scarce and keenly inquired after. At London auction this week low-grade Indian and Ceylons advanced ½d. per pound. In Japans the market continues steady and trade quiet. We quote :

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14½	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

Reports from Brazil via New York state that owing to the long continued drought since last Spring the flowering has not shown up well, and indications are that 1904-5 will show a short crop. This report has had some effect on the market and has stiffened prices. Locally there is not much interest shown in coffees. We quote :

Good cucutas	0 08¾	0 09½
Choice "	0 11	0 12
Jamaica coffee	0 08	0 10½
Java	0 17½	0 22

SPICES.

In spices the market still continues exceedingly strong, though locally there are no changes to report from last week's figures. Cloves, pepper and ginger are the lines more prominently affected. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13
" ground Japan		0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14
Cassin	0 14	0 16

RICE AND TAPIOCA.

There is very little doing in rice, and there are no changes to report. Tapioca, though advanced 1s. per cwt., is quiet, and no new trade being done. We quote :

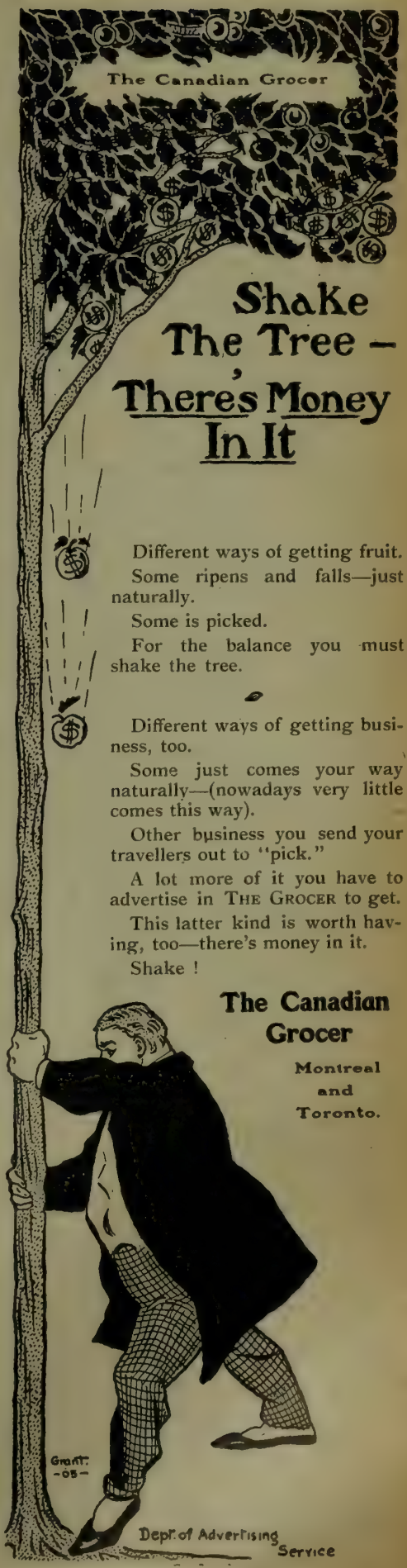
B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CO rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl			0 03
" seed pearl	0 02¾		0 03¼
" flake	0 03		4 00
Imported Italian			0 09
Fancy Head Carolina			0 10

CANNED GOODS.

There has been quite a little business this week in canned goods of every description. Jobbers are sending out orders of tomatoes and corn that had been sold and which have lately been delivered by canners. Tomatoes, of course, are the most anxiously sought after. Salmon are held firm at $1.20 to $1.25 for fair brands, $1.30 to $1.40 for good


The Canadian Grocer
Shake The Tree — There's Money In It
Different ways of getting fruit.
Some ripens and falls—just naturally.
Some is picked.
For the balance you must shake the tree.
Different ways of getting business, too.
Some just comes your way naturally—(nowadays very little comes this way).
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A lot more of it you have to advertise in THE GROCER to get.
This latter kind is worth having, too—there's money in it.
Shake !
The Canadian Grocer
Montreal and Toronto.
Grant. -05-
Dept. of Advertising Service

and $1.55 to $1.65 for the highest. We quote :

Tomatoes		1 05
Corn		0 90
Peas	0 87½	1 40
String beans	0 82½	0 85
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 40	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 40
Sugar beets	0 90	1 00
Salmon, pink	0 90	0 95
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

FOREIGN DRIED FRUITS.

The feature in the past week in dried fruits has been the activity in Valencia and Malaga raisins and currants. The arrival of the ss. Escalona with a full cargo of Mediterranean fruits has made jobbers exceedingly busy, and some very heavy shipments and deliveries have been made. Dates have been offered and orders taken at very low prices. The market for nuts is steady. Figs are also interesting and in good demand. The first shipment of Comadra figs have arrived via Liverpool and Boston. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases		0 05
" " cleaned		0 05½
" " in 1-lb. cartons		0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 09

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½	0 07
New, finest off-stalk, per lb		0 07½
Selected, per lb	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	0 90	1 00
Elemes, per box, new	0 75	0 85

DATES.

Dates, Hallowees, per lb	0 04½	0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11	0 12
Peaches "	0 09	0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 25
"Royal Buckingham Clusters," ½-boxes		1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ¼s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb		
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 07½
50-60s		0 07
60-70s		0 06½
70-80s		0 06½
80-90s		0 06
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 07½
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s	0 04½	0 04¾
" " " 100-120s		0 04

GREEN FRUITS.

Business during the past week has been very quiet. It is expected, however, that with the cold weather business will improve. Apples are coming in fairly freely, and good Winter stock is bringing $2.50 to $3.50. The English market keeps up strong and very fair prices are being realized. Lemons are scarce. We quote :

Verdilli lemons 300's, fancy		4 00
" " 360's, fancy		3 25
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	2 00	3 50
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	2 00	2 50
Canadian pears, per basket	0 40	0 50
Grapes, Canadian, blue	0 20	0 25
" red and green		0 25
" Delaware		0 35
California Tokay grapes, per box		2 50
Jamaica oranges, in bbls		5 00
" " boxes		3 50
Sweet potatoes, per bbl	2 50	2 75
Spanish onions, cases		2 50
" " crates	0 75	0 80

FISH.

Trade during the past week has been fair. Haddock is still on the scarce side, as it does not arrive very freely, but it is hoped that next week the arrivals will be heavier. Fresh halibut is scarce this week, owing, no doubt, to the stormy weather prevailing at the fishing districts. So far there has been no fresh halibut offering, and buyers will in all likelihood have to fall back on frozen fish this week. Fresh trout is out of season. Whitefish is scarce, the close season in Manitoba being responsible for this. There has been a good demand for prepared fish of all kinds, and now that the cold weather has set in, the demand will increase. Stocks of salt herring and green codfish are very light and much higher prices are looked for. We quote :

Bloaters, Yarmouth		1 25
Haddies	0 07½	0 08
Smoked herring, per box		0 15
Fresh haddock, per lb		0 05
Dore, per lb		0 08
Pike, "		0 06
Halibut, frozen, per lb		0 10
Gaspe salmon, frozen, per lb		0 15
Salmon trout, per lb		0 07½
Fsesh B.C. salmon, per lb		0 15
Steak cod		0 06½
White fish, per lb		0 08
No. 1 Herring, Nova-Scotian, per bbl	5 00	5 50
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb		6 00
No. 2 green cod, bbls. 200		5 00
No. 1 green haddock, bbls. 200		5 50
Green pollock, bbls. 200		4 50
No. 1 large green codfish, new, per 200 lb		6 50
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Skinless cod, cases 100 lb		4 75
Dried codfish, new, per 100-lb. bundles		4 75
B. C. salmon, per bbl		13 50
Standard bulk oysters, per gal		1 40
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		0 90
Canadian ½ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size per doz		2 25
Shell oysters, No. 1 Malpecques	6 75	7 00
" " " common	5 00	5 50

VEGETABLES.

Potatoes are coming in very fast, quite a few cars arriving daily, carload prices ranging from 55 to 57c. per bag of 90 pounds. Some Ontario dealers have been offering to ship potatoes, but dealers here say they are being well supplied from the province. Onions are firm and higher, reds selling in jobbing lots at $3.50, and yellow at $3.25. Spanish onions are fine and selling freely at 65 to 75c. per crate. We quote :

Cabbage, per doz	0 30	0 45
" red, per doz		0 45
Cucumbers, per doz		0 10
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch		0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz		0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 60	1 35

COUNTRY PRODUCE.

EGGS.

There is an active demand for all lines. The cold weather during the past week has had the effect of checking very considerably the local receipts of fresh-laid eggs. These are selling readily at from 23 to 25c.; straight candled stock, 20 to 22c.; market stock, 16 to 18c. Pickled eggs are meeting with ready sale at 18c.

BEANS.

The bean market is still very difficult to gauge, as it has been subject to daily fluctuations since our last issue. Local commission men are of opinion that the early reports of a short crop in the West were much exaggerated, for in no other way can they account for the fact that Canadian growers have been accepting lower prices than those obtaining in Michigan. At time of writing there is a stronger feeling for spot goods, owing to the cold wet weather having interfered with threshing operations, but goods for future delivery are lower. At the present time Canadian prices are still lower than Michigan prices, but the latter are coming down, while Canadian prices, although fluctuating daily, are still centreing about the same point. Canadian prices are usually governed by market conditions in the United States, and, as Michigan prices are now declining, the feeling locally is that a decline here is bound to come. It will be noted that the prices quoted below show a decline of 10c. all through. We quote :

No. 1 hand-picked, carlots	2 00
Choice prime, per bushel	1 90
" carlots	1 70
Ordinary (off grade), per bush	1 75

HONEY.

The offerings of honey during the last two weeks have been large with practically no demand here. During the early part of September producers were holding for much higher prices than the dealers felt like paying. At the present time producers are meeting the dealers in regard to prices, and the result has been a slight weakening. For comb honey there is an excellent demand from local dealers, but there is not much offering. We quote :

Strained, white	0 07½	0 08
Clover and basswood	0 08	0 08½
Buckwheat	0 07	0 07½
Comb honey		0 13

MAPLE PRODUCTS.

The market continues quiet and unchanged. We quote :

New syrup, in wood, per lb	0 05¾	0 06
New syrup, in large tins	0 70	0 75
Old "	0 55	0 60
Old " in wood	0 05¾	0 06
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08	0 09

EVAPORATED APPLES.

There is still an unsettled feeling and very conflicting opinions are current. It is said that higher prices are prevailing for export and that there are good prospects in foreign markets. In spite of these reports there are still large offerings on the local market at the low prices which have prevailed for some weeks back. New York buyers are still offering lower prices for November delivery than for October, and competent authorities continue to express the belief that high prices this season are not to be expected. We quote the following unchanged jobbers' prices to the trade :

New, in carlots	0 05½	0 06
New, in jobbing lots	0 06	0 06½

HOPS.

There is little to add to our long reports on the hop situation in our last

two issues. The local market continues at a high level. Eastern Townships hops are selling in small quantities at 28c. delivered in Montreal. The quality is said to be good. Choice Canadian hops are quoted at 30 to 32c. and fair to good at 25 to 28c. Bohemian hops continue very scarce, and double last year's price is now being offered.

POTATOES.

Supplies from this province continue quite ample for the present demand, and although there are considerable offerings from Ontario, few of them are being accepted. Dealers are buying at from 55 to 57c. per bag and selling at 65 to 70c.

FLOUR AND GRAIN.

FLOUR.

There is still not much activity on the local market. Some mills are cutting from 15 to 20c. per barrel on Manitoba flours, but as yet there has been no general decline, and we again quote the following prices :

Manitoba patent		4 80
" first bakers'		4 50
" second bakers'	3 90	4 10
Winter wheat patents	4 00	4 15
Winter patents		4 15
Straight rollers	3 75	3 85
90 per cent. patents	3 55	3 70
Extra	1 65	1 70
90 per cent. bags		1 80
Straight rollers, bags	1 80	1 85

FEED.

A good demand and a steady market are reported this week to "The Grocer." We quote :

Ontario bran, in bulk	16 50 17 00
" shorts	19 00 20 00
Manitoba bran, in bags	18 00
" shorts	20 00 21 00
Mouillie	22 00 30 00

CORNMEAL.

Prices are unchanged. We quote :

Gold dust, bags	1 80	1 90
" bbls	3 90	4 00
Ordinary, bags	1 40	1 45

GRAIN.

A typographical error in our last issue made us quote No. 1 hard Manitoba at 83 instead of 93c. The local trade is not very active. Deliveries from Ontario are light, as farmers are fully occupied with their ploughing and are not taking their grain to market. Business in Manitoba wheat is confined principally to the millers. We quote :

No. 1 hard Manitoba		0 93
No. 1 Northern		0 80½
Rye	0 57	0 57½
Peas	0 72	0 73
Corn	0 53	0 54
Buckwheat		0 49
Barley	0 50	0 51
Oats		0 34
Malt	0 75	0 80

ROLLED OATS.

The demand this week has not been very brisk and merchants are taking only sufficient to supply their actual requirements. Prices quoted recently have been subject to some concessions. We quote this issue slightly reduced prices as follows :

Rolled oats, in bbls	3 75	3 80
" " in bags	1 80	1 83

BALED HAY.

Trade has been dull during the week. We quote :

No. 1 timothy	10 00 10 50
No. 2 timothy, choice	8 50 9 50
No. 2 timothy, ordinary	8 00 8 25
Clover, carlots	7 50 8 00

LOOSE HAY.

New hay is quoted at $7.50 to $8 per load of 100 bundles of 15 pounds each, and old hay $8 to $8.50.

ASHES.

There is so little business being done at present that it is impossible to quote prices with any degree of confidence in their correctness. In the meantime we give same prices as last issue :

First pots	5 85
Seconds	5 50
Pearls, per 100 lb	6 75 7 00

HIDES.

Opposition buyers have by their active competition raised prices considerably. No. 1 beef hides have been advanced ½c., and prices of lambskins have taken a further rise. The regular price is now 70c., but some opposition buyers are paying 75c. We quote :

No. 1 beef hides	0 09½
No. 2 "	0 08
No. 3 "	0 07
No. 1 buff sheepskins	0 77 0 79
Lambskins	0 70 0 75
No. 1 calfskins	0 11
No. 2 "	0 09

RAW FURS.

Next week we hope to give our readers the revised list of prices on the local market. A number of changes will then be noticed. Most Canadian furs are a little cheaper, but the drop has not been sufficient to affect the market very materially. With few exceptions last year's prices will be a safe guide. The greatest decline has been in bear skins. This is due to the fact that bear is not suitable for the present styles of manufactured garments, and a weak demand has lowered prices. Muskrat is considerably higher. Below we give a special report from C. M. Lampson & Co., New York, of their sale, which occurred a few days ago. The New York market will be followed more or less closely here :

Fox, silver, same as in March.
" blue, " " "
" white, 10 per cent. lower than in March.
" red, 10 " " " "
" grey, 20 " " " "
Cat, wild, same as in March.
" house, " " "
Badger " " "
Opossum, Australian, 20 per cent. lower than in June.
Wallaby, 25 per cent. lower than in June.
Wombat, 30 " " " "
Kangaroo, same as in June.
Muskrat, Canadian and Eastern, 15 per cent. higher than in January.
Muskrat, Delaware and Maryland, 10 per cent. higher than in January.
Muskrat, Western and North-Western, 25 per cent. higher than in January.
Bear, all kinds, 30 per cent. lower than in March.
Raccoon, 15 " " " "
Mink, 10 " " " "
Marten 15 " " " "
Chinchilla, real, same as in June.
" bastard, " " "
Otter, 15 per cent. lower than in March.
Lynx, 10 " " " "
Beaver, 10 " " " January.
Wolf, 25 " " " March.
Wolverine, 10 " " " "
Hair seal, dry, same as in March.
Salted fur seal, Cape Horn, seasoned, 10 per cent. lower than in June.
Salted fur seal, Cape Horn, stagy, sold badly.
Salted fur seal, Cape of Good Hope, 10 per cent. lower than in June.

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer."
St. John, N.B., Oct. 26, 1903.

COLLECTIONS are being fairly well met. This is a season when money is always rather scarce, particularly in the grocery business. In the wholesale branch large amounts must be paid for seasonable goods which, as a rule, are spot cash. The wholesale trade are, therefore, the more affected when the retail trade do not meet their paper in full, the more as they have no such option. The higher prices of spices, particularly cloves, are a feature of the markets. Nutmegs are much firmer. In cream of tartar rather higher prices rule. St. John is preparing for a very large Winter port business. This is a matter of great importance to our laborers and to the provision trade.

OILS.

In burning oil the higher prices quoted last week are firmly held. Dealers, however, have largely contracted for their Winter supply. In lubricating oils values are unchanged, though cheaper grades are rather firmer. Linseed oils are low and for import very low prices are quoted. Turpentine continues high. In cod oil full prices rule. The supply received here has been light. Owing to the extreme prices all that was at all right has been refined into cod liver oil. We quote:

American Water White		0 21
Best Canadian		0 20½
Prime		0 20
Linseed oil, raw		0 54
" boiled		0 57
Turpentine		0 85
Cod Oil	0 34	0 37

SALT.

In Liverpool coarse salt the supply held in stock is not large and there will be no receipts till the Winter port steamers arrive toward the last of November. Prices are quite firm. In fine salt there is less demand. Stocks have been very light through the season, it being impossible to get supplies forward. We quote :

Liverpool coarse, per bag	0 59	0 60
English factory-filled, per bag	0 95	1 00
Canadian, per bag		1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl		3 10
" " 10-lb " "		2 85
" " 20-lb. wood boxes, each		0 25
" " 10 " "		0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.

There is little of news. The high price of tomatoes and the light pack is a feature. In canned fish all prices are firm. Salmon are a light supply and new goods come to hand slowly. In domestic sardines prices are rather higher. The pack has been light. This is also true of haddies and kippered herring. Fruits are firm. Supplies are not large. Blueberries have been a small pack. We quote:

Tomatoes, 3's	1 10	1 25
Corn	0 90	0 95
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 50	1 75
Blueberries	1 00	1 20
Raspberries	1 40	1 50
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3s	2 50	2 75
3-lb. apples		0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink		0 95
" cohoes	1 25	1 35
" spring	1 35	1 50
" sockeye		1 50
Domestic sardines, oils, ½	3 00	3 25
" mustards, ½	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef, No. 1	1 50	1 60
" No. 2	2 60	2 70

DRIED FRUIT.

The feature of the week has been the receipt of new Malaga seeded raisins. As it is a new line buyers were rather anxious. The trade are somewhat disappointed, for while in style of package and in flavor the goods are right, the appearance of the goods is not as attractive as was hoped. The extra full weight in the package is a pleasing feature and the fact that there is a wide difference in price in their favor compared with Cali-

fornian is much appreciated. While California loose raisins are quoted rather lower, seeded are higher. New loose Malagas are daily expected. New figs and peel sell freely. Quality is good. New currants are soon expected. Prunes have a fair sale with prices unchanged. Dates rule at even prices. Onions are higher. We quote :

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

ONIONS.

Canadian onions, per bbl	3 25	3 50
" " per bag	....	1 50

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	0 06	0 06½

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers, new, "	0 08½	0 09

MALAGA RAISINS.

London layers	1 75	1 90
" Connoisseur Clusters "	2 25	2 50
" Royal Buckingham Clusters," ½-boxes	....	1 15
" Excelsior Windsor Clusters "	4 50	4 60
" " " ⅛s	1 30	1 40
Loose muscatels, 50s	0 08	0 09
Malaga, choice, seeded	0 09	0 09½
" fancy, seeded	0 10½	0 11
Loose muscatels, per lb	0 08	0 09
" " seeded, in 1-lb. packages	0 09	0 10½

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PRUNES.

	Per lb.			Per lb.	
30-40s	....	0 08½	70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06	0 06½
50-60s	0 07½	0 08	90-100s	0 05½	0 06
60-70s	0 07	0 07			

GREEN FRUIT.

Dealers are busy. In oranges, Jamaicas supply the market at firm prices. Lemons, while commanding quite full figures are rather easier. Apples, though quite plentiful, hold at full figures, the quality being good. In grapes, some Ontario stocks are still offered. California Tokays are particularly fine. Cranberries are high. The demand for sweet potatoes is light. We quote :

Jamaica oranges, bbls	5 00	6 00
" " boxes	3 00	3 50
Messina lemons	4 00	4 50
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Apples, N.B. and N.S.	1 50	2 75
Grapes, per bbl	4 50	5 50
Sweet potatoes	4 00	4 50
Peaches, per basket	....	0 75
Grapes "	0 35	0 50
Cranberries	8 00	10 00

SUGAR.

The market is rather easy though prices this week are unchanged. Holders of stocks have been much dissappointed. Sales are large. We quote :

Redpath's granulated	4 20
St. Lawrence "	4 20
Acadia "	4 15
" " in bags	4 00
Bright yellow	3 85
Med.	3 55
Paris lumps, in 50-lb. boxes	0 05 0 05½
Powdered	0 05¼ 0 05½

MOLASSES.

The high price has affected the sale. There is a fair stock of Porto Rico. Other grades are scarce. We quote :

Barbados	0 36	0 39
Porto Rico	0 40	0 45
New Orleans	0 30	0 38

FISH.

In this line stocks continue scarce and prices tend higher. Haddies, which should be largely handled at this season, are in very light supply. The sale for pollock is limited. Dry codfish are higher. In pickled herring, eastern fish, of which large quantities used to come here, are not seen. Grand Manan and bay herring hold at full figures. Smoked have but a fair sale at the high prices asked. We quote :

Haddies, per lb	0 04½	0 05
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	....	2 25
Pickled herring, per ½-bbl	2 25	2 50
Dry cod	4 05	4 25
" small	3 00	3 25
Pickled shad, ½-bbl	....	6 00
Halibut	0 12	0 15

FLOUR, FEED AND MEAL.

Manitoba flour is rather lower. Ontario grades are unchanged from last week. Oats and oatmeal are firm. Feed is in fair supply. Beans are not freely offered. The price is a firm one. Barley and peas are firm. We quote :

Manitoba flour	$5 20	5 30
Best Ontario	4 65	4 80
Medium "	4 15	4 50
Oatmeal	4 10	4 25
Cornmeal	2 75	2 85
Middlings, in small lots	23 00	24 00
Oats	0 38	0 40
Hand-picked beans	2 10	2 25
Prime "	2 05	2 10
Yellow eye "	3 25	3 35
Split peas	5 00	5 25
Barley	4 25	4 40
Hay	10 00	12 00

NOTES.

Canadian onions in bags, shipped chiefly from Ontario points, are a new feature of the trade this season.

Buyers of "Red Rose" tea should remember this is the rush season. This year, however, through increased facilities, there will be little if any delay in shipping orders.

Our trade prefer maple syrup in bottles and to meet this demand The Imperial Syrup Co. have placed on the market a large bottle at a fair price.

Goodwillie's fruits are meeting with a large sale. Wholesalers are finding themselves oversold on some varieties.

Mr. Felix Taussig, of The Boston Molasses Co., passed through this city last week on his way to Halifax.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Oct. 26, 1903.

THE Canadian Canners' Consolidated Companies, Limited, dies hard. To continue their advertised system of selling goods and giving a special discount to exclusive buyers, (who mark you, could not get a guarantee of all their requirements), the combine has just sent out to the wholesale trade the following affidavit to be filled out and sworn to. The merchants here are indignant. They felt when the first announcement of the highly original methods of the new combination was made public, that it was a proposition they as business men could not entertain. Now they are sure of it. None of them will sign the document and most of them consigned it to the waste paper basket at once. The form sent out is as follows :

DOMINION OF CANADA } **IN THE MATTER OF** purchaces of goods from
TO WIT: } **CANADIAN CANNERS' CONSOLIDATED COMPANIES, Ltd.**

I, ...of the.....
of.....in the.....of.....
DO SOLEMNLY DECLARE: THAT.....has (have) not since July
(Name of purchaser(s))
4th, 1903, purchased canned goods from any person, firm or corporation other than the Canadian Canners' Consolidated Companies, Ltd., excepting the following : Baked Beans, Jams and Jellies, Catsup, Lunch Tongue, Soups, Corned Beef, Blueberries, Foreign Canned Goods,.....
.....

AND I make this solemn Declaration, conscientiously believing it to be true and knowing that it is of the same force and effect as if made under oath and by virtue of the Canada Evidence Act, 1893.

DECLARED before me at the.....of.....
in the.....of.....this.....
day of.....in the year of our Lord 190..
.....Notary Public.

From advices received from the White Pass people in the north it is learned that there is now lying at White Horse a quantity of merchandise variously estimated at 2,300 tons or thereabouts. Much of this is hay and feed, but a large proportion is merchandise, foodstuffs, ordered late, and it will have to be protected in warmed warehouses all Winter, owing to its semi-perishable character. All the freight of really perishable nature, such as eggs, fruit and vegetables, has been forwarded. The main reason why the great amount of freight is installed at White Horse is because of late ordering on the part of Dawson merchants. They held off too long in the hope that the great cargoes sent round by way of St. Michaels for transportation up the Yukon in river steamers would arrive When they found this hope was futile it was too late to get goods in before the final rush. Added to this the water in the upper Yukon was very low all the later part of the season, so that the steamers down river from White Horse to Dawson could only take small loads. Had it been possible to load the river steamers to their capacity, there would have been little left to hold over.

* * *

An interesting point in connection with this held-over merchandise is that of the insurance. It is held by some that the railway company is still responsible for the insurance of the goods, the same as in transit insurance is considered on all merchandise. On the other hand some,

and of these are the transportation companies, claim that as the goods are delayed in the manner they are, and for the long period to elapse until the opening of navigation again, it constitutes a condition in which the shippers must step in and protect their consignments. In any case, both shippers and consignees are very much interested in the problem and it is occupying the attention of merchants, transportation men and insurance agents at the present moment. A large amount of insurance has been placed on these stocks during the past few days. Who will ultimately foot the bill, the transportation companies, shippers or consignees, is yet to be determined.

* * *

The Thanksgiving turkeys eaten by Vancouverites cost them something like 35c. per pound retail. There were a few eastern turkeys brought in from Smith's Falls, Ont., which sold retail at 30c., but the local turkeys, of which there was a limited quantity offering, brought 35c., as did also a small quantity brought in from Seattle. As the latter cost 23c. in Seattle and paid a 25 per cent duty, as well as freight and cold storage charges, the margin at 35c. retail was not great when divided between the retailer and the jobber.

Turkeys do not thrive very well so far in the humid climate of the coast districts, though it is quite likely that in time they will be successfully reared, when a study of the conditions is made. In some localities, especially up the Fraser River, the ranchers raise quite a few, and the quantity of moisture precipitated in a season is quite as much as on the coast. The principal source of supply for turkeys to this market has always been in the past the Smith's Falls market.

* * *

Steamer Queen, of the Pacific Coast S.S. Company's Vancouver-San Francisco service brought to port this week a large quantity of California goods, much of which was for shipment east, showing the extent to which the markets of eastern Canada and the Northwest are looking to the Pacific coast for supplies. For instance, one shipment was 1,135 cases dried fruits for shipment to Winnipeg. Another was 500 cases canned goods for Duluth, and similar shipments for Montreal are frequent. Other items of the cargo imported by Vancouver wholesale merchants were 675 cases dried fruits, 175 cases raisins, 25 cases evaporated apples, 60 cases figs, 30 cases chocolate, 40 cases canned goods, 30 cases salad oil, 300 boxes matches, 5 cases horse radish.

* * *

Canned goods from Eastern Canada are arriving freely for stocks, some orders being pretty nearly all delivered. In several lines, however, there is the usual shortage, and the market will have to look elsewhere early in the season for fresh supplies. Dried fruits in this province are not moving very rapidly at the present moment, there being still a fairly good supply of fresh fruits in the market.

* * *

Local British Columbia apples are dominating the market entirely this year so far. There have been few importations from Oregon, California or Washington, and of fancy apples there has never been such a display as this season. The supply of these better-looking grades is not from any one locality. Of course the upper country, beginning with Spence's Bridge and ending in the Okanagan, is sending down large quantities of superior fruit as usual, but from the lower mainland, Chilliwack and from Vancouver Island the sample of apples this year is very fine. The crop is not a very heavy one, however, and is not going to be nearly sufficient to keep the market supplied all through the season. At the present moment there is quite a supply of cheaper grades selling at very low prices compared with the fancier stock, but as soon as this cull class is done there is not a large supply of cooking grades in Winter stocks. There are some apples not yet ready to be picked, and they will in some cases stand a month yet before being gathered, but it will not add greatly to the total stock. Prices for fancy are away up to $1.75 and $2 per box in many instances.

There was a small lot of 25 barrels of Ontario apples on the market recently. It was rather odd to learn the way it came to be received. A shipment of canned goods was being made up at one of the Ontario canneries, and there was space left in the car. To fill it the lot of 25 barrels of apples was put in. They netted here $5.75 to the retailers. One grocer got four barrels of handsome Ontario snows which were included in the little shipment. He had no trouble selling them. They were a treat to old Ontario boys for sure.

* * *

Produce markets show but little change this week either in stocks or prices. The conditions are normal, supply being quite up to demand, and while no large stocks are being accumulated the prospects are that a fairly good quantity of butter is yet to be obtained in the Northwest and Manitoba. Since all northern shipments have ceased the demand is restricted more to local requirements. The supply of local fresh-made dairy and creamery from the Fraser Valley districts still continues good. The extremely fine weather, warm and bright, favors the continuance of production, as cattle are out grazing entirely yet, no feeding being necessary.

PERSONAL MENTION.

Mr. T. M. Cuter, secretary of The Acadia Sugar Co., Halifax, is in Toronto on a business trip for a few days.

Mr. J. E. Macfarlane has accepted a position with The Dominion Packing Co., Charlottetown, P.E.I. Mr. Macfarlane, who is an experienced traveller, will represent his firm in New Brunswick and Quebec.

Mr. F. D. Cockburn, of The Pugsley, Dingman Soap Company, of Toronto, who has for so many years covered the territory from Ft. William to Quebec, and introduced "Comfort" Soap to the trade in this district, has been placed in charge of the new distributing depot opened up at 1676 Notre Dame street, Montreal. Mr. Cockburn will look after the jobbing trade in this city and Ottawa. His new quarters at the above address are large and commodious, being well fitted up and conveniently arranged for displaying the large assortment of premiums given away with "Comfort." Mr. Wm. Davies, of the Toronto staff, to whom credit is due for the tasteful and convenient arrangement of the new premises, and who has been in charge since last August, left for Toronto on Saturday to resume his post in the head office.

Mr. Walter L. Baker, representative of Enoch Morgan's Sons, New York, "Sapolio," was met on St. Paul street, Montreal, the other day. Mr. Baker is well known to the grocery jobbing trade, not only of Canada, but the United States as well, as his territory includes every city and town of importance in those countries. As an idea of the amount of travelling Mr. Baker does, it may be stated that in 1902 he never managed to get home to his family at all. During his absence he covered over 25,000 miles.

FREE TO GROCERS.

Two very fetching little brochures have just been issued by United Factories, Limited. One contains 9 illustrations and much useful information regarding Cane's Newmarket washboards. The other "Broom-ology," a very attractive folder, is Boeckh's "offer in black and white." All grocers who send their name and address to United Factories, Limited, will receive these free.

APPLE EXPORT REPORT.

The following comparative summary of the quantity of apples exported from Atlantic ports for the week and season ending October 24, has been given out by Mr. Fred. Barker, apple exporter, Church street, Toronto.

	Liverpool.	London.	Glasgow.	Various.	Total.
Montreal	24,307	8,038	15,927	13,558	61,830
New York	13,534	16,413	5,302	29,340	64 589
Boston	37,550	1,890	508	3,130	43,078
Portland	5,868	....	....	....	5,868
Halifax	....	17,950	1,329	....	19,279
St. John	....	552	....	....	552
Week's total	81,259	44,843	23,066	46,028	195,196
Same " 1902.	81,791	31,891	13,468	26,186	153,339
Season to date	566,551	257,988	223,958	142,753	1,191,250
Last " "	435,014	114,851	163,630	53,758	767,253

LIVERPOOL MARKETS.

The following cable from Liverpool was received Tuesday afternoon by Mr. Barker in regard to the apple market there on Tuesday, 27th inst.:

"Market active, prices very firm; Baldwins, 14s. 6d. to 17s.; Greenings, 14s. to 17s. 6d.; Spies, 14s. 6d. to 18s.; Russetts, 15s. to 21s.; Kings, 16s. 6d. to 21s. 6d."

These quotations refer to apples arriving in good condition.

INTERVIEW WITH A CEYLON TEA MAN.

AFTER an absence of some two years, Mr. R. Valentine Webster, of The Ceylon Co-Operative Tea Garden Co., was a visitor at the Toronto office of "The Canadian Grocer" last week. Mr. Webster, who is on his 15th tour of the globe, is en route to Ceylon via San Francisco and Australia, and expects to get back to London some time in February.

Mr. Webster, besides his interest in tea, is an enthusiastic military man. He served in the Cape D.M.T. during the South African War and later acted as financial advisor to Lord Milner in the matter of land settlement and repatriation of the distressed districts.

OPENINGS IN SOUTH AFRICA.

There are good openings in South Africa, Mr. Webster thought, for many Canadian products. All meat was being imported, as what cattle were left were needed for transport, oxen for that purpose selling at £22 per head. Wheat and other breadstuffs, lumber, paper, canned goods of all descriptions, including vegetables, were among the supplies which Canada might provide. South Africa also afforded a great field for farm implements.

Clothes, boots and shoes were also imported, the same class of goods being required as here in Canada. He was of the opinion that South Africa would prove a splendid regular market for many years to come. It was a mineral country rather than a farming one. They have not the soil, for one thing, and the labor difficulties further discourage any extensive attempts at agriculture.

EUROPE TAKING TO TEA.

In reply to questions bearing on the progress of Ceylon tea, Mr. Webster said that of late he had been attending more particularly to France and Switzerland. Up to 1899, the year of the Paris Exposition, very little tea was used in Europe. Now, following the English fashion, the five o'clock tea had become quite the thing, and was offered in the best houses where wine had formerly been used exclusively. All this had come about through the influence of the Paris Exposition. In the United States the afternoon tea idea had not become popular.

ST. LOUIS EXHIBITION OUTLOOK.

Mr. Webster had recently been at St. Louis and had gone over the exhibition grounds. They were magnificent, but he anticipated that St. Louis would have the distinction of having the most colossal failure financially in the history of exhibitions, this on account of the great heat during the Summer months and the distance of St. Louis from the more prosperous centres of population.

Ceylon was sending over a commissioner and an assistant. They would have a special court for their exhibition of tea, and the beverage would be served by 25 Singhalese.

India would have a court of her own. There had been a talk of a combined exhibition of Ceylon and India teas, but an agreement could not be reached. Mr. Bleteynden, who had been commissioner for Ceylon at the Chicago Exposition, would have charge of the India tea exhibit at St. Louis.

DEMAND FOR CEYLON GREENS.

At large, Ceylon teas were making satisfactory progress. Ceylon greens were making their way very well in this country. Black teas were a penny a pound more than last year, and in consequence times were very prosperous for the growers. The outlook was certainly firm for blacks. As for greens, they depended altogether on the output. He favored the securing of experts from Japan and China, so that Ceylon might turn out teas exactly similar to these countries. He was also in accord with what Mr. Larkin had said as to the desirability of imitating Formosa Oolongs. There were demands in certain parts of the world for teas of particular style and character and why should not the Ceylon people undertake to meet these demands? They would thus absorb a certain proportion of the tea crops and secure themselves against the possibility of producing more blacks than the requirements demanded.

An improvement which the ceylon tea people should make was in the package they put on the market. The matted packages of China and Japan were away ahead of the packages put on the market by Ceylon and India.

In his travels he found the demand for Ceylons increasing from day to day, and if the people were in a position to supply the particular styles demanded, he believed there would be much more exported to foreign countries.

Mr. Webster was the guest of Sir Thomas Lipton during the yacht races, and was with his party until the baronet sailed for home on the Cedric on October 9.

A NEW WHOLESALE WAREHOUSE.

THE Canadian grocery trade are following with considerable interest a new departure of one of the most prominent firms in the trade, Perkins, Ince & Co., Toronto, who have recently established a branch in the busy and progressive town of Peterborough.

With its central location and desirable shipping facilities the firm has selected a splendid point of distribution, and good results should accrue to the grocery trade of that locality in the shape of reduced freights and expedition in delivery.

The business of the branch will be conducted in the large building formerly occupied by The McAllister Milling Co., near the G.T.R. station, which is admirably adapted for the purpose.

The interior has been entirely remodelled to meet the requirements of the business and separate rooms have been devoted to each department.

An electric system has been installed throughout and the whole equipment of the warehouse is now of the most modern description.

The offices and sample rooms are handsomely furnished in natural wood, with hardwood polished floors, and have an extremely neat and business-like appearance.

Mr. John A. Cameron, who has for a number of years represented the Toronto firm in this section, will be manager of the business and Mr. T. D. Mulholland, for a long time prominently connected with the head office of the company in Toronto, will superintend the office affairs and reside in Peterborough.

The firm are highly satisfied with the volume of business already transacted, which has been in excess of their expectation, and, from the encouragement already received, have every reason to be sanguine as to the outlook.

NOVA SCOTIA MARKETS.

Halifax, Oct. 26, 1903.

TRADE continues very active and the Fall movement of groceries is in excess of that of last year. Apple shipments at this port are very heavy, and the Dominion Atlantic Railway has had to secure additional rolling stock from other lines, in order to prevent a freight blockade at Valley points. The outlook all over the province is excellent with the exception of the western shore, where the shortage in the fisheries is beginning to be felt by traders. It is not the vessel owners who are affected, as these are in a position to stand the reverse, but the crews are not in so fortunate a position. Many of the men are indebted to local merchants for goods supplied their families during the Spring and Summer, and now that the catch has been a failure, have no money to pay these accounts, and, of course, merchants are indisposed to carry them over into

APPLES.

APPLES FOR SALE.—I have two cars of choice apples to offer, one car No. 1 Spies, and one car mixed varieties, Spies, Russetts and Ben Davis. Write for quotations. A. PRIMEAU, Lindsay, Ont. (44)

SITUATION WANTED

YOUNG man wants situation in grocery; two years' experience; town preferred. Box 75, CANADIAN GROCER. (45)

next season. There is a good deal of railway construction work in progress, and those who do not go into the Winter fishery, will no doubt be able to fine employment that will enable them to pay cash for supplies for current requirements, but will not likely be able to wipe off the old scores. Traders in these sections, therefore, are without the considerable sums of money they expected to receive, with which to meet their own payments.

* * *

Flour continues steady, although some Ontario mills are reported to be filling orders below their quotations of two weeks ago. Others are still very firm in their ideas. There has been a general advance in retail prices in this city. Manitoba flours are firm and the price here would be much higher but for the fact that some jobber secured a large stock some time ago and has continued selling below the present mill prices. Cornmeal is easier, having declined 10c. Rolled oats are very firm at a slight advance. There is a firmer local feeling in beans than a week ago. Pork, beef and lard are all slightly easier than a week ago. Burning oils have advanced ½c.

* * *

Feeds of all kinds are firm and sales have been made at slightly higher quotations. Oats are expected to advance in view of the condition of the Ontario and Chicago markets. Several cargoes of P. E. Island produce are to arrive this week. As yet the only island produce offering has come by steamer and rail and quotations afford little criterion of what the market situation will be when supplies can be had in bulk ex vessel. The Nova Scotia potatoes have been taken by rot, and these are now about out of the market. In view of this, high prices are expected to rule for P. E. Island potatoes, and it is not likely any will be bought this season at the wharves under 35 or 40c.

* * *

At the moment, dairy produce is very firm. About ten days ago the cheese market weakened and factories accepted lower prices. This was followed by cable orders to dealers here, with the result that quotations advanced sharply to the former figure, and, just at the moment, there is quite a scramble to obtain possession of the September make. Butter is also firmer, and the best quality is none too plentiful. Eggs have further advanced and are jobbing here at 19 and 20c. for straight gathered stock.

* * *

Codfish has advanced 20c. per quintal all around. The Summer catch of Bank fish is now selling ex vessel at $5. There is a great scarcity of grocery grades of both cod and herring. Spring mackerel have advanced 50c. per barrel, and all lots offering are quickly bought up, chiefly for the American market.

* * *

Sugar is unchanged for the week, although the increased demand following the recent decline has subsided. Molasses keeps firm at the quotation ruling for the last two months. Pending the arrival at this port of the dried fruit steamer Bellona, there is nothing to report in dried fruits. Jobbing prices of No. 1 British Columbia salmon have been advanced 25c. per case, $5.50 now being asked. Canned beef and lunch tongue have been advanced 10c. per case.

No Grocer need hesitate about stocking

Clark's Ox Tongues

There's a flavor and fine quality about them which will please your BEST CUSTOMERS.

1½, 2 and 2½-lb. Tins.

TRY FOR SUMMER USE — DELICIOUS ACID FRUITS — FRUIT-MEAT — CORONA — FOR PIES PUDDINGS — SPRING USE — TRY

Delicious, Healthful
The Ideal Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat.

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

SEASONABLE GOODS.

Fancy Cape Cod Cranberries, Spanish Onions, Jersey Sweet Potatoes, New Chestnuts, Scotch Finnan Haddies, Fresh Oysters.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

CANADIAN TRADE WITH THE WEST INDIES.

A REPRESENTATIVE of "The Canadian Grocer" had the pleasure of an interview this week with Mr. J. Russell-Murray, representative in Canada of the Imperial Department of Agriculture for the British West Indies, at his office at No. 27 St. Sacrament street, Montreal. The Imperial Department of Agriculture for the British West Indies is under the control of Sir Samuel Morris, K.C., M.G., and Mr. Murray represented this department for several years in Trinidad. Owing to the importance of, and with the view of developing more fully, trade between Canada and the West Indies, and with the view of thoroughly studying the conditions of trade in Canada, Mr. Murray has been appointed to the Canadian branch. Mr. Murray will have the assistance of Mr. Alex. Wills, who has been for many years a merchant dealing particularly in West Indian products. The work laid out is a very comprehensive one, covering as it does the entire interest of the West India Islands, and ports of the Caribbean Sea, including as well, Cuba, Porto Rico, Barbadoes, Dominica, etc. Mr. Murray is convinced that one of the most important features in connection with the proper handling of business between the various British possessions in the South, and Canada, is the improvement in the steamship service, faster boats and more frequent sailings being necessary, as well as quicker rail connection between Toronto, Montreal and Halifax. As conducted at present the volume of trade passes through American channels via New York.

It is also the opinion of Mr. Murray that there should be established in the large cities of Canada permanent exhibitions of all West India products, the said exhibitions to be in charge of competent officials, so that clear, definite and positive information could be furnished enquirers. These exhibitions should be run on business principles, that is to say quotations should at all times be available and information furnished to inquirers as to where the various goods, and through which commercial channels same may be obtained.

In order to further disseminate information, Mr. Murray proposes to work up an interchange of British West India newspapers, which will be deposited on the tables of the Boards of Trade, as well as on the files of the prominent public libraries in Canada, and will also arrange to have the principal Canadian news and trade papers sent down to the various Chambers of Commerce and libraries throughout the West Indies.

These three features, namely: Improved steamship service, permanent exhibitions, and interchange of papers between the West Indies and Canada, Mr. Murray thinks are most important, and his efforts will be devoted to having them put through.

One of the features complained of by Mr. Murray and so reported, has reference to the landing in West India ports of Canadian flour, the same having been received in a very disappointing condition. It failed to keep well during the voyage with the result that there was very little enquiry for it. Shipments lately sent out have not paid costs. The fault, Mr. Murray claims, lies with the Canadian shippers who have sent out a great deal of flour made from Manitoba wheat, and this, experience has proved, will not stand the excessive heat of the tropics and arrives in a spoilt condition. It is his opinion that Ontario flour would better answer the purpose.

Mr. J. Russell Murray.
Representative Imperial Department of Agriculture for the British West Indies.

Regarding the trade in Barbadoes molasses, it may be said that there has been quite a lot of complaint made to the Barbadoes shippers by Canadian merchants on account of the bad condition of the molasses upon arrival in Canada. It is said the use of old puncheons is, in a measure, to blame for this and at the meeting of the shippers of molasses on the island it was decided to use new puncheons for each shipment instead of old ones as formerly. Canada is a large consumer of Barbadoes molasses, particularly throughout the Maritime Provinces, Quebec and Eastern Canada, and it is of vital importance that this trade should be handled in a proper manner.

Mr. Murray has set himself the task of endeavoring to remove the existing complaints and encouraging this industry. In the opinion of your representative, formed during the interview he had with Mr. Murray, if systematic work and energy, combined with a thorough knowledge of the conditions prevailing in the West Indies, count for anything in the realization of better trade between the two sections of the Empire interested, Mr. Murray and Mr. Wills will reap the thanks of merchants and shippers interested in this intercolonial trade. "The Canadian Grocer," as the leading trade journal of Canada, has for many years worked hard to interest Canadian manufacturers and shippers in trade with the West Indies, and is ready at all times to do all it can to encourage and develop this trade.

DRINK TEA AND BE STRONG.

Under the heading "Paradoxes of Diet," a writer in The St. James's Gazette says that the peoples that drink most tea and alcohol are the most dominant powers. Tea is the essential drink of progress. In a single century Australia has made itself, and the Australian beats the rest of the world by drinking seven and a half pounds of tea in twelve months. The Canadians manage six pounds, which is also the quantity that the home-bred John Bull requires to quench his thirst. The American has a preference for coffee which, added to his tea, makes him drink no less than the Britisher. On the other hand, Germany's national depression is distinctly due to her consumption of a mere two ounces of tea per head per annum. When the Russian backs up his one pound of tea with more meat he will go ahead, for if tea spells enterprise, beef means strength. Just to test this look at the opposite side. The Spaniards drink only half a pint of tea in a year. No wonder he is depressed and bankrupt.

A STARCH WINDOW.

John Robertson & Son, St. Catherine street, Montreal, who secured second prize in the late competition for window dressing, are this week showing a magnificent display of starch products, the entire window containing every form of starch, starch products, syrups, by-products, etc., turned out by The Edwardsburg Starch Co., Ltd. There are also a number of splendid table preparations such as puddings, cakes, jellies, etc., which demonstrate the uses to which the articles displayed can be put. Mr. Robertson's young window dresser is an artist, and this window excels, if anything, the one submitted in the recent competition. Mr. Sadler, of The Edwardsburg Starch Co., also assisted in the arrangement of this interesting display.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

MADAM HUOT'S COFFEE

"Nectar" Black Tea, in lead packets and fancy tins only.

Pure, Rich, Delicious.

Some more good Teas coming

For liquoring qualities, at the price, they are unsurpassed.

GET SAMPLES AND TRY THEM.

Just in—	**40**	Chests Ceylon Black Pekoe, choice liquor, at	**15½c.**
"	**50**	Chests Indian Black Pekoe "Sallbara," extra fine value, at	**16½c.**
"	**79**	Catties medium make Gunpowder, a good clean leaf, fine liquor, at	**20c.**
"	**20**	Matts, 8 × 5-lb. boxes each, good Japan Tea, at	**22½c.**
"	**35**	Half chests fancy finished leaf, Ceylon Green Young Hyson, at	**19c.**
"	**35**	Half-chests fancy finished leaf, Ceylon Green Hyson, No, 2, at	**17c.**
COMING IN FROM LONDON—			
	16	Half-chests Fine Pinhead Gunpowder, at	**27½c.**
COMING IN EX STR. "EMPRESS OF JAPAN"—			
	12	Half-chests Moyune Gunpowder, Pinhead, extra choice liquor, at	**32½c.**
COMING IN EX STR. "TOSA MARU"—			
	241	Catties Gunpowder, Pinhead, Pea Leaf, Imperial, from	**14** to **30c.**
COMING IN EX STR. "OLYMPIA"			
	364	Half-chests "Condor XX" Japan Tea, at	**20.**
	95	Packages "Blue Jay" Japan Tea, in 5-lbs, 10-lbs., 20 and 30-lbs., at	**25, 24, 23** and **22c.**
	20	Half-chests "Condor V" Japan Tea, at	**30c**
	168	Half-chests "Condor XXX" Japan Tea, at	**22½c.**
	50	Half-chests "Condor" Fannings, No. 9, at	**10½c.**
	133	Half-chests (all sold) "Condor" Siftings and Nibbs,	
	830		
AFLOAT FROM JAPAN—			
	213	Half chests good clean leaf, good liquoring Japan Tea, at	**16½c.**
	100	Half-chests good clean leaf, good liquoring Japan Tea, at	**17½c.**
	150	Half-chests very good clean leaf, good liquoring Japan Tea, at	**18½c.**
	260	Half-chests "Condor XXXX" Japan Tea, at	**25c.**

Total, 2,081 Packages

Wholesale Teas, Coffees, Spices and Vinegars. Specialty of fine goods.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

"EMD" Baking Powder, Vinegar, Spices, Coffee

KEEP IN LINE.

You will have no trouble in keeping in line with your trade, if you handle the right goods.

"Reindeer" Brand

Condensed Milk is the Standard of Perfection.

THE TRURO CONDENSED MILK AND CANNING CO., Limited, TRURO, N.S.

BUTTERFLY, CLIPPER, PEACOCK

JAPAN STYLE CEYLON TEAS.

The finest Green Tea the world produces, better than Japan at its best.
The above marks are the output of one of the best Ceylon Gardens—the teas from which are fired by an expert Jap, and pronounced by him to be better than any grown in his own country.
Three marks—Three Grades.

PRICES—16½ TO 19 CENTS.

We have contracted for the entire output of the garden and are sole importers.

WARREN BROS. & CO., - TORONTO

JUST THINK OF IT!

We have now received into store a direct shipment of Fresh Cheese.

600 ROQUEFORT—"Finest Make"

Although we do not advertise our prices, We Are Always In It.

Send us a trial order. **Satisfaction Guaranteed.**

We have the largest assortment of Fancy Groceries and Liquors to be found in any Wholesale House in Canada.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers, - - - **MONTERAL**

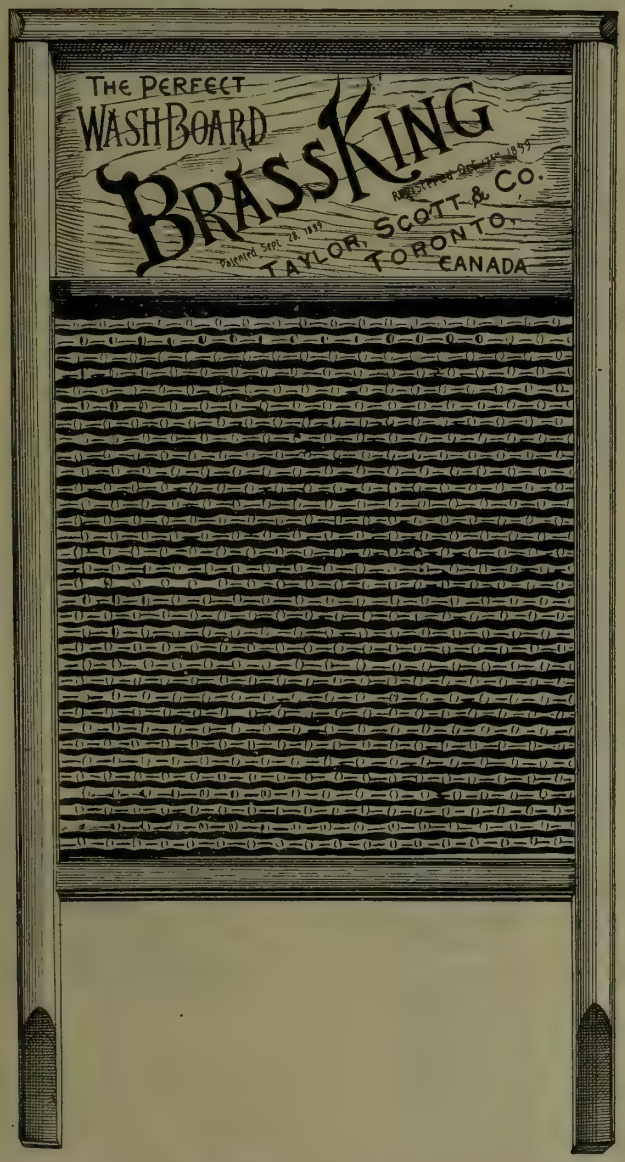
DISTRIBUTORS OF "UBERO" COFFEES.

Montreal, October 27th, 1903.

ARE YOU BUYING

BRASS WASH BOARDS

WE MAKE THE BEST



The **Brass King Wash Board,** made by us **in Canada,** is acknowledged the best.

PRICE, $3.00 per doz.

Taylor, Scott & Co.

TORONTO, CANADA.

MANITOBA MARKETS.

WINNIPEG, October 26, 1903.

BUSINESS has been good all week; grocery jobbing houses say they have just about all they can do. Prices are firm and the class of goods called for are the best. Preparations are being made for a very heavy Christmas trade.

CANNED GOODS.

The event of the week has been the advance in canned tomatoes, which are now quoted at $2.75 per case, as against $2.50 last week. All other lines remain unchanged. We quote :

Tomatoes	$2 75
Corn	2 00
Peas	2 00
Butter beans	1 85
Strawberries	3 10
Blueberries	2 25
Raspberries	3 10
Pears, 2's	3 00
Peaches, 2's	3 60
3-lb. apples	2 15
Gallon apples	1 25
2-lb. sliced pineapples	3 65
Grated pineapple	3 75
Salmon, pink	5 75
" sockeye	6 50
Kippered herring, Canadian, case of 4 doz.	4 25
Finnan haddies, 4 doz. in case	4 25
Corned beef, No. 1	3 20
" No. 2	2 85

SUGARS.

Redpath, St. Lawrence and British Columbia granulated, bbls.	$4 65
In bags	4 60
Bright—coffee	4 00
" yellow	4 00

MOLASSES.

Barbados, ½ bbl	0 03½
New Orleans	0 02½

TEAS.

The cheaper grades of Japan are hard to obtain and higher in price. The trade in Japan continues to show an increase in the West, but is still very small compared to India and Ceylon teas. Present prices for the teas most in demand on this market are :

Ceylons, blacks	0 17	0 35
India "	0 17	0 35
Japans	0 20	0 25

COFFEES.

The prices of Rios have adanced ½c. and the market is very firm. We quote :

Green Rios, No. 7	0 07¼
" " 6	0 07¾
" " 5	0 08¼
Roasted coffee in 1 lb. tins	0 13 0 18
Ground " in tins, according to grade	0 18 0 33

EVAPORATED AND DRIED FRUITS.

Market is steady, with fair trade in all lines, and prices are very firm, with a tendency to advance in some lines, especially California evaporated fruits. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	0 05½
" " cleaned	0 06
" " in 1-lb. cartons	0 08

VALENCIA RAISINS.

Finest off-stalk, new	$2 40
Selected	2 05
Layers, new	2 10
London layers, old	1 85
Loose muscatels, 50s, 3 crown	0 08½
Seeded	0 10½

FIGS.

Cooking figs, old stock	0 04½
Elemes, 2 and 3 star	1 10
No. 4	8 00
" 5	3 90

CALIFORNIAN EVAPORATED FRUITS.

Apricots, new, per lb., according to brand	0 12	0 12½
Peaches, unpealed, per lb.	0 09½	0 09½
Apples, old, in 50-lb box	0 06½	0 07

PRUNES.

70-80s, old	0 05½
80-90s, "	0 05
90-100s, "	0 04½
40-50s, "	0 08½
50-60s	0 07½
60-70s	0 06¼

CURED FISH.

All lines of cured fish seem to be scarce owing to light catch, and prices are higher than last year. We quote :

Boneless codfish, 24 lb. in box, per lb	0 07	
Dry cod	0 05½	
Pickled herring, per ½-bbl	3 75	4 00
Digby chicks, per box	0 18	0 18½

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, **ENGLAND**

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

CANNED SALMON IS SCARCE

We have filled all of our advance orders for Canned Salmon, and have a large quantity on hand, and have further shipments to arrive in a few weeks. We are offering a popular Brand Red Sockeye, at $1.25 per dozen f.o.b. Guelph, for shipment upon arrival.

We have a very fine Japan Tea, good style and cup quality at 17½c., a splendid tea to retail at 25c., also a very fine Ceylon Black Tea in half-chests and chests at same price.

Valencia or Sultana Raisins, New Cleaned Currants : We can give you prices on these lines that will satisfy closest buyers.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

Why not carry an assortment of

"CROWN"

Unfermented Wines !

(ALL FLAVORS)

Good Sellers. Good Margin.

CROWN MFG. CO.

785 Yonge Street, TORONTO

GOODWILLIE'S FRUITS

ARE

Noted for their delicious FRESH FRUIT FLAVOR.

Put up only in glass.

READY SELLERS.

YOU STOCKED?

ROSE & LAFLAMME, Agents,
MONTREAL.

An aid to you

An article which will aid you in making money is worth knowing about.

PATERSON'S CAMP COFFEE ESSENCE

is just such an article.

ROSE & LAFLAMME,
Agents, MONTREAL.

To prove that **Brand's A1 Sauce** is always

A1 is to try it—

—Once tried always asked for
—Pleases your trade
—Shows you a splendid profit

CANADIAN AGENT—
I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS
BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Grimble's

BRAND.

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT.**

If you don't know it, write for sample.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Window and Interior Displays

Timely Hints and Suggestions.

THIS window, decorated by Daniel McGeen for J. S. Henderson, must have attracted considerable attention on the streets of Kingston.

The main feature of the scheme is the reproduction of Fairbank's soap factory, built up of soap bars and containing 34 windows. Even the waterspouts are not forgotten. Around the building sand is strewn to imitate the streets, and drays are busy loading and unloading.

At one side was a young girl busy washing at a tub, with Fairbank's soap, and on the other side a couple of boys showing each other and the public the use of Copco soap for a shampoo. Live figures of any kind are always a great attraction.

Various notices are painted on cardboard and placed in different positions, such as "Fairbank's glycerine tar soap cleanses and heals," "Copco soap, pure, white and floating," "N.K. Fairbank Co. cottolene," etc., and on the window are the words, "Fairbank's products save $50, with a $50 bill completing the sentence.

All these things are excellent and would have been of the greatest interest and a good advertisement, but the general effect is somewhat marred by the stacking at the sides of various productions of the Fairbanks Co. The height of these stacks overtopped the part of the window that would attract attention, and thus detracted from their value. Fairbank's soaps and the fact that they were handled by Wm. Henderson would have been just as fully demonstrated by the use only of the factory and figures, and a much neater, more conspicuous window would have been the result. It is in the detail work that the most faults are apt to occur. Mr. McGeen certainly captured a good idea in the working out of the factory and the use o the children ; then the blank spaces would no doubt stand out so conspicuously as to seem to call for something to fill them, but it is very often the vacancies that bring out the occupied spots.

A Fairbank Soap Window, Dressed by D. McGeen for J. S. Henderson, Kingston.

D. B. Tousley, one of the oldest members of the Dominion Commercial Travellers' Association, died Monday last.

The Popular Goods
For Progressive People

suited to all classes of buildings—not to be equalled for practical merit and enduring reliability.

Our Metallic Ceilings and Walls

give the acme of perfection at moderate cost. They please the most aesthetic as well as practical tastes.

Artistically beautiful, almost indestructible, sanitary, easily applied, and countless designs to select among.

It will pay you to use them.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

DRIED APPLES
WE ARE BUYERS
LARGEST DEALERS IN CANADA
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

BUY
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers
see that you get them.

FOUR WAYS OF DISPLAYING BRUSHES.

By L. J. L., Toronto.

MERCHANTS are often at a loss for original ideas for the display of brushes of various kinds. It is well that at this season of the year such lines of this as have, in many cases, been placed away in some obscure corner or shelves, should be brought forth and made use of in store decoration and window display. There is little difficulty in showing to good advantage various lines of brushes, if the retailer or some of his clerks would start out to get ideas on the subject.

An excellent way to procure such ideas is to get pointers from any traveller selling these lines. The salesmen, in moving about from place to place, never fail to notice many of the best plans of displaying goods in their line, both in windows and in store interiors. The following methods of showing brushes in windows may be of interest to wide-awake storekeepers:

(a) Make a frame of wood to suit the window: cut poultry netting to size of frame; fasten netting on frame; paint frame and netting dull shade. Paint and varnish brushes can be placed between the meshes of wire without injury to them. If care and ingenuity is devoted to the work the brushes can be arranged to show to excellent advantage on such a frame.

(b) A simple but effective display of scrubbing brushes can be made by fastening small screw hooks to end of scrubbing, stove, shoe and whitewash brushes and by arranging them in designs. For instance, four strings of brushes can be connected from the four corners of the window to meet in the centre. With this could be shown a display of various house-cleaning goods.

(c) Take some wooden hoops from an ordinary barrel; wind around the hoops some turkey red cotton or other suitably colored material. Place screw hooks in the inside and attach brushes. Hang the hoops at a slight incline, so that the top or front brushes will not hide the back or lower ones. This can easily be changed, making inexpensive but excellent displays. They can be used inside the store as well as the window. It would be well to change the brushes frequently, so that they might not become shop-worn.

(d) Secure heads of barrels; join firmly together; cover with some colored material; lay on brushes, the large ones on the outer edges and the small ones at the centre; use black tape to tack firmly over brush handles to keep them in position. When completed you have two circles on a large wheel of brushes, which will look well when hung up in the window or near the brush and painters' supply shelves.

The writer would like to see opinions from retailers who have tried such displays and have watched closely the results. It would also be interesting to hear of other plans of displays by other travellers or retailers.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

FOR SALE—Grocery and bakery; together or separate; town 4,000; good location for general store. Box 69, CANADIAN GROCER, Toronto. (44)

FOR SALE—65 barrel roller mill; brick building, iron roof; first-class water-power; good grain and dairying country; located in enterprising village; saw mill attached; immediate possession. For description apply Box 113, CANADIAN GROCER, Toronto. (f)

GROCERY and fruit business—in live town. Box 114, CANADIAN GROCER, Toronto. (f)

GROCERY business for sale.—We have a good brick store with dwelling attached, doing a nice business and capable of extension, in a thriving city; only about twenty-two hundred cash needed altogether; write us. Box 115, CANADIAN GROCER, Toronto. (f)

THE proprietor wishes to dispose of a frame store with dwelling attached, stable, and a fruit garden of one acre. Store did a general business last year of about $10,000. Price $800; half cash, balance to suit purchaser. Address Box 74, CANADIAN GROCER, Toronto. (44)

SITUATIONS VACANT.

CHEESE and butter maker wanted—to find and make by the pound; duties to commence about November 15th; free house; make this year about 115,000 cheese; estimated butter make 15,000. Apply, with references, to Box 116, CANADIAN GROCER, Toronto. (f)

BUSINESS CHANCE WANTED.

GROCERY or boot and shoe wanted to rent; in smart village. Box 117, CANADIAN GROCER, Toronto. (f)

PROVISIONS WANTED.

WANTED—Eggs, butter and provisions of all kinds; fruits, fruit-pulp, especially raspberry, strawberry, black currant, apricot, etc. Apply first instance to John Crisp & Co., 24 Wellington Road, Birmingham, England. (44)

AGENTS WANTED.

WANTED—By an old established firm of boot polish manufacturers in London, a thoroughly reliable firm to represent them in Canada. Liberal terms would be arranged. Address "Polish," care of THE CANADIAN GROCER, 109 Fleet St., London, E.C. (44)

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (44)

FLOUR AND CEREAL FOODS

We Must Follow Up Osaka.

THE GROCER has already drawn attention on more occasions than one to the necessity of following up the triumph won by our Canadian flour at the Osaka Exhibition by a vigorous selling campaign in the Orient. In this stand we are supported by a business man who is on the spot, who was present at the Osaka Exhibition and who is thoroughly conversant with the conditions prevailing and the difficulties to be overcome in capturing the market of the East for our Canadian foodstuffs. The letter of Mr. Andrew R. Tufts in the last issue of "The Grocer," should be carefully perused by every business man who has goods to sell which might find a market in the East.

The impression made by our flour was such as to be referred to in envious terms by the American consular reports. The superiority of our flour over the American product was thoroughly demonstrated to the Japs, who, as a nation, have shown themselves able to recognize a good thing as soon as your occidental.

What is necessary? Simply salesmen. The way has been opened by the exhibition. An opportunity of unexcelled promise is opened to the enterprising firm that goes after the business. Business in the East does not come unsolicited any more than in the West.

But what has been done? Mr. Tufts informs us that outside of insurance men he has not met a single "man of the road" from Canada.

What is the use of voting funds from the Dominion Treasury? What is the use of sending our Minister of Agriculture to the Island Kingdom of the East, if, after all, our Canadian business men are to sit apathetic and allow the interest aroused and the enthusiasm generated for Canadian flour to be dissipated, or, more likely, to be turned by clever American drummers to swell the volume of oriental trade which the United States is building up with notable rapidity?

We are accustomed to look across the Atlantic for our markets and to turn our backs upon the Asiatic millions who face our western borders. The Japanese and Chinese are, it is true, as yet small consumers per head, but they are surely, if slowly, learning to consume occidental products, and, in the next quarter century their trade will aggregate an enormous amount. Now is our chance to get a footing. Let us build up a market for our foodstuffs and other trade will follow. Trade induces trade, and the day may yet come when this Canada of ours is the highway of commerce between Europe and Eastern Asia.

In the meantime the important thing is to put our flour on the Japanese market, and if our manufacturers have not the connections or facilities for so doing, the Government should provide the machinery at once. In any event it would be disastrous to allow the present magnificent opportunity to escape our grasp.

An Opportunity for Oat Products.

REFERENCE was made in last week's "Grocer" to the fact that oats in the United States have turned out a light sample and that one of the large cereal companies of the United States was finding difficulty in securing first-class oats for its purposes.

This news should be suggestive to Canadian manufacturers of breakfast foods. Our Canadian oats are of a uniformly good sample, and the yield generally is high. Such being the case the time is opportune to push the sale of our oat products in the markets of the world.

Even ordinarily we produce oats that are unexcelled anywhere, and this year should be taken advantage of to impress the fact upon the consumer in lands which are unacquainted with it.

For many years the oat was the staple breakfast food. Of late, it may be remarked, other cereal breakfast foods have won an enormous popularity, but it may well be doubted that this has in any way affected the consumption of the old Scotch staple. In fact, the effect has been to increase the consumption of prepared oats.

The triumphant advertising campaign of cereal foods has introduced these wholesome foods into thousands of homes where heretofore they were unknown, and the aggregate consumption at present would have seemed incredible a few years ago.

American manufacturers have won their success by taking advantage of every opportunity to push their products in every market available. With more meritorious raw material, our success will be the greater if we put the same energy in extending our business as has characterized our American friends and rivals across the line.

Canada has too long been content to send her natural products abroad in the raw state. The problem of the future is to secure the profits of manufacture for ourselves by working up our own raw materials and exporting only in the finished state.

Breadstuffs in Trinidad.

Gordon, Grant & Co., of Port of Spain, Trinidad, in their Commercial Review of October 8, report the arrival during the preceding fortnight of the ss. Maraval and Piemonte with the usual full assortment of breadstuffs. These additional supplies coming on the already ample stocks at the present dull season weakened values generally, and, although most articles are offered at comparatively low rates, the demand for all American breadstuffs is light. All grades of flour are moving slowly. Bakers' quality is quoted at $6.25 to $6.40; No. 1 extra, $5.80 to $5.85; superfines, $4.30 to $4.50. Some 200 barrels of No. 2 Canadian extras, ex ss. Ocemo, sold at $4.60 to $4.80. Cornmeal is in supply and moving slowly at $4.25.

The preceding report from the same firm complained that Canadian flours had not kept well and were in consequence in slight demand.

Cleaning the Farmers' Wheat.

AT the last annual meeting of the Indiana Grain Dealers' Association C. W. Tuttle, a mill buyer, read a paper giving some of his experience in adopting machinery to clean wheat brought in by farmers.

We paid them, he said, for the cleaned wheat and gave them back the dirty screenings. Then the trouble began. We were called thieves and robbers and sometimes worse. It gave the shippers an opportunity to say to the farmer: "Don't take your wheat to the mills; they will clean it for you, while we will pay you for 'dirt' and all." This argu-

First Thing for Breakfast

Ought to be Tillson's Cereals.

Tillson's Breakfast Food is Wheat Flakes.
Tillson's Wheatlets, the germ of Manitoba Wheat.
Tillson's Rolled Oats in everybody's mouth.

The makers believe in the goods they send out. That being so, the grocer has the assurance of the future.

THE TILLSON COMPANY, Limited,
Tillsonburg, Ontario.

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay

Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.

Correspondence solicited.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

ment is still being used in many localities.

The question is, What do the shippers do with all this dirt? Must they not guess how much their wheat will be "blowed" in order to make it grade? The screenings are worth more to the farmer than to any other person, and more than the "account of sales" from your commission house allows the shipper.

Now, I desire to ask whether as shippers of wheat you are not the purchasing agents of millers? Some millers must grind the wheat, or most of it, that you ship. If this is true, then do not the

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. **SATISFACTION GUARANTEED.**

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

conditions upon which wheat is bought affect us similarly? Why not eradicate the anxiety as to how your wheat is going to grade in the market? The installation of receiving separators in your elevators will relieve this anxiety and often hard feelings against your commission houses. Put in the separators; give the farmer back his screenings and you will have less trouble. The hard things your farmer friends say about you at the start will soon pass over, as has been the result in our case. Patience and a little reasoning will prove to them that they are in the wrong, and that the only right and the most satisfactory way to buy wheat, both for the buyer and for the seller, is to clean the wheat before you weigh it.

Show the farmer the dirty screenings and ask him if he wants flour made from that kind of stuff. He will invariably say, "No, sir." Then say to him that some mill must grind this wheat, and that the mill must clean it in order to have its flour equal to its neighbor's. The farmers will soon agree with you that the only right way to buy wheat is over a receiving separator.

Biscuit Factory in Barbados.

United States Consul Macallister, writing from Barbados under date of August 25, 1903, reports the establishment of a large biscuit factory at Barbados. It is expected to cut off the importation of biscuits from the United States, which amounts to about 3,842,360 pounds per annum, valued at from $120,000 to $125,000. Flour from the United States, at least to a certain extent, will take the place of the biscuits.

Macaroni Wheat.

ONE day recently macaroni wheat sold at 67 cents in Minneapolis when No. 2 Northern was bringing 82 cents. A number of Dakota and Minnesota farmers were induced to raise crops of macaroni wheat because of the large yield, and now they are kicking loudly against what they term the injustice of elevator men and millers in discriminating against it.

Macaroni wheat is flinty in composition and millers would have difficulty in handling it on ordinary machinery. The flour is very different from ordinary kinds and so far the market for it is very limited, and those who do buy expect to get it for less than the market price of standard grades.

There is undoubtedly a place for macaroni wheat in our commercial system, but that place has not been fixed as yet and probably will not be until the grain is taken up as a distinct product, such as barley or buckwheat, and handled on machines and sold in markets especially prepared for it.

Bean Dealers Unite.

A despatch from Ridgetown, the centre of the Western Ontario bean district, says that the bean dealers of that locality met there last week to form a joint stock company for dealing in beans. This action has originated on account of dealers not having made any money in the product during the past few years, owing to over speculation and false reports of prices in other towns, and no regulation price to the consumer. This new company proposes to make known its plans to the farmers, and to do business on as small a margin of profit as possible, and assure the farmer as high a price for his beans as the markets of the world will allow.

Charge for Grain Samples.

The Grand Trunk Railway has issued a circular to the effect that hereafter a charge of 40 cents per bag will be made for samples of grain obtained from the company's agents at Sarnia and North Bay.

The circular states that the practice of asking for samples of shipments of Manitoba and Northwest grain, consigned to North Bay and Sarnia, has been increasing, that this is a service which the railway is not called upon to perform, and therefore the above charge will be imposed. The grain men are also instructed to supply their own bags for samples desired.

Beans a Fair Average.

Mr. N. H. Stevens, of Chatham, is of the opinion that there will be sufficient beans for the Canadian trade this year despite the unfavorable conditions. Under a recent date he writes:

"The last ten days I have been over the bean-growing part of our country pretty well, and the beans are now all in the barns. The acreage was more than last year, but owing to the wet season last Spring many fields were destroyed by water, and the very wet Fall we have had the bean crop has been badly damaged, and a great many beans that have been put in the barns have not been thoroughly dry, which will make the threshing very late. If they are held until cold weather before threshing they will turn out hard and dry, but if threshed early the bean will be soft and will not look clean. I think, however, upon the whole that the crop of beans for 1903 will be about an average with the crop of 1902, so that we need not look for any cheap beans this year, and yet we will have enough to supply the Canadian trade."

Grain Rate Broken

Montreal steamship companies have been notified that the minimum grain rate agreement entered into a year ago with all Canadian, American and English steamship companies has been broken by the American lines running out of Boston. As the season of open navigation will close next month the breaking of the agreement will have little effect on the St. Lawrence, although disappointment is expressed that the Boston lines have found it advisable to take such action. The minimum rate agreement, which was made a year ago, placed the lowest rate at three cents a bushel, and the Boston companies have now started shipping at a two and a half cent rate. Vessels from Montreal secure three and three-eights to three and three-quarters a bushel at present.

Napoli Macaroni Co.

A new industry for Toronto and Canada is the manufacture of macaroni. The Napoli Macaroni Co. have recently secured premises and begun the manufacture of this Italian staple at the corner of Hayter and Teraulay streets, Toronto. Mr. Cecil Morris is the manager of the new company which is turning out plain and fancy macaroni, vermicelli, etc. The goods are put up in the ordinary bulk form and also in very handsomely got up pound packages.

Tailings.

The exports of American flour to Hongkong in 1892 were 457,690 barrels, and in 1902, 1,298,893 barrels, an increase of 941,203 barrels.

Toronto brewers are accused of bearing the barley market.

SUGAR BEETS PROFITABLE.

Mr. J. H. Barnes, of London, England, who is visiting Canada for the purpose of inquiring into the beet sugar industry and the prospects that Canada affords for the growing of beets on an extensive scale, said in the course of an interview recently: "The great difficulty that is met with by a sugar factory when first started is to get a full supply of beets, and to make the farmers understand that the cultivation of beets is a profitable venture, with little, if any, risk attached thereto. Germany is, of course, the home of the sugar beet industry, and there are some splendid concerns over there that turn out a fine quality of sugar. The main thing is to get the farmer to go in for beet cultivation. Beets will grow anywhere, and require very little attention."

CUP QUALITY COUNTS—Therefore handle

S. H. & A. S. EWING'S High-Grade COFFEES

Established 1845

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills 55 Cote St., MONTREAL, P.Q.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

Buying Right Saves Loss.

In a broom quality seems everything, but good, careful workmanship also counts. For nearly half a century we have made a study of "Broom-ology" with the pleasurable result that all progressive Canadian dealers handle, and all discerning Canadian purchasers ask for

Boeckh's Bamboo-Handled Brooms.

You, as well as the dealer, recognize that the key to wealth is right buying. We realized this fact years and years ago, since then our highest aim has been to please both dealer and consumer.

—OUR NEW BROCHURE "BROOM-OLOGY
—MAILED FREE ON APPLICATION.

UNITED FACTORIES, Limited,

OPERATING:
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Head Office: 80 York St., TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

BANANA INDUSTRY OF GUATEMALA.

THE production of bananas in Guatemala is a very profitable industry when carried on systematically and in an up-to-date manner, writes U. S. Consul-General Winslow from Guatemala City. The best soil for banana culture is in the eastern part of the Republic, in the provinces of Izabal and Zacapa, where about 75 per cent. of the soil is well adapted to the cultivation of bananas. This section of the country is in close connection with the United States via the United Fruit Company's Steamship Line, which makes regular weekly trips.

The soil is very productive and easily cultivated after being cleared and subdued. The average price received is 20 cents United States gold per bunch of five hands or more. What is known as a hand is the cluster of eight or ten bananas found attached to the stem close together. The more hands on a stem the higher the price, and bunches of less than five hands are not shipped. The clearing, planting and cultivating of a banana plantation the first year costs, on an average, about $20 per acre, but thereafter the cost is very light. After the sixth year the quality of the crop deteriorates, for the number of the small bananas increases. The crop is quite sure, and is only affected materially by the rains.

At present there is a large opening in this field, with very good shipping facilities to the port by the Guatemala Northern Railway. The capital required is not very great, and can be gotten out of the first two crops, with a good profit besides.

The principal drawback to this industry for a foreigner is the unhealthy climate. The banana country is low and hot. However, native help is cheap, costing from 5 to 7 cents gold per day, and usually plenty of it can be had.

This same soil readily produces rice, rubber, cocoa, oranges, and lemons, but the banana crop gives quicker returns than any of the others.

Bananas are often grown in connection with the growing of a rubber plantation, being planted between the small rubber trees, and five or six good crops can be harvested before the rubber plants get in the way.

TOMATO PASTE OR CHEESE.

The Philadelphia Record in a recent issue contained an article of interest to the progressive canner who is on the look out for the use of all by-products of his factory. It states :

"Now that the tomato canning season is nearing a close, an industry allied to it is starting up—the canning of the refuse from the tomatoes. There are three factories, beside the one here, that make 'Italian Paste,' or cheese, as it is called. The pulp and skins of tomatoes that have been canned are made into the paste. The mixing is done in a large trough similar to a mortar bed, stirred with hoes and shoveled into buckets and carried into the canning department.

"The cheese is principally shipped to Europe, but is gaining favor in New York, where a delicate soup is made from it."

While this description is not quite clear enough, and the methods used in making this "tomato cheese" are very crude, according to the description, nevertheless a new use is indicated for tomato pulp. However, the public would hardly take to an article produced in such fashion.

CANADIAN OYSTERS.

The London correspondent of The Toronto Telegram cables the following complaint of a London oyster dealer :

"I have been buying American oysters from a firm who deal very largely in oysters in Liverpool, and I asked them if they could not make arrangements to get over some Malpeque oysters from Quebec. I did not see why we should not have the fine large Canadian oysters here instead of the American. The enclosed letter is their reply. It just shows you how almost everything is sent from Canada. There is no doubt a large trade could be done in Canadian oysters if they would only take pains to select them or grade them."

The Liverpool firm referred to state in reply to this letter:—"We have had Malpeque oysters in years gone by, but they did not suit this market. We never could get the shippers to cull them into sizes, nor pack them properly." It is now up to the Canadian packer in this line of fish to explain why he won't cull as desired and pack properly.

MACARONI JOURNAL.

We are in receipt of the initial number of The Macaroni and Noodle Manufacturers' Journal, a monthly publication issued from Cleveland, O., in the interests of the macaroni and noodle industry of America. The new journal is a highly creditable production from a typographical point of view, and contains a great deal of very interesting matter including an illustrated description of a macaroni and noodle factory. The new paper has set itself a high standard in its first issue.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

CHEAPER AMMONIA

During the summer months our Household Ammonia will be 50c. per gross less in price.
Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.
JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

TRUCKS
for **Warehouse and Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.
MADE IN CANADA.
H. C. Slingsby for Canada.
Factory, Ontario Street, Temple Building, MONTREAL.

40 HIGHEST AWARDS In Europe and America
Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.
Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

"Ever Ready" Trade Mark.

"Ever Ready" Electric Flash Light.

"Ever Ready" Electric Candle.

"EVER READY" FOR THE TRADE

A LINE OF GOODS YOUR CUSTOMERS DESIRE.

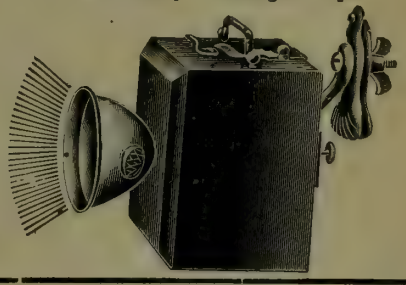
They are **Practical, Useful, Novel,** and make attractive and pleasing presents for the holiday trade. Write to-day for our illustrated catalogue with trade discounts.

"Ever Ready" Electric Clock.

American Electrical Novelty and Mfg. Co.

232 St. James St., MONTREAL, QUEBEC.

"Ever Ready" Carriage Lamp.



Branches

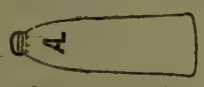
London, England. Chicago, U.S.A.
Sydney, Australia. Paris, France.
New York, U.S.A. Berlin, Germany.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

Brunner, Mond & Co.'s

BICARBONATE SODA

in Kegs, Drums, Casks.

"EMPIRE" SODA

BEST FOR BAKING.

In Packets.

SAL SODA

Kegs, Barrels, Drums, and Bags.

CONCENTRATED SAL SODA

DOUBLE STRENGTH OF ORDINARY.

in Casks.

Winn & Holland

MONTREAL **Sole Agents for Canada**

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

No Egyptian Cigarettes.

TOBACCO dealers are ready to indorse a conclusion arrived at some time ago by a certain celebrated showman. They have come to the opinion that the public likes to be humbugged. The cause for this opinion is found in the Egyptian cigarette.

The popularity of the Egyptian cigarette is enormous, and it is asserted that of the 500 varieties on the market 90 per cent. of them have as little connection with Egypt as a Pittsburg stogie. A tobacco seller, explaining this, said:

"In the first place, there is no such thing as Egyptian tobacco. The culture of the leaf is forbidden by law in that country. The reason of the prohibition involves a curious chapter in trade history. The best cigarette tobacco of the East is Turkish. Long ago it was found that Turkish tobacco going from Constantinople to Alexandria underwent a sweating which improved its flavor. This gave a prestige to the Egyptian cigarette made of Turkish tobacco, which brought wealth to the manufacturer and a heavy revenue to the State. In order to increase this revenue the Government at one time took measures to grow the leaf in the delta, but the weed proved inferior, and the cigarettes made from it fell flat on the market. The disfavor extended to the legitimate traffic. Manufacturers complained and the Government found a deficit in its returns. To make amends a law was passed forbidding tobacco culture, and ever since the Egyptian cigarette has been made of a fine grade of the Turkish leaf. The country exports a large number of cigarettes and a small quantity of tobacco, not enough, in fact, to make as many so-called 'Egyptians' as are smoked in twenty-four hours in the United States and Great Britain."

A Self-Feeding Pipe.

With some people a little tobacco goes a great way, especially with the boy just learning to smoke; but with others a constant refilling of the bowl is necessary in order to satisfy the craving or habit which has been formed, says The Louisville Courier-Journal.

It is safe to say that the aforesaid boy would have no use for the pipe recently invented by a German, Max F. Hahn. It has an enormous storage capacity, with an automatic feeding arrangement, which presents a fresh smoke as long as there is any unconsumed tobacco in the reservoir. The bowl itself may be made of any desired length, holding all the way from a few short smokes to a quarter or even half a pound, as the smoker may desire. To fill the reservoir it is only necessary to open the cover and push the weed into the opening, pressing the spring cap in the bottom of the chamber as the feeding goes on. The spring serves to feed the tobacco upwards again to the top of the pipe, where it is ignited through the perforted cover.

In drawing the smoke through the walls of the combustion chamber a forced draft is maintained, and as the tobacco is consumed the ashes are forced upwards by the spring and can be dislodged by jarring the pipe. When laid down the pipe soon goes out of its own accord, but is always ready for relighting as long as any tobacco remains.

Tobacco Notes.

W. S. Russell, cigar manufacturer, of Berlin, has removed to Rochester.

F. W. Dimmock, of the B. Houde Co. (Limited), spent Sunday in Toronto.

The tobacco and cigar firm of Andrew Wilson & Co., Toronto, report a very busy season. Their cigar factory has more than it can attend to, and the output of the "Humber" is increasing every day.

T. J. Horrocks, Toronto, reports a good demand for his "Ronto" smoking mixture. Considering the short time this brand has been on the market, it has proved a good seller with the grocery trade.

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

CURRENCY

PLUG CHEWING TOBACCO

Its Success Tells All.

Sold by all Leading Wholesale Houses.

—MADE BY—

The EMPIRE TOBACCO CO., Limited

Montreal, Que.

Would you accept

an assortment of a thousand or more of my Cigars if sent you "on trial," without even express or freight charges?

I make you that offer to-day, if you'll give them a good test in your show case.

State colors wanted. You may have 30 days in which to discount your bill. And any time within 6 months afterwards I'll send you your money back if you wish to return the cigars. **Accept?**

Payne's "Pharaoh"

J. Bruce Payne, Limited,
Granby, Que.

Dont' Forget

that the difference between a good and a poor brand of Cigars is that one makes you money even while you sleep, the other loses money for you while you are awake.

Satisfaction Givers | **HAROLD H. KIM AND LA FAMA** | Money Makers

BRENER BROS.

Cigar Mfrs., - - **LONDON, CAN.**

The grocer who carries **T & B, 10-cent size,** is endorsed by his community as being wide-awake, and as serving the tobacco users in a genuine way. **T & B** brand is older than a good many of the men who smoke it. It has passed from one generation to another. Only a tobacco of unusual merit can have such a record.

The Geo. E. Tuckett & Son Co., Limited, Hamilton

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

When you are talking up cut tobaccos, mention

QUEEN'S NAVY

You will do both your customer and yourself a good turn.

ERIE TOBACCO CO.,
Limited
WINDSOR, ONTARIO

HORROCKS'

RONTO

5c. Cigar

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

CHEWING	SMOKING
British Navy,	Tonka,
King's Navy,	Solid Comfort,
Beaver,	Pinchin's
Apricot.	Hand-Made.

The McAlpin Consumers Tobacco Co.,
Limited, TORONTO,

have built up an immense business in **Smoking** and **Chewing Tobaccos** in every quarter of Canada. Energy for one thing; a good article for another. There was a time—when they began business—when they had their troubles in getting grocers to stock a new make. No trouble with those who once bought. There are new firms, however, constantly engaging in the grocery trade. This message is to them. Their Tobaccos, both smoking and chewing, pay the grocer a satisfactory profit. This can't be said of all lines the grocer sells.

The McAlpin Consumers Tobacco Co., Limited, Toronto.

Tobacco Culture in Rhodesia.

MR. GEORGE ODLUM, a native of Michigan, but now located in Rhodesia, South Africa, has been sent to America by the Rhodesian Government to gather information about the cultivation and the various types of tobacco in this country.

He says the Rhodesian Government are very much interested in the matter of making the cultivation of tobacco one of their leading agricultural industries, as the future for it and its manufacture is very promising. The colony of Rhodesia has an area of 750,000 square miles. The native population of Africa is 120,000,000, of which 10,000,000 are in British South Africa.

South Africa is growing rapidly in the march of progression, several of the towns having from 10,000 and upwards of white people, composed of English, Australians, Canadians and Americans. There is some tobacco grown by the natives, but it is rank and used by the negroes.

There was imported into British South Africa last year about 8,000,000 pounds of tobacco, mostly manufactured. The raw leaf tobacco was principally from South America, but it was not held in much favor, being rank, lacking aroma, and put up in a very crude manner.

The country, Mr. Odlum says, affords a bright future for the manufacturing of tobacco, as the natives take to the use of tobacco in all its forms of manufacture, and that the opportunities for a tobacco manufacturer, located in the Rhodesian colony, with the sending of goods to other colonies, affords a fine business opening for a tobacco manufacturer.—Cincinnati Western Tobacco Journal.

Turkish Tobacco Industry.

Turkish tobacco is more in favor than ever, and the contracts which have been made with the Regies as well as with private firms are very large ones. The Austro-Hungarian Regies bought 2,500,000 kilograms more this year than last. Servia and Roumania have also purchased a larger quantity. The American Tobacco Co. has bought a considerable quantity, and Italy has entered the ranks of the largest buyers. Turkish tobacco is the lightest and has the pleasantest perfume of all tobaccos. That is the reason, no doubt, why it is so much appreciated. At Constantinople, in the Pera quarter, there are tobacco shops at the corner of every street, and everyone smokes the cigarette. In the Galata quarter, long lines of silent men smoke the narghile with supreme gravity. On the other side of the Kadikeni Bridge and past the famous mosques of Kyrie-Gami and Saint Gonnes there are shops where one can procure all that is necessary for smoking, and also see everything being prepared for your use. Of the workpeople who are gathered together in the bazars, some are smoking, others working, others murmuring verses from the Koran. In one place cigar and cigarette holders are being made out of amber; in another the same things are made out of celluloid or wood, or pipes are being made. In the Turkish public offices the officials all have cigarettes between their lips.

Mr. M. Gould.

There are a great many readers of this department who will at once recognize in the accompanying cut the jovial features

Mr. M. Gould, Cigar Traveller.

of Mr. M. Gould, eastern and Sault representative of Brener Bros., London. Mr. Gould, as is readily apparent from his picture, is of that jovial and affable disposition which makes for success on the road. That his picture does not belie his abilities there is his firm's word for it.

No Smoking in the White House.

The average congressman who goes bustling around from department to department, says an American exchange, is inclined to smoke where he listeth and knock the ashes from his cigar where he pleases, says the Washington correspondent of The Philadelphia Press. The practice is all right for the ante-rooms of Cabinet officers, but President Roosevelt thought it should not be carried into the White House reception room. So he gave orders to Arthur Simmons, the colored doorkeeper from North Carolina, to request gentlemen not to smoke. Arthur Simmons had a number of strenuous interviews in carrying out his instructions. Southern and Western congressmen were frequently moved to consign Arthur to a superheated climate for his pains. Arthur is one of the pillars of the church in colored circles, and he finally complained to Secretary Cortelyou that it pained him to hear gentlemen using such violent language. At his request the "No Smoking Allowed" sign has been posted in the reception room, and when gentlemen come in with lighted cigars Arthur merely looks meaningly toward the sign.

S. AND H. TRADE MARK.

PIPES

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

McDougall's Scotch Clay
PIPES
are the standard of the world.
D. McDougall & Co., Glasgow. Scotland.

Whiffs.

He who has trade has an estate, and trade must be looked after just as carefully as the largest estate, and requires equally as competent management and executive ability, and constant and untiring efforts to please customers.

It is extremely unwise for the tobacconist to buy goods that he does not want or for which there is no call, simply because they are cheap, or the salesman is a sleek talker. Do not buy goods until you have repeated calls for them or are a good judge of quality, and find that you can please your customers and at the same time make a good profit on the lot. By following this plan closely there will be less dead stock on the shelves when inventory time comes around.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising THE CANADIAN GROCER.

A Business Man Doesn't Know His Business if He Doesn't Advertise it.

THE benefit a man may derive from good advertising can scarcely be over-estimated. This proposition, broad as it is, will probably pass unchallenged among those who have studied the subject carefully. But it does not tell the whole story.

If all advertising were good it would be sufficient to say that it is of incalculable benefit to business. The statement would be incapable of refutation, and most people would be willing to let it go at that.

Unfortunately, however, all advertising is not good advertising. There is, therefore, a possibility that an advertisement may be an injury rather than a benefit. This fact emphasizes the necessity of using care and judgment in the preparation of business announcements.

An advertisement that is carelessly and injudiciously constructed may produce an effect entirely different from what is intended or desired. It may create an impression by no means favorable to the advertiser.

The public are very likely to form an estimate of a merchant's character by reading his advertisements. If the statements contained in them do not ring true, the false notes are quickly detected. The opinion that a merchant is insincere or unreliable is frequently formed by the reading matter that he puts in print. His advertisement forms the criterion by which his character is judged by all who are not intimately acquainted with him. Impressions thus formed may make the public suspicious of him and his goods, or may keep them away from his store altogether.

It is evident, then, that a merchant should use the utmost care in the preparation of his advertising matter. If he attempts to mislead and deceive the public, the chances are, that, instead of attracting them to his store, he will arouse suspicion and distrust that will tend to keep them away. If he undertakes to injure a rival he may find that the missile he hurls will recoil upon himself. If he does not believe the statements he makes he cannot reasonably expect to inspire others with confidence in them.

If he tries to be funny he may only succeed in being coarse; and his bufoonery may give offence to some of his best customers. And, most important of all, if his advertisements do not contain the information the public want, he will have missed the chief aim of advertising, and will have no cause for surprise if the results prove unsatisfactory.

On the other hand, if he sets about the preparation of his advertisements with a determination to tell the public what they want to know, he will have taken the first step in the right direction. If he has full confidence in his goods and the fairness of his prices he will be in a position to inspire his readers with confidence, and be able to convince them that it is to their interest to trade with him.

If he can prepare an advertisement that will awaken the interest and arouse the curiosity of those who read it, he need not worry so much about its attractiveness. The best kind of attractiveness an advertisement can have is the kind that gives a personal interest in the matters on which it treats. Of course, the more attractively written it is, the better it will be; and to have it attractively printed will make it more likely to be read by those who are not customers. But, after all, the most important thing is the information it contains. If a merchant can prepare an announcement in which the public will take a lively personal interest, he will have a good advertisement in the best and fullest meaning of the word. And if he backs up his statements and promises to the letter, he may rest assured that each ad will prove of direct benefit to his business.

Advertising Deeds.

The following item, clipped out of a recent Hamilton advertisement, illustrates the ridiculousness of becoming profuse in describing the commoner articles of every-day use. The impression is prevalent in some quarters that every ad. must be a poetical, flighty description—such, for instance, as "The glorious sunlight and redolent air of the green country fields glistens through the pinky white pearly shells of these beautiful Brahma eggs; regular 15c. a dozen, special on Saturday at 12½c."

Notice the Hamilton specimen, now:

China Department

It would be worth your while to take a look through our collection of Fine China. We have a magnificent range gathered from all parts of Europe.

6-gallon Crocks, special	50c.
4-gallon Crocks, special	39c.
200 White Oyster Bowls, each	5c.
60 dozen Printed Cups and Saucers worth up to $1.00 dozen, Saturday, each	5c.
Decorated Milk Pitchers, each	15c.

If it is the practice to refer to the common china oyster bowls and cups and saucers as belonging to "a collection of fine imported china," one would hardly know what to expect if induced to visit the advertiser's store through his graphically descriptive advertisements. If he advertises a fine collection of paintings, we might expect to be referred to the paint department, or if a beautiful array of the season's fashionable dress fabrics were advertised, it might not be surprising to find that that array mentioned referred to prints and wrapperettes.

It is not always necessary to speak of goods in glowing terms, or to misrepresent them in any way, in order to make them sell. I recall an instance where a grocer advertised to sell some fruit that wasn't fresh at a bargain price. He said, as nearly as I can recall it: "We have several bushels of tomatoes that won't keep over Sunday, and we want you to call around for them to-morrow and secure them at a give-away price."

Don't talk about brass-headed tacks as a fine assortment of brass goods, nor in any other ridiculous way.

Tell just exactly what a thing is and what you want to sell it for, and if it's worth while, your announcement will usually find purchasers.

How is Your Coffee Trade?

Good, Eh!!—

Then you must sell our famous

CLUB COFFEE

——Put up in 1-lb. and 2-lb. Tins.——

A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL,

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

A SELLING ARTICLE.

We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. **The low price** at which we have been able to sell it, notwithstanding the advance. 2. **The quality**, which has always been the same.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

COWAN'S

Perfection Cocoa (Maple Leaf Label).
Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

"ACME"

TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3 lb. cartoons in a case, and in 50 lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

Some Merchants' Experience.

Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it AND STOP RIGHT THERE!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. BUT SHE WILL NEVER SIT DOWN ON A COLD ONE, EITHER.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon Pass Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

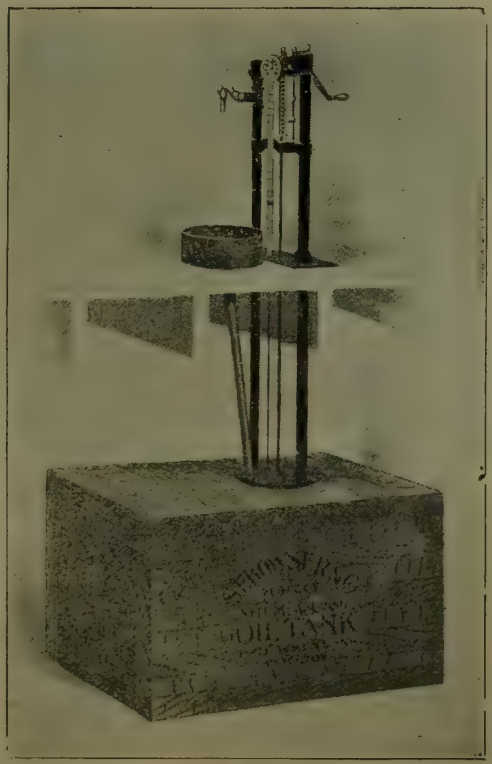
We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

WHAT IS YOUR MOTIVE



CELLAR OUTFIT.

For being in business? Are you in business for your Health, or for Fun or for the Profit there may be in it? Various motives actuate men. The motive behind the action like "THE MAN BEHIND THE GUN" is the all-important thing. Some people may be in business for Health — not many people are in business for Fun, though there is considerable "funny business" going on. We assume that you, like ourselves, are in business for A REASONABLE PROFIT. Our business is to build the

Bowser

3 MEASURE SELF MEASURING

Oil Tank

And to induce you to buy it if we can. In all seriousness and candor we believe that a Bowser Oil Tank will aid you in your business and save for you a profit that you are now losing. This Tank saves Oil, and Oil costs money. It saves labor, and labor costs money, whether you perform it yourself, or hire it done. It saves Time, yours or your clerk's, and Time is money. More than this, it is Cleanly, Neat and Handy and reduces your fire risk. It is a profit-saver, and hence a profit-earner. Remember we assume that **you** are in business for **profit.** Our Catalogue "**B**" tells more.

S. F. BOWSER & CO.

Factory, FORT WAYNE, Ind., 65 Front St. East., Toronto.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

We Challenge

the grocery trade to show a better selling article or one more generally satisfactory than

COW BRAND

There is nothing "just as good," and nothing to take its place. We're doing more business to-day than ever before.

JOHN DWIGHT & CO., MANUFACTURERS.

Current Market Quotations for Proprietary Articles

October 29, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
1-lb. tins, 3 " "	1 25
lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½ doz.	10c.	$0 85
1 doz.	6-oz.	1 75
3 doz.	12-oz.	3 50
1 and 3 doz.	12-oz.	3 40
2 and 3 doz.	16-oz.	4 35
2 doz.	2½-lb.	10 50
4 doz.	2½-lb.	10 40
½ and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" ¼ " "	0 75
" ½ " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
OceanBaking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland	9 50 10 00
½ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" ½'s, " " 1-lbs.	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per o
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate 0 21	0 32
Mott's Sweet Chocolate Liquors 0 20	0 36

WALTER BAKER & CO., LIMITED.

	Per lb
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 65

—don't worry about
—the high price of Molasses.

Our **CROWN** Brand
SYRUP

is infinitely better, and your trade will be better pleased.

It is the purest Syrup in Canada.

See that the CROWN is on the package. If it's there it is our make—and it's good.

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, QUE.

Cocoanut.

L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—

Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.
$1 00 to 3 00 books .....3 cents each
5 00 books .....4 "
10 00 " .....5½ "
15 00 " .....6½ "
20 00 " .....7½ "
25 00 " .....8 "
50 00 " .....12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.
Orange marmalade $1 50
Clear jelly marmalade 1 80
Strawberry W. F. jam 2 00
Raspberry " " 2 00
Apricot " " 1 75
Black currant " " 1 85
Other jams $1 55 1 90
Red currant elly 2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case
case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases "	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	¼-lb. tins, per doz.	$ 1 40
"	½-lb. tins "	2 50
"	1-lb. tins "	5 00

Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35

"Old Crow," 12-lb. boxes—

¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

'Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co., Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked "	"	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }		2 75

No. 5 Magic soda—cases 100 10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.		Per
" " 10 oz., cases, 96 pkgs.		case
" " 16 oz., cases, 60 pkgs.		$2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

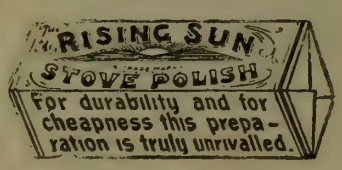
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

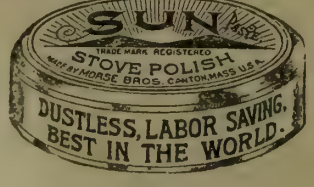
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6 oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

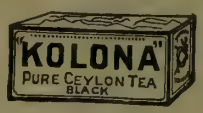
	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb. / " " 30 1-lb.		0 35
" " 120 ½-lb.		0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25	
Blue Label, ½'s	0 19	0 25	
Orange Label, 1's and ½'s	0 21	0 30	
Brown Label, 1's and ½'s	0 28	0 40	
Brown Label, ½'s	0 30	0 40	
Green Label, 1's and ½'s	0 35	0 50	
Red Label, ½'s	0 40	0 60	

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb " at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.	0 30
"Condor" IV 80-lb. "	0 3
" V 80-lb. "	0 [illegible]
" XXXX 80-lb. boxes	0 [illegible]
" XXXX 30-lb. "	0 [illegible]
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets—

Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb.		0 42½
" " —Maroon, 1-lb.		0 50
" " —Maroon, 1-lb.		1 50

"Condor" Ceylon black tea in lead packets—

Green Label, ⅛s, ¼s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 60 at 0 40

Black Teas "Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb.
No. 1, cases 50 lb.,	(50 ½-lb. packages. / (25 1-lb. "	$0 35 / 0 34
No. 1, cases 50 lb., in 5-lb. tins		0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages. / (25 1-lb. "	0 29 / 0 28
No. 1, cases 50 lb., in 5-lb. tins		0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages. / (25 1-lb. "	0 23 / 0 22
No. 3, cases 50 lb., in 5-lb. tins		0 23
Green Ceylon, No. 1,	(50 ½-lb. packages / (25 1-lb. "	0 35 / 0 34
Green Ceylon, No. 2,	(50 ½-lb. packages / (25 1-lb. "	0 29 / 0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities.

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	1 15
Dominion King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" " 3 "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " " 3 doz. 5c	1 00
" " " 3 doz. 10c	1 80

Cured and Packed
Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

The cost per tin, or can, to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained from year to year even in the face of strong competition. The "Thistle" Brand competes **on quality** and **not on price. It is the Standard Brand of Canned Fish!**

Highest Quality Always.

ARTHUR P. TIPPET & CO.,

8 Place Royale, Montreal. Sole Agents, 20½ Front Street, Toronto.

You want the best. Buy our

CRYSTAL GLASS WASH BOARD

It is the best Wash Board made.

IT IS MADE IN CANADA.

There are cheap imitations made in the U. S. Beware of them.

This Wash Board will give your customers satisfaction. When ordering see that you get **"THE CRYSTAL."**
Your wholesale grocer will supply them.

TAYLOR, SCOTT & CO.

Toronto, Canada.

The First Step

This man is writing for our 1903 catalogue; something has happened in his store to make him think, and when a man gets thinking something generally moves.

This time it's that pound and ounce scale that's going to move; he's tired of having his clerks give overweight.

Now he's finding out what this Nearweight Dectector is.

Suppose you do the same thing. Our catalogue tells it all, shows how to

Ask Dept. M. for catalogue.

Save three Pennies too.

Do it to-day; only takes a postal card.

THE COMPUTING SCALE CO. OF CANADA, Limited
164 King St. West, Toronto, Canada.

T. A. Lytle's Mince Meat

has that agreeable flavor.

Our Mince Meat is always good, because we make it good, out of good materials, using only fresh meat and choice fruit, and the result is most pleasant to the palate. The grocer who offers this Mince Meat to his customers can count on a future demand.

—Put up in convenient sized fibre and wooden pails.

The **T. A. LYTLE COMPANY,** Limited

Manufacturers of high-grade Mince Meat,

124-128 Richmond St. West, TORONTO.

ARE YOU USING OUR

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG Limited

MERCHANTS.

The Toledo Automatic Computing Scale SHOWS to EVERY CUSTOMER in LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY FOR the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

MOTT'S DIAMOND CHOCOLATE.
JOHN P. MOTT & CO.
HALIFAX, N.S.
ESTABLISHED 1849

IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

THE MOP THAT THE SUN NEVER SETS ON.

Self-wringing Mops and Mop Cloths

Much, very much, depends upon the **cloth** with which the S. W. Mop is fitted, as to whether it attains its highest value, or, for that matter is, of any value. One of our regular standard Cloths would redeem, in a large measure, a very poor imitation of our Mop; but 'twould be better business acumen to insist upon getting the regular, true

"Tarbox" Self-wringing Mop

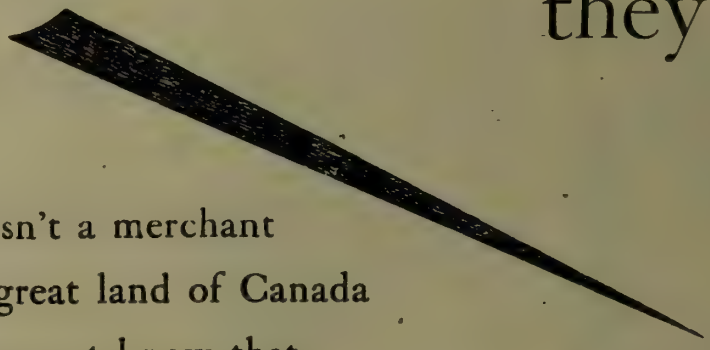
with its full value and completeness and thereby give your customers value received in the start.

It means better results in the line and greater confidence between buyer and seller. A very large percentage of the better class of jobbers of kindred articles handle our goods.

TARBOX BROS., Toronto, Canada.

-Japan Teas

require no booming,
they speak for
themselves.



There isn't a merchant
in this great land of Canada
that does not know that

for **Purity,**
Cleanliness,
Flavor,
Delicacy and
Healthfulness

there are no teas
so desirable, so satisfactory and so profitable to
handle as

JAPAN TEAS.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

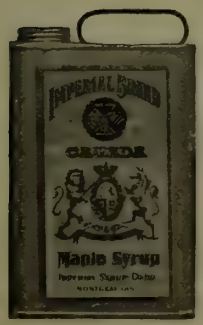
Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

"An attractive package and a dependable article."

The words a well-known grocer used in describing Imperial Brand Maple Syrup.



Agents,
ROSE & LAFLAMME, MONTREAL.

BATGER'S

Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

These are some of the reasons for its popularity.

ROSE & LAFLAMME,
Agents,
MONTREAL.

CEYLON TEA

Green and Black.

Ceylon **Greens** are coming to hand in condition which surpasses all previous seasons, and are rapidly outdistancing all rivals.

The grocer who values **quality** must give **Ceylon Greens** first place in his store or be left behind.

He who Hesitates is Lost!!!

Salmon packs this season are undoubtedly short.
Enterprising men are now fixing their orders.

If you Hesitate you will Miss Your Chance

RED SOCKEYES

"Nimpkish"
"Griffin"
"Sunset"
"Lowe Inlet"

COHOES

"Eagle"
"Golden Net"
"Harlock"
"Empress"

These brands are quality and show fine margin of profit.

The British Columbia Packers' Association,

VANCOUVER, B.C.

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
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CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Has stood the test of every climate.

Purest and best for all purposes.

The **ST. CHARLES CONDENSING CO.,** producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address: Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A. **FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.**

Christmas Candy.

Our representatives are now on their rounds with samples for the Christmas trade. Don't leave your order till the last moment. Let us have it now and it will be filled just when you want it.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. ***King and Bathurst Streets, TORONTO.***

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

HIGHEST AWARD, LONDON, 1893.

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

Pure White

and not tinted with blueing. Absolutely no blueing material whatever is used in the manufacture of

ST. LAWRENCE EXTRA GRANULATED

The crystals are clear and bright and of an even sized grain.

The St. Lawrence Sugar Refining Co., Limited,

MONTREAL.

MALAGA FRUITS.

CHOICE CLUSTERS,
BLACK BASKETS,
DEHESA CLUSTERS,
IN ¼ and ½ BOXES.

G and ATLAS PEELS, are brands of superior quality.

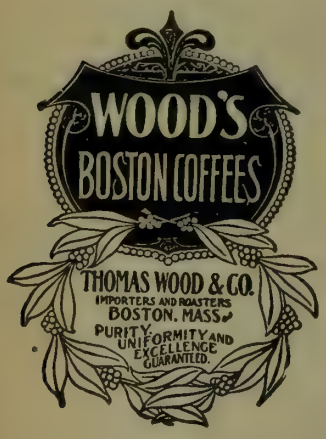
NEW ELEME FIGS, 2 inch, 2¼ inch and 2½ inch, in 10, 20 and 28 lb. boxes.

The above are only a few of the many attractive lines of seasonable fruits we have to offer the wide-awake grocer.

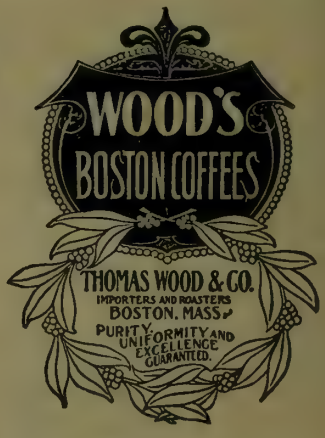
Orders by mail receive as careful attention and close prices as if given through our travellers.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.



WOOD'S COFFEES



They are thoroughly dependable.

No coffee vexations arise where this line is used.

THOMAS WOOD & CO.

Canadian Factory and Salesroom,

No. 428 St. Paul St., - - MONTREAL.

Special Sale of Currants

Half-Cases. Cleaned Abroad.

CANNED GOODS. We fill all orders in full and quarantee ***Tartan Brand*** quality.

TARTAN TEAS are a blend of the finest Ceylon and Indian Teas grown.

NEW ARRIVALS—Kippered Herring, Herring in Tomato Sauce, Domestic and Imported.

'PHONE AT OUR EXPENSE, OR WRITE

Market Sure to Advance. ORDER NOW.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

Pumpkin — Belleville, the best in Canada, we quote you at 87½c. Order quickly as we are selling freely.

Peels — GRAYS and BATGER just arrived.

Cocoanut — We have a shipment of Ceylon cocoanut almost at hand. Quality is very fine. Price, 12 cents.

Currants — Cleaned and uncleaned, all grades, spot and to arrive.

Teas — We have another shipment of Indian Blacks and Ceylon Greens just at hand.

Prices are advancing and you should buy now. It won't cost you anything to get our prices and we will quote you right.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main. / 870 " }

48 WELLINGTON ST. EAST, TORONTO.

THE MANUFACTURERS AND THE GREAT WEST

A Symposium of Some of Their Impressions Gathered During Their Recent Trip to the Pacific Coast.

MOST of those who took part in the transcontinental excursion of The Canadian Manufacturers' Association saw for the first time the Great West. That they were greatly impressed with what they saw no one will question. There were about 170 in the party. All but about 40 of these were men, and men of business. While pleasure was not ignored, the primary object of the excursion was to afford the members of The Canadian Manufacturers' Association an opportunity of gathering some idea of the vastness and realness of the Great West, and of studying the trade situation in that part of the Dominion. With a view to ascertaining what the impressions were that the journey had made upon the excursionists, "The Grocer" addressed a circular letter to each member of the excursion, on his return home. The questions submitted were :

QUESTIONS SUBMITTED.

FIRST—What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND—What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD—In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH—How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

All have not yet replied; but space forbids the publication in this issue of even all the answers that have come to hand.

Mr J. Hewton, Kingston Hosiery Co., Limited.

Question 1.—I was most impressed with the extent of the country, the great wheat fields, beautiful scenery, large deposits of coal and minerals, and the prosperous appearance of all the cities, towns and villages.

Question 2.—As regards the future of Manitoba and British Columbia, from a manufacturing standpoint, I think that after they get an addition to their population of say five millions or more, certain lines can be manufactured with advantage, but at the present time with their small population and the fact that a large number of people will be required for some time to develop the natural resources, labor will not be plentiful enough to do much in manufacturing, as they will have to compete with eastern manufacturers, who have a better supply of skilled labor.

Question 3.—I think that the eastern manufacturers have during the past been endeavoring to get as large a share of trade as possible and I see no better method than to put representatives in each centre who will be alert and look after the requirements of the country and keep their houses posted as to what is required to properly supply their wants. Also to see that freight rates are reasonable. There is no trouble for Canadian manufacturers to compete with the United States in all branches under fair conditions, but the tariff should be high enough to prevent United States manufacturers from making a dumping ground of this country and sending their surplus goods here after supplying their customers.

Question 4.—How can we best assist the people of Manitoba? This is a very important question and hard to answer in a direct manner. We can, however, do something by giving them our assistance in getting proper legislation and also in getting as favorable railroad rates as possible so as to enable them to market their products to the best advantage.

Secretary R. J Younge, of the Canadian Manufacturers' Association

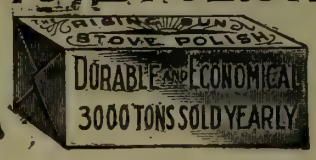
While one could not fail to be impressed with the magnificent variety of scenery, and the immensity of the territory, the business man is struck most forcibly by two outstanding facts: First—The tremendous possibilities of the West as a producing and consuming market, and secondly, the buoyancy and optimism of the people which prevails everywhere, from Winnipeg to Victoria. One sees on every side incalculable resources, and finds an unswerving faith in those resources reflected in the spirit which dominates the people.

Undoubtedly Manitoba and British Columbia will become great manufacturing provinces. Their great distance from the producing centres of the east, and their rich supplies of water power and raw material of various kinds will hasten their progress in many lines of industry. Already about $18,000,000 capital is invested in manufacturing in these two provinces. In British Columbia more than 71,000 people, or 40 per cent. of the entire population, are to-day directly supported by and dependent on the manufacturing industries, while in Manitoba 48,000 out of the total of 255,000 are similarly situated. I think it may be estimated with safety that the proportion of the manufacturing interests in the mining province will largely increase within the next few years, and while this can scarcely be expected on the prairies, the farming districts of the West are already alive to the benefits of having factories at their doors, and the manufacturers of both Canada and the United States are awakening to appreciate the West as an important field for active operation.

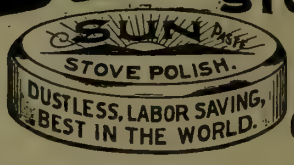
To secure a larger portion of the western trade Canadian manufacturers must take a deeper interest in the West. They must visit the country personally, study its needs, send their best travellers, and, above all else, send the right goods at the right prices. Many of them are already working on these lines. Their success is certain, for the West is dominated by a hearty Canadian sentiment. No Canadian manufacturer can afford to neglect the western market. Cultivated, it will, in many lines, become his best market; neglected, the trade will undoubtedly fall into the hands of his far-sighted, keen competitor.

To build up the West, and cement the bonds of union, commercially and nationally, between East and West, every citizen of the Dominion should see and learn as much as possible of the great western provinces and territories. A trip through the country will not only elicit the admiration of all Canadians, but will induce the investment of capital, and the establishment of business ties. It is safely estimated that 150,000 people have settled in the Northwest during the present year. These are our own citizens. We should not only welcome them, but by a careful study of

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



and SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

their difficulties and a willing assistance in solving them, they will be made to feel proud of their country and their fellow citizens. With our 3,000,000 square miles of territory, and our 5,000,000 population we must all recognize as Canadians, that—as a member of the recent touring party remarked—"Canada is too great, and the task committed to her people too stupendous, to allow her citizens to be disunited on any great national question."

Mr. Joseph Allen, British American Dyeing Co., Montreal.

In reply to your four questions regarding my impression of our Great Northwest, I would say to the first, from a business standpoint, I was astonished at the immense possibilities and certainty of expansion, and the alert business manner of the people, their true loyalty, and the unbending belief they show in their country.

Second: As a manufacturing centre: Our hurried journey through gave no time to look into the details for the necessities of a successful manufacturing centre. I certainly think they could manufacturemany things in Winnipeg to advantage.

British Columbia, I think, will have to wait for further developments.

In what way can manufacturers of the east secure a large share of the trade? Have good men resident there, as far as possible, where they can have a stock to reach the demands quickly.

How we can best assist the people of the West: First give them another transcontinental railway as quick as possible, assist them in any political grievance that they have, and show them by our sympathy and help that we are one people, Canadians.

Mr. E. D. Adams, Halifax, N.S.

First.—"What most impressed me from a business standpoint?"

I think that the universal hopefulness which seems to animate the people, made the greatest impression upon me. They are all optimists out there. As I heard somebody remark, "You cannot find a pessimist with a fine tooth comb." There seems to be something in the air which gets into one's blood. Then I was very much struck by the large scale upon which everything is done, and also with the high-class quality of the goods sold, even in the small towns.

No one could pass through those western provinces and territories to the Pacific coast without feeling satisfied that the business opportunities and possibilities are immense. I mean the term "business opportunities" to include the farmer, the mechanic, the miner and the professional man, as well as the trader and speculator.

The thought occurred to me that the time might come when it will be hard to find a market for all the wheat, but no one out there seems to be losing any sleep over that problem. Of course should this time ever arrive the farmers will have general farming to fall back upon.

As regards the relative merits of the principal cities visited, I think Winnipeg presents the greatest business possibilities. The opinion seems to be very general that it will eventually be "The" city of Canada. Personally, however, I think I would prefer to live in Vancouver or Victoria. Perhaps this is because they seem more like home to one who has lived all his life "down by the sea." Besides, the resources of the Pacific provinces are very great. Lumber, minerals, fisheries, shipping, etc., and, if all those fail, they still have farming and manufacturing left.

It seems hard to realize that the beautiful city of Vancouver has been built up in seventeen short years, and one can allow his imagination to run riot when fancying what it will be in fifty years from now.

Second.—"What is my opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?"

I see no reason why they should not, in time, manufacture a very large portion of the goods required for their own consumption, and in some lines for export also. Coal is to be found conveniently situated in many parts of Manitoba and the Territories, while in British Columbia, coal and minerals abound.

Third.—"In what way can manufacturers of the east secure a larger share of the trade of the Great West that now goes to manufacturing firms in the United States?"

First, by carrying stocks of manufactured goods in the principal centres, and, where this is not practicable, by having local agents. Of course in the latter case the delay in getting delivery and high freight charges, especially for less than carload lots, will always be a drawback. Also by taking pains to produce the exact article that the people want.

Fourth.—"How can business men of the East best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?"

I am afraid that I can give no very practical answer to this question. I suppose the investment of capital, and the sending out of competent energetic men will be found a means to that end; also by taking every opportunity to inculcate a national sentiment among our people.

And now, may I just say that while at present all roads seem to lead to the "West," will our people please remember that we also have some "good things" in the "East." By the "East" I do not mean Ontario and Quebec only, or chiefly, but away down in the Maritime Provinces.

Lucas, Steele & Bristol are now completing shipments of all their Aylmer Canned Goods and trust in the next week or ten days to finish shipments of Currants, Raisins, etc.

Their stock is now replete of all Foreign Goods and prompt shipment is guaranteed.

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

CLIMBING TO THE TOP

Jersey Cream Yeast Cakes

AND

Jersey Cream Baking Powder.

Every county in Ontario will be sampled with ***Jersey Cream Yeast Cakes.***

Every cake guaranteed. All old goods exchanged. We intend placing the date on each package, and advertise same, so no one will sell or **buy** Old Yeast.

LUMSDEN BROS., - - - Hamilton and Toronto.

Lovely Spanish AND Smyrna Fruits

at tempting prices. Now is the time to get in before our stocks are broken up.

Boxes "Rein's" Choice Clusters.
Boxes "Rein's" Choice Clusters, each 28 - 1s Cartoons.
Boxes "Rein's" Dehesa Clusters.
Boxes "Rein's" Cock Brand Shelled Almonds.
Boxes "Solari's" Eleme Figs, 10s.
Boxes "Solari's" Eleme Figs, 14-oz. Glove boxes.
Boxes "Solari's" Finest Figs, each 24 - 1s Cartoons.
Boxes "Solari's" Pulled * Magnum, extra choice, each 28 lb.
Boxes "Solari's" Imperial Sultanas.
Boxes "Solari's" Royal Sultanas.

JAMES TURNER & CO.

Wholesale Grocers, = = = = HAMILTON.

NEW EVAPORATED APRICOTS,
NEW EVAPORATED PEACHES,
NEW TAP. FIGS,

NOW IN STORE.

Thos. Kinnear & Co.,

Wholesale Grocers, - - 49 Front St. E., Toronto.

SPECIAL HOLIDAY OFFER

TO YOU

THAT YOUR FRIENDS
IN THE OLD COUNTRY
WILL APPRECIATE. . .

We will deliver to any address in England, Scotland or Ireland, a dozen or half a dozen of our Imperial Cheese without one cent of charge beyond the regular price. This is an opportunity to give your Old Country friends a holiday surprise with a delicious worthy Canadian product.

If you will forward us your card we will see that it is carefully packed in the case going to your friend.

Prices:—Individual size jar, $1.00 per dozen.

Small	"	"	2.40	"	"
Medium	"	"	4.50	"	"
Large	"	"	8.25	"	"

The above prices for the trade only.

ALL DELIVERY CHARGES PAID BY US.

Write address plainly to avoid mistakes. Make post office or express orders payable to

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED, - - TORONTO.

All orders should be in our hands by December 5th, so as to ensure delivery by Xmas.

HOW TO MAKE GOOD COFFEE.

COFFEES after they pass the fire and become roasted contain nothing injurious except what will be brought out by hard boiling more than five minutes, says Food and Drink.

All anyone in making coffee wishes to extract from the ground bean is the essential oil, which mingling with the boiling water produces the so-called coffee used at the table. By hard boiling you go farther and extract what you do not wish, the acid or alkaloid, which nature placed there to protect the germ from the ravages of insects during the process of reproduction. It is a well-known scientific fact that nature surrounds the germ of any seed with acids or alkaloids to protect it from insects or worms during the time which it is placed in the ground to reproduce or germinate again, and when by misuse you bring these down into your solution, you find the result bitter and unpalatable and condemn the coffee. Then also poor, aged cream will spoil any cup of coffee. The majority, in fact all, coffees are more or less acid, and combined with cream of course are very palatable, but let anyone who is under the impression that coffee is injurious to their system educate their taste to "cafe noir" or clear coffee, and they wi,l find it just what it is guaranteed to be, a light stimulant and decidedly not a detriment to any system, no matter how delicate. Combine the acid coffee with poor semi-sour cream and of course it curdles in the stomach and will produce harmful results. All grocers should provide themselves with special bags for their coffees with practical directions for making coffee and the care and cleaning of the utensils used, plainly printed on them.

A MILLION AND A HALF FROM APPLES.

Halifax advices place the average price netted by Nova Scotia orchardists this season at $3 per barrel, which will yield $1,500,000 to the apple growers of Nova Scotia, who are mainly located in Kings and Annapolis Counties.

Business Changes

ONTARIO.

THE stock of the general store business of Zotique Deshaitre, Rockland, was sold at 30c. on the dollar.

Addison Disher, general merchant, Merritton, has sold out.

John S. Wilson, grocer, Paris, has assigned to Wm. Watt.

W. C. W. Burns, grocer, Meaford, has assigned to James Lumbers.

The assets of the general store business of J. W. Desjardins, Plantagenet, are sold.

Andrew Apostle, grocer, Sault Ste. Marie, has assigned to Count Von Ohienhausen.

BRITISH COLUMBIA.

J. A. Rausch, grocer, Victoria, is out of business.

E. T. Johnston, general merchant, Castlegar, has sold out.

QUEBEC.

James O'Dea, grocer, Montreal, has registered.

N. A. Campbell is starting a general store business in Buckingham.

A. Chouinard, general merchant, Griffin Cove, has effected a compromise.

James M. Collins, East Farnham, is offering his cheese factory for sale.

P. H. Durocher, wholesale and retail grocer, Hull, is offering to compromise.

The assets of the general store business of M. Goldenberg, Grand Mere, were sold.

The assets of the general store business of G. A. Biron & Co., St. Telesphore, are sold.

The assets of the grocery business of Beaudette & Co., Quebec, were sold on the 5th inst.

The assets of the grocery business of L. Beaulieu & Co., Montreal, will be sold November 6.

The assets of the general store business of Jean Simard, Chicoutimi, will be sold on the 6th inst.

The assets of the general store business of J. L. Thibaudeau & Co., Quebec, were sold on the 3rd inst.

The assets of the grocery and liquor business of Pagnuelo Freres, St. Hyacinthe, have been sold.

The assets of the general store business of Joseph Ayotte, St. Marc des Carrieres, were sold on the 4th inst.

The stock of the general store business of L. P. Caron, St. Michel (Bellechase County), were sold at 32c. on the dollar to G. Rochette.

Longtin, Frere & Co., wholesale and retail grocers and liquor dealers, St. Johns, has assigned; a meeting of the creditors will be held on the 7th inst.

MANITOBA AND N.W.T.

T. Davis, grocer, Winnipeg, has sold out.

George Kimball, general merchant, Fort Saskatchewan, is selling out.

G. E. Dalman, general merchant, Selkirk West, is consulting creditors.

A. C. Beach, general merchant, Craven, has sold his implement business to George Haffner.

Creditors are in possession of the general store business of S. Lebedinsky, Carman.

Steinberg Bros., general merchants, Rosenfeld, were burnt out; covered with insurance.

S. A. Grimond, general merchant, Shepard, was burnt out and will not continue the business.

Joseph Whitelaw, grocer, Edmonton, has admitted Cuthbert Nairn to his business as partner.

T. A. Hatfield, general merchant, Calgary, sufffered loss by fire, but was covered with insurance.

Thorburn & Sons, Limited, general merchants, Broadview, have sold their business to J. M. Closson.

Hastings & Musgrove, general merchants, Estevan, have dissolved partnership, and F. J. Musgrove will continue the business.

UPTON'S

JAMS, JELLIES,

—AND—

MARMALADE.

YOU CAN INCREASE YOUR JAM AND JELLY TRADE BY HANDLING THE RIGHT STUFF. UPTON'S IS IT.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

IN STOCK

NEW

SEEDED

MUSCATELS

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO,

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

THE DEVELOPMENT OF THE TINNED MEAT TRADE.

"THE quantity and quality of canned meats on the Canadian market at the present time is 'legion,'" said a prominent Toronto grocer and dealer in produce in a recent interview. "I can remember well when such toothsome preparations as potted chicken and jellied tongue were an unknown quantity in Toronto. That isn't so very far back, either. Forty years ago staple articles like canned and dried beef were still in their natural state—in other words, they were alive in the flesh.

"The only lines of canned goods on the market in the early fifties were prepared mushrooms, peas and sardines, which were imported from France to supply what was then the fancy trade in the larger cities of Canada. It was considerably later than this that salmon canneries began to do an extensive business in British Columbia, and canned salmon retailed at the alarming price of 50c. a tin. Canned vegetables are scarcely out of their teens: the daughters of Canadian pioneers ran their own canning factories.

"A few years ago we began to import canned soups and meats from England, and, until recently, the English article carried off the palm par excellence in Canada. Somehow or other English soups have gone out of fashion, perhaps because they were so expensive, and, further, had a big import duty tacked on. At any rate Canada and the United States now practically have this market to themselves. Canadian and American soups have taken on. We import yearly an enormous quantity of canned soup from New York, and at the same time are proud of the fact that we manufacture one or two brands at home which compare favorably with anything prepared in America or out of it.

"A fad that has already reached alarming proportions is for meat-pastes, popularly known as meat-loaves, viz., ham, veal, tongue, chicken, etc., to infinity, first introduced by Crosse & Blackwell, England, but now prepared all over the country.

"My own impression is that these meat-pastes everyone is buying are practically the same article as we used to sell under such plain, old-fashioned names as jellied tongue, etc. I have an idea that the popularity of this class of goods will be short-lived. It will simply be a repetition of the history of the bicycle. Everything conceivable has already been made up into meat-pastes and manufacturers will have to wait now for a new species of the animal creation to appear."

In answer to the question, "How do you select for your trade a particular line of meat-pastes from the galaxy of probably good, bad and indifferent lines submitted by a travelling man?" the answer came: "I generally let some one else do the introducing, and so avoid the risk of imposing an inferior article upon my customers.

"You ask me about displaying such-and-such a line of goods. In the up-to-date grocery store everything has its place: It simply happens because the demand is so great that tinned-meats occupy a prominent position on my shelves."

"Is there any truth in the assertion that Canada as a rule gets cull salmon from British Columbia while the picked article goes straight through for the export trade?"

"It may be true as an exception to the rule, but not otherwise. Canadian merchants not only supply the cheaper lines but also find a home market for large quantities of the choicest sock-eye salmon, prepared in such brands as the 'Horseshoe' and 'Clover Leaf' flats."

Loss of Weight in Eggs.

THE newly-laid egg is entirely filled with yolk and white enveloped by a fragile shell, remarks an exchange. It is at this moment that it possesses its highest alimentary qualities, but the calcareous shell is provided with pores, through which is soon established a cross circulation of water and microbes. The water leaves the albumen and passes to the exterior in the form of vapor, while legions of bacteria enter and fill the air chamber formed by evaporation. This causes the egg daily to lose, on an average, half a grain of its weight. We can assure ourselves of this by immersing it in a quart of water containing four ounces of salt. On the first day it will descend to the bottom; on the second it will not sink to so great a depth; on the third, it will remain near the surface; and, beginning with the fifth, it will project above the surface so much the more in proportion as it is older. Such behavior of the egg in salt water, may, up to a certain point, be used as a means of control. The loss of weight would not be of so much importance if it did not keep pace with the entrance of microbes.

Cattle Embargo Condemned.

At a conference of the Scottish Chambers of Agriculture recently, in Edinburgh, Mr. P. L. Gray moved—"That in the opinion of this conference it is desirable in the interests of agriculture and of the people in this country generally, as also in the interests of the loyal colony of Canada, that the Cattle Disease Act of 1896 should be so amended as to permit the importation of Canadian store cattle." That Act, he held, was passed under the belief, which was afterwards shown to be erroneous, that pleuro-pneumonia had been brought to this country by Canadian cattle. There were no cattle healtbier than Canadian, and he argued that the embargo was now maintained only to please the Irish and a few of the large breeders in this country at the expense of the feeders of stock and the people generally."

After some discussion the motion was carried by a large majority.

Demand for Canadian Butter.

An Associated Press despatch from London on Monday says the demand for Canadian butter shows no signs of diminishing, and there is a more active demand for saltless. The demand for cheese is only moderate. Owing to their large stocks, London buyers are endeavoring to fill their requirements at reduced figures.

Dairy Experts Meet.

Canadian dairy experts are in conference at Ottawa this week. Among the matters under discussion are the proposals to quote the price of cheese and butter in tenths of a cent rather than in halves, quarters, eighths and sixteenths, as at present; and to make a third grade to butter and cheese. At present there are but two, finest and under finest.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

MINCE MEAT

We are pleased to tell you that our sales of Mince Meat are larger than ever. We regret some little delay in shipping orders, owing to the non-arrival of Choice California Raisins. These are now to hand and we can fill all orders. We say our Mince Meat is the finest on the market. Try it and see for yourself.

PUT UP IN

Kegs, 70 lbs.
Pails, 5, 12 and 27-lbs. each.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing; nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. **54 Noble St., TORONTO.**

Waterloo Broom & Brush Co., Limited

WATERLOO.

Manufacturers of

Fine Whisks, Brooms, and Brushes

We want your trade, and if your name is not on our travellers' list, let us know and we will send our quotations or have a man call at earliest opportunity.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

Cheese Markets.

London, Ont., Oct. 31.—Fifteen factories offered 3,421 boxes. One lot of 165 boxes sold at 10½c. Bids, 10⅜c. to 10⅝c.

Belleville, Oct. 31.—At the meeting of the Cheese Board to-day 2,930 boxes of white cheese were registered. Watkin got 335. Hodgson 130, Cook 120 at 10½c. Same offered for balance.

Watertown, N.Y., Oct. 31.—Cheese sales: Five thousand at 10¾c. for large and twins; 11c. for small single.

Cowansville, Oct. 31.—Thirty-seven factories offered 1,946 boxes of cheese. Nineteen creameries offered 786 boxes of butter. Cheese sold at 10⅜c. to 10½c.; butter at 21c. to 21½c.

THE PROVISION MARKETS.

Toronto.

Provision men still report that they are unable to keep up with orders for cured and smoked meats. Hams and long clears are especially in demand. Barrel pork on the other hand is not in active demand and shows a decline of from 50c. to $1 per barrel. Lard is dull and low in sympathy with the bottom prices in the United States, and the absence of export demands. We quote:

Long clear bacon, per lb	$ 0 10	$0 10½
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb	0 10½	0 11
Medium hams, per lb	0 14	0 15
Large hams, per lb	0 12½	0 13
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	....	0 15
Heavy mess pork, per bbl	7 00	18 00
Short cut, per bbl	10 00	20 50
Shoulder mess pork, per bbl	26 00	16 50
Lard, tierces, per lb	10 08⅜	0 08⅝
" tubs "	0 08⅜	0 08⅝
" pails "	0 08⅝	0 09⅛
" compounds, per lb	0 07⅞	0 08⅜
Dressed hogs, light weights, per 100 lb	7 25	7 50
" heavy "	7 00	7 25
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

Montreal.

The market for hog products has been rather dull during the week, but Canadian bacon and hams are in good demand on the English market. We quote:

Heavy Canadian short cut mess pork	$18 50	$20 00
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 13	0 14
Hams, per lb	0 12½	0 13

An advance in lard will be noted:

"Boar's Head" brand	0 08⅜
Carloads, less	0 00⅛
20-lb. tin pails, tierce basis	
Half-bbls., over tierce	0 00½
60-lb. tubs, "	0 00½
20-lb. wood pails "	0 00½
10-lb. tins, "	0 00⅝
5-lb. tins, "	0 00¾
3-lb. tins, "	0 01

Wood net, tin gross weight—

	Wood.	Tin.
1 to 25 pails	1 78	1 68
26 to 49 pails	1 76	1 66
50 pails and over	1 72½	1 62½

St. John, N.B.

This has been an unsatisfactory line. In barrelled pork there was quite a rapid advance, which at once changed to a falling market. This unsettled buyers. Beef has ruled more even; there has been a fair sale. Quite a quantity of domestic mess pork is now offered and preferred here. The very low price of lard is a surprise. This is another line in which holders have been disappointed. In fresh meats values are unchanged; there are ample supplies. Very little veal is offered. Mutton shows a very light sale. Pork continues rather easy, with supplies not large. Lamb is freely received. We quote:

Mess pork, per bbl	$17 00	$19 00
Clear pork "	18 00	21 00
Plate beef "	13 00	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07	0 09
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb "	0 06	0 07
Pork "	0 07	0 07½
Hams "	0 13	0 15
Rolls "	0 12	0 14
Lard, pure, tubs "	0 09½	0 10
" " pails "	0 09¾	0 10½
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09¾
" Fairbank's refined, tubs, per lb	0 09½	0 09¾
" " pails "	0 09¾	0 10

DAIRY PRODUCE.

Toronto.

BUTTER.

The market for butter is featureless. There are very light stocks, light receipts and not much demand. The outcome is uncertain. For creamery alone is there any interest shown. Some of the Summer creameries have shut down and the Winter ones have not yet begun making. We quote:

	Per lb.	
Creamery prints	0 22	0 23
" solids, fresh	0 21	0 21½
Dairy rolls, large	0 16	0 17
" prints	0 17	0 19
" in tubs, best	0 [illegible]	0 17
Under qualities	0 [illegible]	0 14

CHEESE.

The tone of the market is still easier this week, but holders are unwilling to deal on present basis and it is hard to buy cheese at figures offered. We quote:

	Per lb.	
Cheese, large	0 11½	0 11¾
" twins	0 12	0 12½

Montreal.

BUTTER

The market continues firm in all lines. More attention is being given this week to dairies, which have advanced considerably. Fresh creamery is quoted at 21½ to 22c.; Summer goods, 20 to 20½c.; dairy, 17 to 18c.

CHEESE.

The market remains steady at the recent advance, 10⅜ to 10½c. being the ruling price on the boards. Locally the market remains firm, the trade as usual being confined principally to the 20-lb. Quebec cheese, fresh selling at 11½ to 12c.; Summer goods, 13c.

St. John, N.B.

BUTTER

In dairy butter there are ample supplies. Demand is quite good, but prices, except for really first-class stock, keep quite low. Creamery is in rather better demand, and full prices are asked. We quote:

Butter, creamery prints, per lb	0 22	0 24
" creamery solids (fresh made), per lb	0 20	0 22
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 17	0 19

EGGS.

It is quite difficult to get stock. There is a rather better sale. Quality of stock offered is good. Prices tend rather higher and the market is firm. We quote:

Eggs, new laid, per doz	0 20	0 22
" case stock, per doz	0 18	0 19

CHEESE.

The market seems hardly as firm as last week. Prices are still high. Stock held in this province is not large. Twins for local market are rather scarce. We quote:

Cheese, per lb	0 12½	0 13

There is no use talking—the only way you can win and keep trade is by selling the best goods.

Blue Ribbon *Ceylon* Tea

is the best tea on the market, and the rapid and steady increase of the demand indicates the public's appreciation.

Push the Red Label Brand. Each Grocer our agent.

Your customers' interests are your own—sell them the best goods.

The hold that **Magic Baking Powder** has taken on the public is simply **marvelous,** an increase of nearly **200** per cent. last year; this in the face of the large number of baking powders on the market proves clearly that

Magic BAKING POWDER is the popular Canadian Powder.

"The Light of the Kitchen."

FOR SALE BY ALL JOBBERS.

Do you handle it? If not, order trial lot.

E. W. GILLETT COMPANY LIMITED

London, Eng. TORONTO, ONT. Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

IT seems impossible that one could visit Calgary without carrying away a favorable impression of it. Surrounded by the rolling prairie and the rushing Bow and Elbow rivers, with the snow-capped Rockies seemingly only a few hours walk to the west, Calgary, while not like a city upon a hill, is indeed prettily situated. The day before we had spent amid rain and mud, and Calgary looked doubly pleasing in the bright sunshine which was beaming upon her on the morning that our train steamed in from the north. "Calgary looks like a smiling maiden one would like to embrace," I remarked to a bachelor friend of mine. "That's so," he replied, "but I would

A Group from Car 3.

rather embrace a smiling maiden." Calgary has excellent stone quarries in her vicinity and these have been well utilized in the erection of the business blocks which adorn the main streets. The interiors of the stores, as well as the exteriors, are attractive, and would not suffer by comparison with those in any city in Ontario or Quebec. Like all western towns, Calgary is ambitious and the members of our party were well supplied with literature to assure us of the great possibilities that are in store for the busy little place. The people of Calgary are people who act. At present they are possessed with the idea that their town is favorably situated as a wholesale point for distributing merchandise, and ways and means are being devised for making it so. One thing that interested us during our brief stay in Calgary was the number of Indians mounted on ponies that we saw on the streets of the town. We never saw as many Indians in one place during the whole of our journey. They were small in stature and lacking in intelligence, but they were always active in getting out of the way of the kodak fiend, "one of whom I am which."

* * *

When crossing the prairie, by train at any rate, one does not see the bleached bones of the buffalo that the guide book so vividly describes. But while the trans-continental traveller does not see bones, flesh or hides of the buffalo, there are not wanting evidences of the day when that lordly monarch roamed the prairie. These evidences are the buffalo trails and buffalo wallows, which are to be seen in every direction. These trails are pathways, not at most more than a foot wide and two or three inches deep. But though no buffalo has trod them for a score of years they were trod so well that time has not effaced them. And the traveller on the swiftly-moving train has no difficulty, after they have once been pointed out to him, in discerning them as they cross and recross each other like a huge piece of network over the prairie leading to and from water-ways. The wallows, the half-moon shape indentations which the buffalos had made in the prairie while in the act of rubbing off in the Spring their Winter garments, covered the prairie everywhere. To-day, where a couple of decades ago were to be seen herds of buffalo which for number could not be counted, are scattered herds of healthy-looking cattle, fattening themselves for the markets of Eastern Canada and Great Britain. Occasionally one finds an odd steer or so chewing its cud in the wallow which some industrious buffalo had formed in the prairie surface probably a generation or more ago. And thus is the old giving place to the new throughout the Great West. Many thousand cattle now reign where buffalo roamed, and by and by, as the Great West becomes more thickly populated, domestic cattle will exceed in number the wild buffalo that once held sway on the prairie, providing the Indian with his meat and a good deal of the material which contributed to the comforts of his home, such as it was. In some parts of the Great West, however, ranching has reached its limit. This is not due to any falling off in the possibilities of the country, but due to the fact that as the Northwest becomes more settled individual farms become more numerous and the agricultural industry is not confined to raising live stock. As one husky-looking man in McLeod remarked to a couple of us who were conversing with him: "You don't see much ranching after barb wire fences begin to be put up." Besides cattle, one when crossing the prairie frequently sees droves of horses, which temporarily stop feeding as the train approaches, and gallop off with tails elevated and mains flowing in the breezy prairie air. The horses which one sees grazing on the prairies are fine, substantial-looking animals as a rule, much more in fact than I had expected

Excursionists Buying Out Hamelin Bros.' Store at Napinka, Man.

to see. Twice a year the cattle and horses which range the prairie are rounded up and branded; and the animal which hereafter bears his owner's peculiar mark is as safe as though he were cooped up in a narrow field in Eastern Canada.

* * *

Writing about Buffalos calls to my mind the fact that the buffalo is not exactly as extinct on the plain as a short time ago he was supposed to be. It has been learned within a comparatively recent period that away up north on the Lone Lands is a herd of about 350. While in Edmonton I met a trader from the far north who is well acquainted with this herd. At any rate he sees it at least once a year. "But," said he, in reply to a question of mine, "the number seems to keep about the same. The wolves kill the calves and that prevents the herd from multiplying as it otherwise no doubt would."

(To be continued).

THE EBY, BLAIN Co. LIMITED

A few "Seasonables"

NEW GOODS
FOR PROMPT SHIPMENT.

CURRANTS

UNCLEANED—Fine Filiatra, Fine Amalias, Cas. Patras, Vostizza, Ex. Fancy Vostizza. Cases and Hf.-Cases.

CLEANED—Our brands of Cleaned Currants are the standards on the market—the cleanest and best. We have the largest and most modern cleaning plant in Canada.

GET OUR QUOTATIONS.

FIGS

COMMADRE—Tapnets. First shipment in store, Choice Quality.

ELEME—In 10, 25, 40 and 50 lb. Boxes and 12 and 16 oz. Glove Boxes.

OUR QUOTATIONS ARE LOW.

RAISINS

MALAGA—We have a full line in Boxes, Qr. Flats and 1-lb. Cartons. Place your orders before the assortment is broken.

OUR VALUES WILL BRING YOUR ORDERS.

VALENCIA—F.O.S., SELECTED AND LAYERS. We bought when the market was lowest.

OUR QUOTATIONS ARE RIGHT.

CANDY

ENGLISH SPECIALTIES—Four lines, put up in 7-lb. Boxes. Will sell at sight.

DON'T DELAY ORDERING.

WHOLESALE IMPORTING AND MANUFACTURING GROCERS—TORONTO

PERSONAL MENTION.

Mr. D. B. McRae, representing The Wilson-Lytle-Badgerow Vinegar Co., Limited, Toronto, is a visitor to the Montreal trade this week. Asked as to trade throughout his district, he reported that it was splendid.

Mr. D. W. Douglas, general eastern representative of E. W. Gillett & Co., Toronto, was in Montreal during the past week in the interests of his company. Mr. Douglas reported good sales and business prospects of the best.

Mr. T. S. Corrigan, of The Pure Gold Mfg. Co., is confined to his home in Toronto through an attack of typhoid, contracted during his recent trip to the Upper Lakes. Mr. Corrigan had just returned from a most successful trip when the symptoms of fever developed.

Mr. A. Suter, representing Crosfield, Lampard, Clark & Co., is at present making a tour of Northern New York, Ohio and Pennsylvania, visiting the larger cities, in order to further establish the business of his house for the sale of Ceylon teas.

Mr. Fred Godard, St. John, N.B., has been appointed agent for Chinese Starch for the City of St. John and the Province of New Brunswick. Mr. Godard's office is at 38 Water street, St. John, where all inquiries and orders will receive prompt attention.

A visitor to the Montreal offices of "The Canadian Grocer" this week was Mr. F. W. Hudson, president of The Canada Brokerage Co., Limited, 48 Wellington street east, Toronto. Mr. Hudson spent several days among the trade in Montreal in the interests of his company, whose business, he stated, was growing in a most satisfactory manner.

Mr. Geo. W. Baines, of The Preston Metallic Roofing Co., was in town this week looking after the growing interests of his firm. Mr. Baines, who represents his house throughout Ontario, Quebec and the Maritime Provinces, is a firm believer in the efficacy of advertising, and was kind enough to say that a large contract obtained by him in Sydney, C.B., was directly attributable to an advertisement his customer had seen in "The Canadian Grocer." Business must have been good with Mr. Baines, as when "The Grocer" saw him he was full of glowing accounts of good business.

Mr. W. Kearney, of J. & W. Kearney, tea merchants, Montreal, is on a visit to Plattsburg, N.Y., and other points in that district, combining pleasure with business.

A caller at the office of "The Grocer" in Montreal this week was Mr. C. M. Davis, of the late firm of Davis & McKenzie, Larose, Que. Mr. Davis is an old subscriber and friend of "The Grocer," and looks forward to its weekly appearance with pleasure—in fact, if it does not reach him regularly and promptly, he does not feel satisfied. Mr. Davis' good opinion of "The Grocer" is appreciated.

A JAPANESE DIPLOMA.

W. Boulter & Sons, canners, of Picton, Ont., have received from the authorities of the Osaka Exhibition in Japan a certificate or diploma in acknowledgment of their exhibit of canned goods at the above exhibition. The document is in the Japanese language and is accompanied by a translation in English.

A THRIFTY DRUGGIST.

The representative of a large toilet soap manufactory of Chicago narrates that on a recent visit to a town not a hundred miles from Owen Sound he sold a bill of soaps to a prominent druggist with the promise of a number of free samples for distribution among his customers. On going out of the door the druggist told him not to forget the latter, as he sold the larger cakes for 10c. and had no trouble in getting 5c. for the samples.

CHAT WITH A LARGE ENGLISH GROCER.

MR. GEO. DUDENEY, head of the large retail grocery and catering establishment of Dudeney & Johnston Limited, Bedford, England, was a caller at the Toronto office of THE CANADIAN GROCER last Friday. Like so many English business men Mr. Dudeney is taking a flying trip through Canada and the United States. He landed in Montreal on the 23rd of October, and from Toronto goes to Niagara Falls, Detroit, and Chicago and returns via New York.

Bedford is a city of 40,000 population, and Mr. Dudeney's firm have a system of eight stores. In the course of conversation he expressed himself as finding Canada away above his expectations. He was particularly struck with Eaton's departmental store in Toronto. He had been in the large stores in London and had never seen such a driving business elsewhere.

He did not think that our grocery stores, however, compared favorably with those of England, especially in the matter of window dressing and stock-keeping. In England this is an art. Assistants are trained up to it, and a first assistant is expected to be an expert window dresser. From what he had seen he thought English assistants were smarter than those in Canadian shops. They no longer had the apprentice system in England, but they generally took assistants for three years at a progressive wage. A lad started in to learn the grocery business, and for his first year got his board alone, the second year board and 5s. per week and the third year board and 10s. a week. A first-class assistant received as high as £3 per week. By their system the assistant received a very thorough training. He did not see how a man could learn much in one of our departmental stores, confined largely to one small department.

Mr. Dudeney had been in business for thirty years, and in that time had seen great changes. One of the most noticeable was the disappearance of the cutting system. They used to cut on sugar and make up on tea. That was now done away with, and every article sold on a profit. The Grocers' Association had done much to bring this about. Two years ago an association had been formed in Bedford, and by meeting together and talking matters over, an understanding had been reached not to sell any article under cost. Sugar was the first article to be put on a proper basis. They had written to the large London stores which had branches in Bedford, and all had agreed at once, and a more friendly feeling all round had subsequently been developed. A feature which was growing, but in his mind ought not to be encouraged, was the custom of manufacturers fixing the minimum price at which their goods might be sold.

In reply to a question as to Canadian produce in England, Mr. Dudeney replied that it did not come up to the standard of the Danish produce. Danish butter was always of uniform quality, and while the best Canadian was equal to the best Danish, ours was not uniform. A serious disadvantage under which Canadian butter labored was that it came in cold storage and deteriorated on being exposed. On the other hand, Danish butter shipped on Wednesday or Thursday would be in his store in Bedford Saturday morning. He believed that food given the cows had much to do with the quality of butter. In Denmark special attention was paid to this. Holdings were small; the cows were tethered, and were thus unable to browse on noxious weeds. They get no first-class butter from around Bedford. Farmers would not attend to proper feeding. Devon butter brought about the same price as Canadian.

Our bacon was not quite up to the Danish article. Here, as well as in the case of butter, he believed the secret lay in the feeding. At times our bacon brought the same money as Danish, but mostly not. Our bacon was rather too salty. Mild brands were in demand at present. The better classes used the Irish and Danish bacon, while ours was sold to the poorer people.

Our cheese had very much improved of late. A few years ago there were several grades of Canadian cheese. Lately, however, he had seen nothing but first-class Canadian cheese. Had there been other arriving he would certainly have known of it.

In carrying on his business Mr. Dudeney said that the cash system was adhered to as much as possible, but it was found impossible to make it an invariable rule. He believed in advertising, and used various means. The local papers were given a share, but besides this he issued quarterly illustrated price lists in booklet form, which he found very useful.

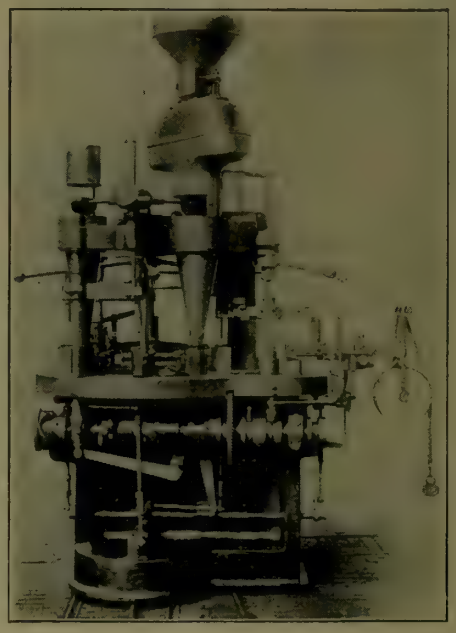
This is Mr. Dudeney's first trip to Canada, but he has been so pleased with what he has seen here that he promises himself a more extended visit later.

ENLARGED PREMISES.

The Bennett Mfg. Co., of Pickering, Ont., manufacturers of store fittings and shelf boxes, owing to the steady and rapid growth of their business have been compelled to seek larger quarters. They are now in a position to fill all orders.

TEA WEIGHING MACHINE.

The accompanying cut shows a new automatic weighing machine for tea, coffee, cereals and the like, just perfected in Paris, which represents the materialization of English ideas by French engineering and mechanical genius. In 1900, while in charge of the Ceylon tea exhibit at the Paris Exhibition, Mr. R. Valentine Webster conceived the idea of such a machine and turned over the commission



Tea Weighing Machine.

to a French engineer whose efforts are embodied in the machine herewith represented.

Packages of one-quarter, one-half or one pound are made. The paper is taken off the roll to the right, cut the required length, folded into the bag and gummed. At the same time the tea is let down from the hopper above, weighed, dropped into the bag, shaken down, the package sealed and labeled, all at the rate of 10 a minute. The first machine is now working at 1 Rue Caumartin, Paris, and will be put on the market next year.

NOT A SUCCESS.

The Consolidated Grocers of America, organized in February last with a capital of a million and a half, and proposing to control the leading retail groceries of the United States, has not proved a financial success and will go out of business.

Insist on getting GILLETT'S GOODS.

SEND IT BACK AND IF THAT DOES NOT HAVE THE DESIRED EFFECT, BUY YOUR GROCERIES FROM SOME OTHER CONCERN.

RETAIL GROCERS—THE ABOVE ADVICE REFERS TO INSTANCES WHERE YOUR WHOLESALE GROCERY HOUSE SUBSTITUTES SOMETHING WHERE GOODS OF OUR MANUFACTURE WERE ORDERED.

A FIRST-CLASS HOUSE WILL NEVER BE GUILTY OF SUCH A THING.

RETURNED
MAY 6 1904
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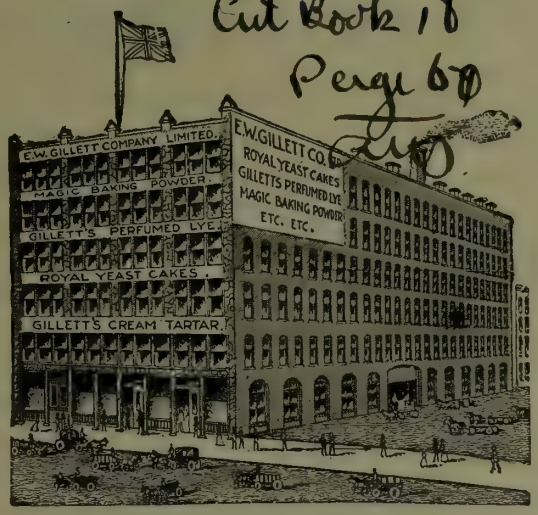
MAGIC BAKING POWDER.

GILLETT'S PERFUMED LYE.

IMPERIAL BAKING POWDER.

GILLETT'S CREAM TARTAR.

MAGIC BAKING SODA.



GILLETT'S WASHING CRYSTAL.

ROYAL YEAST CAKES.

GILLETT'S CAUSTIC SODA.

CREAM YEAST CAKES.

GILLETT'S LAUNDRY BLUE.

ESTABLISHED 1852.

There is a lot of substituting being done and you should not hesitate to follow our advice.

Your Customers Want Gillett's Goods and it will pay you to be in a position to fill their orders. We create the demand and you make large profits and have no trouble.

BY ALL MEANS send back the substituted article at expense of Shippers.

DO NOT BE IMPOSED ON. The margin made by the jobber on the cheap stuff may be a little better, but have them understand you do not want it.

We have the largest, cleanest and best equipped factory of the kind in British America.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

WARNING

Infringement of Trade Marks...

It has recently been brought to our notice that certain firms, other than ourselves, are putting on the market extracts branded "**GREIG'S**" and "**CROWN.**" In order to protect ourselves and our customers, we hereby notify all interested, that firms selling extracts thus labelled other than those manufactured and sold by the **Greig Mfg. Co., Montreal,**

Are Liable to Prosecution under the Trade Marks Act

for so doing, as both names are our property, and protected by registration and copyright.

Yours faithfully,

The Greig Manufacturing Co.

Montreal.

October 27, 1903.

Here is a Bargain

2,000 BOXES F.O.S. Valencias
Trenor and Arguimbau, 1902 Crop.
In first-class condition; kept in Cold Storage, **4¾c.**

100 CASES "JONAS'" Assorted Flavors Syrup,
in fancy decanters **only, $3.00** dozen.

NOW IN STORE

1,000 Tapnets **NEW** COMADRE FIGS.
First lot of the Season. Choice Quality.
Another shipment due in a few days.

316 CASES (140 lbs. each, equal to 1,000 crates)
SPANISH ONIONS. All sound fruit.

ASK FOR OUR PRICES, THEY WILL INTEREST YOU.
WE CAN SAVE YOU MONEY. WE ARE SELLERS.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, = MONTREAL.

Importers of TEAS, WINES and LIQUORS.

Distributing Agents for
"UBERO" Coffees.

Sole Agents for
"DUBONNET" Tonic Wine.

Montreal, Nov. 3, '03.

Francis H. Leggett & Co.'s FAMOUS LINE OF OLIVES in Bottles and Bulk.

Style A. Patent | Style B. Phila. | Style C. New Mould | Style D. Fch. Oval | Style E. Screw Top | Style F. Safety Valve | Style G. Cylinder | Style H. Manhattan | Style I. Jug | Style J. Cherry | Style K. Pear

CONCERNING OUR OLIVES.

The Olives we pack are products of the most favored Olive gardens of the world, imported direct in original casks and bottled by ourselves. The high degree of excellence attained in our Olives is due to the selection of perfectly sound and ripe fruit, and to the process of preserving them. There are—as in all fruits—many varieties, but **PREMIER** Olives are, at the prices quoted, the highest attainable standard of excellence.

Style L. Pickle | Style M. Chow

IMPORTANT EXPLANATORY NOTES.

These illustrations meagerly suggest our styles of packages. By no means do they do justice to the beautifully labeled and foil-capped originals. Below we quote table of prices remarkably low for the qualities offered. We also present below, for the convenience of our customers, who handle Bulk Olives, reproductions direct from the original fruit, showing exactly the size of the Olives we furnish. The figures under each size of Olive indicate the number of Olives to a kilo weight (2 1-5 lbs).

PREMIER.		FRANCIS H. LEGGETT & CO.				PREMIER.							DESCRIPTION OF PACKAGES. Prices are Per Dozen.			FRANCIS H. LEGGETT & CO.'S NABOB BRAND							IDEALS.		
Crescent.	California Ripe.	MANZANILLA OLIVES.				FINEST QUEEN OLIVES.										EXTRA QUEEN OLIVES.								QUEEN OLIVES	
French.	Large.	Extra.	Cal. Olives Pitted.	Tri-Olives. Assorted Stuffed	Stuffed with Spec. Peppers.	Stuffed with Spec. Peppers.	XXX. Pitted.	Queenzanilla stuffed with Olives	No. 1.	No. 2.	No. 3.	No. 4.	No. 5.	Style see Cuts.	Gross Weight.	Contents of Bottles.	Contents of Cases.	No. 1.	No. 2.	No. 3.	No. 4.	No. 5.	No. 6.	Chico.	Manzanillas thrown in.	No. 1	No. 2	No. 3
1 15	1 15	85	1 05	95	95	1 35	1 20	1 30	—	—	1 65	1 60	1 50	A	25 lbs	4 oz.	2 doz	—	—	1 05	1 00	95	85	95	75	—	—	—
1 50	1 50	1 10	1 35	1 40	1 40	1 75	1 60	1 70	—	—	1 65	1 60	1 50	A	29 lbs	6 oz.	2 doz	1 40	1 35	1 30	1 25	1 20	1 15	1 10	90	1 15	1 05	—
1 85	1 85	1 35	1 60	1 70	1 70	2 20	1 95	2 10	2 60	2 30	2 00	1 90	1 80	A	32 lbs	8 oz.	2 doz	1 70	1 65	1 60	1 50	1 45	1 40	1 35	1 05	1 40	1 30	—
2 20	2 20	1 50	1 95	2 05	2 05	2 60	2 30	2 45	3 15	2 80	2 40	2 30	2 15	A	41 lbs	10 oz.	2 doz	2 05	1 95	1 90	1 75	1 70	1 65	1 55	1 25	1 65	1 50	—
2 90	2 90	2 35	2 40	2 55	2 55	4 60	4 05	4 35	5 65	5 05	4 80	4 05	3 80	A	55 lbs	18 oz.	1 doz	3 55	3 45	3 35	3 10	2 95	2 85	2 65	2 15	2 85	2 60	—
5 75	5 75	3 75	4 95	5 20	5 20	6 90	6 05	6 50	8 45	7 55	6 40	6 00	5 60	A	82 lbs	28 oz.	1 doz	5 25	5 05	4 85	4 45	4 25	4 05	3 80	3 05	4 05	3 70	—
6 85	6 85	4 25	5 90	6 15	6 15	8 25	7 20	7 80	10 15	9 05	7 65	7 15	6 70	A	63 lbs	36 oz.	1 doz	6 25	6 00	5 75	5 30	5 05	4 80	4 50	3 60	4 80	4 35	—
11 75	11 75	7 10	10 05	10 55	10 55	14 15	12 40	13 30	17 70	15 80	13 25	12 40	11 60	A	65 lbs	64 oz.	1-2 doz	10 75	10 30	9 90	9 05	8 65	8 20	7 55	6 00	8 20	7 40	—
1 50	1 50	1 10	1 35	1 40	1 40	1 75	1 60	1 70	—	1 90	1 65	1 55	1 50	† H	29 lbs	6 oz	2 doz	1 45	1 40	1 35	1 25	1 20	1 15	1 10	—	1 20	1 10	—
2 25	2 25	1 55	2 00	2 10	2 10	2 65	2 35	2 50	3 25	2 90	2 50	2 35	2 25	B	42 lbs	10 oz.	2 doz	2 10	2 05	2 00	1 85	1 80	1 70	1 65	1 25	1 70	1 60	—
4 00	4 00	2 80	3 50	3 60	3 60	4 75	4 15	4 50	5 70	5 10	4 35	4 10	3 85	B	38 lbs	18 oz.	1 doz	3 65	3 50	3 40	3 15	3 00	2 90	2 70	2 15	2 90	2 65	—
6 25	6 25	3 95	5 40	5 70	5 70	7 50	6 60	7 10	9 25	8 25	7 00	6 55	6 15	B	70 lbs	32 oz.	1 doz	5 70	5 50	5 30	4 90	4 65	4 45	4 15	3 3	4 45	4 05	—
3 00	3 60	2 45	3 20	3 30	3 30	4 25	3 75	4 05	5 15	4 60	3 95	3 75	3 55	C	35 lbs	16 oz.	1 doz	3 35	3 25	3 15	2 95	2 85	2 70	2 55	2 05	2 70	2 50	—
6 10	6 10	3 80	5 30	5 55	5 55	7 40	6 45	6 95	9 10	8 10	6 85	6 45	6 00	C	56 lbs	32 oz.	1 doz	5 60	5 40	5 20	4 75	4 55	4 35	4 00	3 25	4 35	3 90	—
1 75	1 75	1 20	1 55	1 65	1 65	2 05	1 85	1 95	2 50	2 25	1 95	1 85	1 75	D	26 lbs	8 oz.	2 doz	1 65	1 60	1 55	1 45	1 40	1 35	1 30	1 00	1 35	1 25	—
2 10	2 10	1 45	1 85	1 95	1 95	2 45	2 20	2 35	3 00	2 70	2 30	2 20	2 05	D	30 lbs	10 oz.	2 doz	1 95	1 90	1 85	1 70	1 65	1 60	1 50	1 20	1 60	1 45	—
3 60	3 60	2 40	3 15	3 30	3 30	4 20	3 75	4 00	5 10	4 55	3 95	3 75	3 50	D	54 lbs	18 oz.	1 doz	3 30	3 20	3 10	2 90	2 80	2 70	2 55	2 00	2 70	2 50	—
4 95	4 95	3 20	4 30	4 50	4 50	5 90	5 20	5 55	7 15	6 40	5 45	5 15	4 85	D	87 lbs	28 oz.	1 doz	4 55	4 35	4 20	3 90	3 75	3 60	3 40	2 75	3 60	3 30	—
4 15	4 15	3 05	3 75	3 90	3 90	4 75	4 30	4 55	5 70	5 10	4 50	4 30	4 10	B	32 lbs	16 oz.	1 doz	3 90	3 80	3 70	3 55	3 45	3 35	3 20	2 60	3 35	3 15	—
7 40	7 40	4 75	6 40	6 70	6 70	8 80	7 75	8 35	10 80	9 65	8 20	7 75	7 25	B	61 lbs	36 oz.	1 doz	6 80	6 55	6 40	5 95	5 70	5 45	5 15	4 00	5 45	5 00	—
2 35	2 35	1 75	2 15	2 20	2 20	2 65	2 40	2 55	3 20	2 85	2 55	2 45	2 30	F	35 lbs	1-2 Pts.	2 doz	2 20	2 15	2 10	2 00	1 95	1 90	1 85	1 50	1 90	1 80	—
3 85	3 85	2 70	3 45	3 55	3 55	4 50	4 00	4 30	5 40	4 85	4 20	4 00	3 80	F	34 lbs	Pints.	1 doz	3 60	3 50	3 40	3 20	3 10	2 95	2 80	2 25	2 95	2 75	—
6 30	6 30	3 55	4 65	4 85	4 85	6 25	5 55	5 90	7 50	6 75	5 80	5 50	5 20	F	41 lbs	1 1-2 Pts.	1 doz	4 90	4 70	4 55	4 25	4 10	3 95	3 75	3 00	3 95	3 65	—
6 60	6 60	4 30	5 75	6 00	6 00	7 85	6 90	7 45	9 60	8 60	7 35	6 90	6 50	P	57 lbs	Quarts.	1 doz	6 10	5 85	5 65	5 25	5 00	4 80	4 50	3 60	4 80	4 40	—
12 00	12 00	7 35	10 30	10 75	10 75	14 40	12 60	13 55	18 00	16 00	13 50	12 65	11 80	P	65 lbs	1-2 Gals.	1-2 doz	11 00	10 50	10 10	9 30	8 85	8 45	7 75	6 25	8 45	7 60	—
1 10	1 10	80	90	90	90	—	—	—	—	—	—	—	—	† G	25 lbs	4 oz.	2 doz	1 05	1 00	95	90	88	85	85	65	—	—	—
1 80	1 80	1 20	1 55	1 65	1 65	2 15	1 90	2 05	2 55	2 25	1 95	1 85	1 75	G	34 lbs	8 oz.	2 doz	1 65	1 60	1 55	1 45	1 40	1 35	1 30	1 00	1 35	1 25	—
2 35	2 35	1 55	2 05	2 10	2 10	2 75	2 45	2 60	3 35	3 00	2 55	2 45	2 30	G	44 lbs	12 oz.	2 doz	2 15	2 05	2 00	1 85	1 80	1 70	1 60	1 30	1 70	1 55	—
3 40	3 40	2 25	3 00	3 00	3 00	4 00	3 50	3 80	4 90	4 40	3 70	3 50	3 30	G	38 lbs	16 oz.	1 doz	3 10	3 00	2 85	2 65	2 55	2 45	2 30	1 80	2 45	2 25	—
4 05	4 05	2 60	3 55	3 70	3 70	4 85	4 25	4 60	5 90	5 25	4 50	4 20	3 95	G	46 lbs	20 oz.	1 doz	3 70	3 55	3 40	3 15	3 05	2 90	2 70	2 15	2 90	2 66	—
3 55	3 55	2 35	3 10	3 25	3 25	4 15	3 70	3 95	5 05	4 50	3 90	3 70	3 45	† H	48 lbs	16 oz.	1 doz	3 25	3 15	3 05	2 85	2 75	2 65	2 50	2 00	2 65	2 45	—
6 10	6 10	3 80	5 30	5 55	5 55	7 40	6 45	6 95	9 10	8 10	6 85	6 45	6 00	† H	86 lbs	32 oz.	1 doz	5 60	5 40	5 20	4 75	4 55	4 35	4 00	3 25	4 35	3 90	—
1 40	1 40	1 00	1 25	1 30	1 30	1 65	1 50	1 60	—	—	—	—	—	† I	28 lbs	6 oz.	2 doz	1 30	1 25	1 20	1 15	1 10	1 05	1 00	80	1 05	95	—
1 55	1 55	1 05	1 40	1 45	1 45	1 85	1 65	1 75	2 25	2 00	1 70	1 65	1 55	† I	32 lbs	8 oz.	2 doz	1 45	1 40	1 35	1 30	1 25	1 20	1 15	90	1 20	1 10	—
1 40	1 40	1 00	1 25	1 30	1 30	1 65	1 50	1 60	—	—	—	—	—	† J	28 lbs	6 oz.	2 doz	1 30	1 25	1 20	1 15	1 10	1 05	1 00	80	1 05	95	—
1 40	1 40	1 00	1 25	1 30	1 30	1 65	1 50	1 60	—	—	—	—	—	† J	30 lbs	7 oz.	2 doz	1 30	1 25	1 20	1 15	1 10	1 05	1 00	80	—	95	—
1 90	1 90	1 25	1 65	1 75	1 75	2 25	2 00	2 15	2 80	2 50	2 10	1 90	1 85	† J	40 lbs	10 oz.	2 doz	1 75	1 70	1 65	1 50	1 45	1 40	1 30	1 05	1 40	1 25	—
3 50	3 50	2 25	3 00	3 15	3 15	4 10	3 60	4 00	5 00	4 50	3 90	3 65	3 40	† J	48 lbs	15 oz.	2 doz	3 20	3 05	2 95	2 75	2 65	2 55	2 40	1 85	2 55	2 35	—
1 65	1 65	1 10	1 45	1 55	1 55	1 95	1 75	1 85	2 40	2 15	1 85	1 75	1 65	† K	32 lbs	8 oz.	2 doz	1 55	1 50	1 45	1 35	1 30	1 25	1 20	95	1 25	1 15	—
1 75	1 75	1 15	1 50	1 60	1 60	2 10	1 85	2 00	2 50	2 20	1 90	1 80	1 70	† L	32 lbs	8 oz.	2 doz	1 60	1 55	1 50	1 40	1 35	1 30	1 25	95	—	1 20	—
2 90	2 90	1 90	2 55	2 65	2 65	3 45	3 10	3 30	4 30	3 80	3 25	3 05	2 85	† M	60 lbs	14 oz.	2 doz	2 70	2 60	2 50	2 30	2 20	2 10	1 95	1 55	2 15	1 95	—
3 25	3 25	2 10	2 85	2 95	2 95	3 90	3 40	3 70	4 80	4 25	3 60	3 40	3 20	† M	70 lbs	16 oz.	2 doz	3 00	2 90	2 80	2 60	2 50	2 35	2 20	1 75	2 35	2 15	—
3 50	3 50	2 20	3 05	3 15	3 15	4 20	3 70	4 00	5 20	4 65	3 90	3 70	3 45	† M	75 lbs	18 oz.	2 doz	3 25	3 15	3 05	2 80	2 70	2 55	2 35	1 85	2 50	2 30	—

† These styles when packed in kilo. of 1 gross and ½ gross each, 5c. per dozen from above quotations can be deducted.

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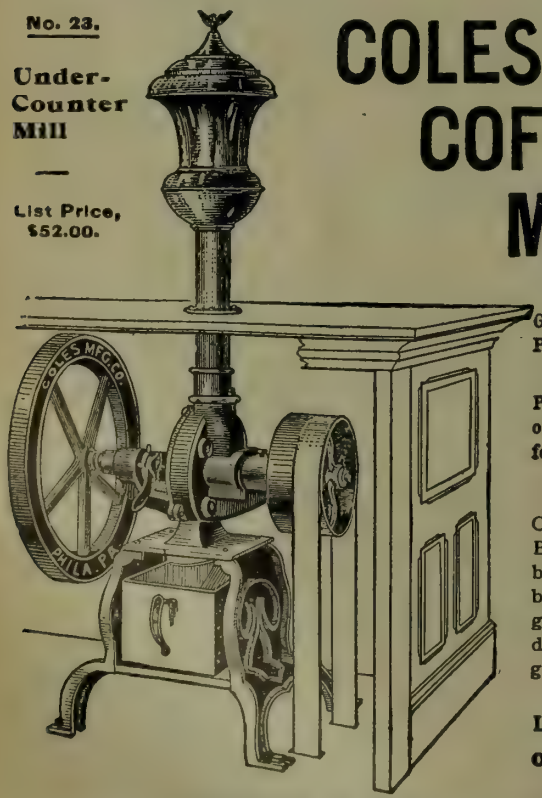

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PERFECTION IN BUSINESS.

HEADS of firms often express their discouragement at the faculty for making mistakes which seems to reside in so many employes. "I have been all my life correcting mistakes," a veteran newspaper man used to say. "I have corrected millions of them in my day, but there are still fools left to keep up the supply." There is probably not a head of a firm now doing business who has not on occasion held the same conviction, with the probable addenda that he alone of all the world was singled out by an inscrutable Providence for affliction by a more than ordinarily exasperating and ubiquitous set of fools.

But he is, without doubt, no more right than the hot-headed patriarch, who said in his wrath that all men were liars. The wonder of it all is that there are not more mistakes. In this highly organized world of ours there is no one of us, not even in private life, who is not absolutely dependent for his daily bread, clothing, fuel and transportation upon countless numbers of his fellowmen, of whom he has not the slightest knowledge, who, in faithful observance of their daily tasks, act as wheels in this great mechanism of civilization, of which we are at once the parts and the product.

If the private individual is so dependent upon his fellow creatures, what can be said of the man in business? The larger the business the greater the number of men in whom he must repose a trust and upon whom he is, by that much, dependent. It is not to be expected that the employe will be more careful than his employer, and when human liability to err and grow slack is considered, it is not to be wondered that there should be mistakes.

But mistakes are costly. They must be rare indeed. In some departments they must not even be possible. What is the remedy? Eternal vigilance on the part of the employer. It is the price of leadership. It is the tribute exacted by success.

Our business men often deplore this necessity which chains them to the daily grind like galley slaves, and are wont, as has been suggested, to think themselves particularly unfortunate, but such is not the case.

In discussing this matter recently with a couple of gentlemen, directors of Peek, Frean & Co., of London, England, one of the largest and best equipped confectionery establishments in the world, it transpired that the same trouble was found in their factory. The constant attention of the directors—active directors—was found necessary to cope with the innumerable difficulties, great and small, which are constantly cropping up.

In England, workmen do not jump from place to place as they do here. The employes of Peek, Frean & Co. have been trained up from youth in the service of the firm, many of them sons of former employes. The plant of the company is thoroughly equipped and subject to an exact system; yet, despite all, the vigilance of the directors is taxed to keep everything running smoothly.

If, with all the advantages mentioned, the English firm is still unable to attain perfection in its employes, let not our Canadian employers despair at an occasional case of perverseness or stupidity. There always will be trouble until the millennium. The only thing to do is to keep a watchful eye and a resourceful mind to minimize its results.

APPEALS TO BUSINESS MEN.

A UNIQUE and encouraging feature of Mr. Chamberlain's campaign is the business basis he is giving to the discussion of the fiscal problem. Discarding abstract theories, he submits his proposition to business men as a pure matter of business, with no political mystery about it whatever. On one hand there is something to give, on the other something to get. The problem revolves itself into a simple matter of appraisement. Is the object to be gained a desirable one, and if so, is it more desirable than what it is proposed to exchange for it?

Mr. Chamberlain is addressing himself very assiduously to the business men, and his method should appeal to them with great force. The trouble with the ordinary free trader or protectionist is that he is an extremist. He has his little pet theory, and he sees things only in the light of that theory. As to the circumstances and conditions which may affect and modify the application of the abstract doctrine he is totally oblivious, and so renders useless or worse economic maxims because he does not have regard to their practical applicability. The consideration of these questions from a broad business standpoint will often cut the knot the politicians strive in vain to undo.

This turn of events is in line with the policy long advocated by this paper.

The brains and experience of business men should be called in to solve questions of this kind instead of leaving them to the tender mercies of professional politicians who are not infrequently quite incapable of appreciating the conditions which govern the matter at issue.

CANNED GOODS AT THE CAPE.

MR. J. G. JARDINE, writing from South Africa, under date of September 29, to the Department of Trade and Commerce, reports that canned goods, such as vegetables, fruits, jams, fish, meats, etc., are overstocked all over the country, and for a few months to come

Canadian food exporters would be wise to use other markets, to prevent disappointment and perhaps loss. Good apples, however, that reach the Cape not later than Christmas should fetch fancy prices.

This report of Mr. Jardine is at once interesting to our canned goods and apple exporters and to our manufacturers in general as bringing up the question of what the Department of Trade and Commerce is doing, and might do, to develop our export trade, and assist in opening the markets of the world to our products. Mr. Jardine calls attention to the congestion of the market in certain lines and a good opening in others. This is what United States consular agents are doing all the world over. Daily bulletins are issued containing their reports on the commercial situation in every part of the world.

It is time that Canada had not only Mr. Jardine in South Africa, and a few agents in the British Islands, but also experienced and energetic business men in the industrial centres of all the countries of the world with which we might build up a trade, whose duty it should be to keep our manufacturers here in touch with the markets of their districts, and to use every effort to introduce Canadian products in the countries where they are stationed.

LOYALTY OF EMPLOYES.

THE relationship of employer and employe may be looked upon as one either of mutual rights or of mutual duties. The rights are in no danger of being left unasserted. The corresponding duties are not always so readily recognized.

The extent of these duties depends altogether upon the circumstances of the case. In the first place, it is always incumbent upon the employer to recognize the manhood of his employe, while the latter is bound, while he remains in the pay of his employer, to render him due and faithful service. This applies where the relationship is but the remotest cash nexus, where personality counts least, where mutual duties are the simplest.

When, however, the relationship is raised to a higher plane than this, when the employe is taken into the confidence of his employer and is made acquainted with the secrets of the business, a more complex set of duties arise. He has become in a sense a trustee for certain intents and purposes. To betray that confidence, to be false to that trust, is a most dishonorable action and one that should be discountenanced by all respectable men of business. An employe who left one firm to join another in the same line of business was thus enjoined by his new principal: "You know the secrets of the firm you are leaving. Keep them to yourself. I don't want you to tell them to me. And should you at any time leave here, I shall expect you to treat me in a similar manner."

Such is the proper spirit. An employe who seeks to gain favor with a new employer by betraying the confidence of a former one is but advancing a valid reason for being excluded from any future confidence on the part of his new employer. He has shown himself unworthy of it. A nimble tongue has run many a man's head off.

Business men are always anxious to get employes they can trust. The betrayal of one is not likely to win the confidence of another. There is an idea held by some people that one code of ethics applies to private life and another to business. "That is all very well but it is not business," is a maxim that has been made to gloze over no end of contemptible meanness. There is no such distinction. The fox in the business life is a cad in the social world; and the man who betrays a confidence placed in him by his employer is not likely to be any more true to his social obligations.

The employe who hopes to retain his self-respect, to say nothing of the respect of his fellows, will repay the compliment incident to a confidence by showing himself worthy of it.

BRING IN NEWFOUNDLAND.

NEWS comes from Newfoundland of the formation of a new political party, under the leadership of former Premier Sir William Whiteway and former Attorney-General Donald Morrison. The policy which will be propagated by the new party is that of union with Canada. It will oppose both the present Government and Opposition.

The inclusion of Newfoundland in Confederation is a policy on which, in Canada, business men and politicians of both political faiths have long been at one. It would at once round out our Dominion and facilitate trade with the big island in the Gulf. Here's success to the Confederation movement in Newfoundland.

THE LONG SESSION.

THE GROCER has been a persistent advocate of the policy of sending business men to Parliament. After all, the problems which have to be solved at Ottawa are but questions of business on a large scale, in the solution of which little help is to be expected from the member who, having failed at everything else, has turned professional politician. Who, if not the successful business man, should be called into council in such matters as deciding on a fiscal policy, or the construction of a transcontinental railway?

If, however, future sessions are to equal in length the one just concluded there will be great difficulty in inducing business men to accept parliamentary honors.

The Canadian Magazine in the current number calls attention to this fact and shrewdly urges that the session was designedly spun out by professional politicians for the express purpose of freezing out business men. The article in question is as follows:

It is becoming more and more evident that Canadian business men must lay aside their partisanship and study politics from the business standpoint only. The present long session at Ottawa was designed by professional politicans and grafters to scare business men out of Parliament. These wily individuals desire to keep the business men and independents at home so that the professionals will have entire control of the country's revenues. They know that there are few business men who can afford to spend eight months of the year in Ottawa and that a few eight-month sessions will drive the business men out of Parliament. The attempt should be frustrated. This can only be done by business men using their influence with the newspapers and the electors to frown down this contemptible trickery. The majority of the next House should be business men pledged to shorter sessions—business men of both Conservative and Liberal leanings. The battle must begin in the conventions. These will soon be held all over Canada, and now is the time to plan the reform. The professional politicians, men with no special calling, no visible means of support, should be beaten in the conventions. Only thus can the House of Commons be kept wholesome and efficient. It is a duty which lies upon every merchant and manufacturer in the country.

The suggestion that the politicians be checkmated in their game by returning business men on both sides of the House is quite in line with what we have long advocated and will meet with the approval of the thinking electorate.

RECIPROCITY PROPOSAL FROM JAMAICA.

THE question of reciprocity with Canada is one which is now agitating the minds of our friends and neighbors in Jamaica. THE GROCER is in receipt of a letter, published below, from S. H. Wheeldon, of Kingston, Jamaica, and although the proposal is made for reciprocity in cigars and flour only, it is reasonable to suppose that frank negotiations would discover other lines we might with mutual profit make subject to reciprocal tariff concessions.

This movement on the part of the Jamaicans should be met with prompt action by our Government with a view to extending our trade with our cousins in the West Indies. The letter is as follows :

Editor CANADIAN GROCER :—

I beg to enclose a cutting from to-day's issue of The Gleaner, which is the principal newspaper of Jamaica, on the subject of reciprocity in trade between Jamaica and Canada. In this article Jamaica cigars and Canadian flour are particularly mentioned. I am interested in Jamaica cigars, and have been deputed by the leading cigar manufacturers here to endeavor to secure a reduction of the duties in Canada, which at present are so excessive as to be practically prohibitive. On behalf of the cigar manufacturers here, I am urging the Jamaica Government to give preference to some prominent article of Canadian produce in return for Canadian preference to our Jamaica cigars. A duty of 8s. per barrel is levied here on flour, most of our flour being at present imported from the United States. An enormous amount of flour is regularly imported here. If, as a beginning, our Government here would give a preference, say, of 1s. per barrel to Canadian flour, and the Canadian Government would impose only a 10 per cent ad. valorem duty on Jamaica cigars, I think the arrangement would be mutually advantageous, as the remission of 1s. per barrel duty on your flour would transfer a great part of Jamaica's flour purchases to Canada, and our excellent Jamaica cigars would become available to Canadian smokers. The retention of 10 per cent. ad valorem duty on Jamaica cigars imported into the Dominion would be a reasonable protection to cigars manufactured in Canada, but would enable our Jamaica cigars to supplant those at present imported from Havana, Manilla, etc. The future of Canada depends primarily on her great wheat fields, and it is not good policy to attempt by excessive protection to stimulate industries like that of tobacco not naturally adapted to a cold country such as Canada.

S. H. WHEELDON.

The clipping from The Gleaner, which Mr. Wheeldon encloses, reads as follows :

We understand that an important proposal has been placed before the local Government looking to a reciprocity agreement between Canada and Jamaica, whereby the former would give preference to our manufactured tobacco, whilst we gave preference on our tariff to Canadian flour.

It is felt by some people that it would be a waste of money to subsidise steamship lines between Canada and Jamaica while each country maintains a prohibitive tariff against the products of the other. What is needed is something approaching to free trade between the two colonies. Take two representative articles—the flour of Canada and the cigars of Jamaica. A slight reduction of the import duty here on Canadian flour would, it has been pointed out, transfer much of our custom for this article to Canada. Canadian flour is of very superior quality, and there is absolutely no reason why it should not be extensively used in Jamaica. The cigars of Jamaica are among the best in the world. Compare the average Havanas with, for instance, the Golofina cigars manufactured by the Montpelier cigar factory in Jamaica, and the Jamaica cigar is found to be easily superior. But it is practically impossible to sell Jamaica cigars in Canada on account of the prohibitive import duty there.

Why should not an arrangement be made which would result in our selling cigars to Canada and Canada selling flour to us is the question one hears asked. Both countries would be benefitted, it is held. There are several million inhabitants in Canada, and if we secured this market for cigars there can be no doubt that the cigar industry in Jamaica would receive an immense impetus, to the benefit of trade here generally. On the other hand, a natural industry of Canada would be benefited, that of growing wheat. As for the present cigar industry of Canada, it is felt that hardly anybody here would object to Canada retaining a 10 per cent. ad valorem duty on cigars from Jamaica. An industry which cannot stand with a 10 per cent, protective duty is an unnatural and artificial one, which it is not good political economy to foster. What is really desirable is that each country should produce the articles it is naturally best adapted to produce, and for both to exchange with each other their surplus products.

APPLE EXPORT REPORT.

THE following comparative summary of the quantity of apples exported from Atlantic ports for the week and season ending October 31, has been given out by Mr. Fred. Barker, apple exporter, Church street, Toronto.

	Liverpool.	London.	Glasgow.	Various.	Total.
Montreal.....	46,723	6,428	19,928	141	73,220
New York.....	15,124	19,781	6,106	25,935	66,946
Boston.....	19,610	3,138	....	186	22,934
Portland.....	21,877	....	....	....	21,877
Halifax.....	7,200	18,000	....	....	25,200
St. John.....	....	800	....	....	800
Week's total.....	110,534	48,147	26,034	26,262	210,977
Same " 1902.	70,592	5,892	24,900	7,588	108,972
Season to date ..	677,085	306,135	249,992	169,015	1,402,227
Last " " ..	505,606	120,743	188,530	61,346	876,225

The following cable from Liverpool was received Monday afternoon by Mr. Barker in regard to the apple market there on Monday, 2nd inst. :

" Market very active; 28,500 bbls. selling; Baldwins, 14s. to 17s. 6d.; Greenings, 15s. 6d. to 18s.; Spies, 14s. 6d. to 18s. 6d.; Russets, 16s. to 20s. 6d."

The cable re the Wednesday market was as follows :

" Market active, prices rather higher; 33,500 bbls. selling; Baldwins, 14s. to 18s. 6d.; Greenings, 15s. to 19s.; Spies, 14s. to 19s.; Russets, 14s. to 20s.; Kings, 18s. 6d. to 25s."

GRAIN, HAY AND POTATOES.

M. G. Stagg & Co. have just opened offices in the Standard Stock Exchange building, Toronto, where they will carry on a business in grain, hay and potatoes. They are open to either buy or sell potatoes in car lots, as will be noticed by their advertisement on another page.

DISSOLVED PARTNERSHIP.

The firm of Brownlow, Husband & Co., fruit brokers, 32 Church St., Toronto, has been dissolved. Mr. Brownlow has been appointed local representative for the California Fruit Agency, known better as the Orange Trust. Mr. Husband has taken over the business of Brownlow, Husband & Co. and will continue as before.

WILL INCREASE ITS CAPITAL.

The Empire Tobacco Co., of Montreal, has been authorized to increase its capital from $300,000 to $600,000. This extension of the capital stock has been rendered necessary to carry out the operations of the company, which have extended greatly within the past year.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

THE EBY, BLAIN CO. are offering four lines of English imported candies, done up in 7-lb. boxes, that will sell at sight for Christmas trade.

New "Commadre" figs, in tapnets, are in store with The Eby, Blain Co.

Hudon, Hebert & Cie., Montreal, report arrival into store of shipment of Gruyere cheese, which is claimed to be the best received here in years.

The Eby, Blain Co. are carrying a full line of "Bee" brand goods, including "Bee" starch, soda and borax, in packages.

Regarding Almeria grapes, White & Co. received shipments the past week of upwards of 1,000 barrels, a good many of them being of the famous Villalobos pack. They report quality excellent and prices moderate, and a brisk trade being done.

H. P. Eckardt & Co. report a good business doing in Heinz mince meat, put up in 18 lb. pails.

Buyers of high-grade canned goods should see samples of the Quaker Brand.

Upwards of 12 Million Packets Sold Annually

Very few realize what the word "million" means, it's so easy to talk about millions of this and that, but do you know that if you were offered 12 million one dollar bills to count them in three months' time, you couldn't do it. No, not if you counted at the rate of 90 a minute for 24 hours a day, without stopping to eat or sleep—still you couldn't do it; you would be a fit subject for a lunatic asylum before you had got half through

Therefore can you begin to even faintly realize what a stupendous demand there is for "SALADA" Ceylon Tea?

Can we tell you the reason why?

INCOMPARABLE QUALITY---That's all.

BRANCHES AND AGENCIES.

Toronto.
St. John.
Halifax.
Winnipeg.
Vancouver.
New York.
Boston.
Chicago.
Buffalo.
Detroit.
Pittsburg.
Cleveland.
Philadelphia.
Washington.
Indianapolis.
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco.

BLACK, MIXED or NATURAL GREEN

SEALED PACKETS ONLY—

Wholesale Terms on application: "SALADA" Toronto or Montreal.

WHOLESALERS ARE NOW OFFERING FOR FORWARD DELIVERY

New Pack "Horse Shoe" Salmon.

For quarter century "Horse Shoe" Brand Salmon has led the Canadian market.

All leading grocers throughout the Dominion sell it.

Celluloid Starch is in a class by itself Its enormous sale was built up on its excellence alone.

Ask any of your customers what they think of

Celluloid Starch

Never Sticks Requires no Cooking.

Their answers will be proof enough that you should always carry it in stock.

"MADE IN CANADA."

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, Nov. 5, 1903.

THE markets this week are without any particular feature. Trade continues good with a steady demand for all staples. Collections are fair and the general outlook is encouraging so far as can be discerned. The canned goods situation has shown no positive development but the feeling is easier and the impression prevails that full deliveries will be made. Coffee has been manifesting a further rising tendency but latest advices from New York indicate an easier tone. Spices all continue firm with the exception of ginger. Molasses and syrup are meeting a seasonable call, while a scarcity of sugar syrup is reported. Tapioca is still advancing, and teas show continued advances on the London market, while a much firmer position is held locally. In foreign fruits the interest is centred in the direct steamers, the cargo of the Escalona having been discharged and the Bellona, between Halifax and Montreal. Sultanas are higher and currants firmer. A steady trade is being done in Mediterranean fruits for the Christmas trade.

Sugar shows no quotable change since last week. A weakness in raws has developed in Europe and although having a sympathetic effect in the New York market has not affected quotations. There are no special indications and it is probable the market will hold steady for a time.

CANNED GOODS.

There is no particular change to note in the canned goods situation this week. Jobbers are slowly filling back orders as they are being supplied by the consolidation. Nothing definite has been given out as to the percentage of orders that will be filled, but there is an easier feeling on the street and most of the jobbers believe that they will get nearly all they have ordered. We quote :

Apples, 3's	....	0 90
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	2 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	0 90	1 00
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 87½	1 40
" extra sifted	1 40	1 50
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 10
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 85	1 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	0 15
" " ½'s	....	0 23½
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	8 00	8 25
" 14-lb. "	....	18 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
Engilsh brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " ½'s	2 65	2 80

COFFEES

There has been an advancing tendency with a strong market and Rios higher in the early part of the week, but latest advices from New York indicate an easier turn both for actual supplies and contracts. The break was due to disappointing advices from Europe and a full movement of Santos crop. Locally there has been no further change than a checking of the advancing tendency. We quote :

	Per lb.	
Green Rios, No. 7	....	0 07¾
" " No. 6	....	0 08¼
" " No. 5	....	0 08¾
" " No. 4	....	0 09¼
" " No. 3	0 10	0 11
Mocha	0 21	0 25
Java	0 22	0 30
Santos	0 10½	0 11½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 14	0 20

SUGAR.

There is nothing of particular interest to report this week, the markets all over being very dull, with prices nominally as last reported, but with little business doing. Following Mr. Licht's cable reporting weather favorable for growing crop, Europe declined 2½d. per cwt. and has since declined a further 3d. per cwt., quotation for 88 per cent. f.o.b. Hamburg now being 8s. 6d. The weakness in Europe has had a sympathetic effect upon the tone of the New York market, without however influencing quotations and there have been no transactions to test the market. Centrifugals are still quoted at 3⅞ for basis 96 test and it is thought that these prices would still have to be paid should refiners come into the market as stocks have been reduced about 10,000 tons for the week, and refiners have on hand only three weeks' supplies. Receipts for week ending October 28 were 20,149 tons, with meltings maintained at former figure of 30,000 tons, leaving total stock 129,342 tons, of which 96,618 tons were with refiners and 32,724 tons with importers. Combined stocks of Europe and America at latest uneven dates were 1,240,342 tons as against 1,310,039 same time last year, the decrease being 69,697 tons. Estimated sugars afloat to the United States were only 170,000 tons as against 225,000 tons same time last year. Combined stocks of United States and Cuba show a decrease of 2,099 tons against last year. There are no special indications for the immediate future and it is likely that the market will hold steady for a time. The American refined sugar market continues in the same unsettled condition reported in our last. The demand has been greatly reduced which, of course, is only natural at this season and competition between refiners for business has resulted in various private cuts in prices. The difference between centrifugals and granulated is now reduced to .63c. per 100 lb.

The situation in Canada is without special feature. There are no changes in quotations to report and the demand is principally on a hand to mouth basis. We quote :

Paris lumps, in 50-lb. boxes	....	4 83
" in 100-lb. "	....	4 73
St. Lawrence granulated	....	4 18
Redpath's granulated	....	4 18
Acadia granulated	....	4 08
Maple Leaf granulated (Berlin), 100	....	4 08
" " " 1902	....	3 98
Crystal granulated (Wallaceburg)	....	3 98
Imperial " (Dresden)	....	4 03
Beaver " (Wiarton)	....	4 03
Phoenix	....	4 03
Bright coffee	....	3 88
Bright yellow	....	3 83
No. 3 yellow	....	3 78
No. 2 "	....	3 58
No. 1 "	....	3 48

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

Spices continue very firm with a tendency toward higher prices. The pepper crop is said to be damaged by an insect pest and as a result has a firmer tone. Cloves are still firm and advancing. Indeed all the spices are strong with the exception of ginger, which is a little on the quiet. A fair volume of business is reported locally. We quote :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 20	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

A seasonable demand is reported for these lines with a great scarcity of sugar syrups. Barbados continues high and firm. New Orleans reports limited receipts of molasses and the few lots sold brought full prices. New York has been dull, buyers waiting for new crop. The New York syrup market has been dull and featureless, offerings light and prices steady. We quote :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02¾
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 20	0 30
" open kettle	0 45	0 50
Barbados	0 47½	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00

Sell "Quaker"

Marmalade. Made from a Scotch formula; absolutely pure; equal to anything imported; better than any other of domestic manufacture; packed in good sized glass jars; labelled attractively; and in every respect

A Perfect Marmalade.

No reason under the sun why a perfect Marmalade shouldn't be made in Canada. It is purely a matter of willingness. Costs more of course than the ordinary quality, but there are people who won't use the ordinary quality. "QUAKER" quality was made for the people who discriminate.

We are the people who make the high-class confectionery.

McGregor-Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs

Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., ... Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

5-gal. cans, per gal			1 00
Barrels, per gal			0 75
5-gal. Imp. brand, per can			4 50
1-gal. " per case			5 10
½-gal. " "			5 60
Qts. " "			6 00

TEAS.

Tea still continues to advance in the London market. Latest advices report for Indian an advance of ¼d. per lb. for common, ½d. for medium, while good liquoring kinds continue to attract strong competition. Further strength is also announced for Ceylons up to 9d. per pound, an advance of ¼ to ½d. per pound being reported. In Chinas a fair business is reported with the market unchanged as to price.

Locally there is a firmer tone in consequence of the London advices. There is a strong demand for cheap Indian and Ceylon and some difficulty is found in meeting the demand at the prices offered. Japans are also meeting a fair demand. The principal call is for teas to retail at 25 cents. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
" caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

FOREIGN DRIED FRUITS.

The Bellona has touched at Halifax and unloaded part of her cargo, and has sailed for Montreal with the residue. Invoices were at hand the first of the week. A cable from Syrmna Saturday advises a distinctly firmer tone to the Sultana raisin market. The low price has resulted in very heavy buying with the above result. Almonds will be in stock so soon as the Bellona is unloaded. Walnuts will be shipped before the middle of this month via New York. California fruit is rather featureless, buyers being very cautious. At the present price of Valencias and the short crop, even compared with last year, it is thought by some of the trade that Valencias should go higher before next crop, unless there is a considerable falling off in the usual demand. Dates are somewhat stronger and Eleme figs show a slightly firmer tendency. We quote:

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 05	up	Vostizzas	0 07	0 08
Patras	0 06¼	0 06¾			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 07	0 08
" selected	0 07½	0 09
" selected layers	0 08	0 09½
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" " 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards	0 07½	0 08
Sairs	0 04½	0 04¾			

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04½	60-70s	0 07	0 07½
90-100s	0 04¾	0 05½	50-60s	0 08	0 08¾
80-90s	0 06	0 06½	40-50s	0 08½	0 10
70-80s	0 06½	0 07			

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

POTATOES.

We are always pleased to quote sellers and prospective buyers on carlots. Write, wire or 'phone to

M. G. STAGG & CO.

'Phone Main 5219. Standard Stock Ex. Bldg., TORONTO.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup

Dealers in . . .

Fraser River Canned Salmon

British Columbia Herrings

IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

WANT TO SELL OUT?

Try a condensed advertisement in THE CANADIAN GROCER. We only charge two cents per word each insertion, and we reach all the grocerymen in Canada. All orders for these advertisements MUST BE accompanied by remittance, and when replies are directed to our care, four cents must be added for use of box.

THE CANADIAN GROCER,

MONTREAL. TORONTO

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets		0 04	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 10½	0 15

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12

COUNTRY PRODUCE.

EGGS.

Receipts of strictly fresh stock continue light while a good demand is maintained. Candled are a little firmer, and pickled show a stronger feeling. We quote :

Eggs, strictly new laid, per doz	0 23	0 24
" candled, per doz	0 20	0 21
" pickled, per doz		0 18

WHITE BEANS.

Latest information would indicate that the crop will not be so short as has been anticipated. The market shows no particular feeling, is easier perhaps if anything. The stock to hand shows a very good sample, although there is said to be considerable which will rank as under grades. We quote :

Beans, under grades, per bush	1 00	1 50
" mixed, per bush		1 50
" prime, "		1 80
" handpicked, per bush	1 90	2 15

POULTRY.

The warm weather this last week has been hard on poultry and prices have shown a decidedly downward tendency in order to secure sales at all. With colder weather higher prices may be expected. We quote :

Chickens, live per lb		0 07
Old hens " "		0 05
Ducks " "	0 08	0 09
Turkeys " "	0 09	0 10
Chickens, dressed, per lb	0 09	0 10
Old hens, " "	0 06	0 07
Turkeys, " "	0 11	0 12
Geese, " "	0 06	0 07
Ducks, " "	0 09	0 11

GREEN FRUITS.

The market has been by no means brisk this week. Peaches have been cleared off the market and less interest is being taken in grapes. Florida oranges, lemons and grape fruits are among the arrivals of the week. Bananas are firmer. We quote :

Jamaica oranges, per l bl	5 00	5 25
Florida " per box	4 00	4 25
Bananas, large bunches	2 00	2 75
" small bunches	1 50	1 75
Verdilli lemons, per box	3 75	4 75
Florida " "	4 50	5 50
Tomatoes, per basket	0 20	0 25
Apples, per bbl	1 50	2 50
Pears, winter varieties, per basket	0 25	0 40
California grapes, Tokay		2 50
Florida grape fruit, per box	6 50	7 00
Cranberries, dark, Cape Cod, per bbl		10 00
" " " per case		3 50
Grapes, Concord, large basket		0 40
" small basket		0 30
" Niagaras, large basket	0 40	0 45
" " small basket		0 30
" Almeria, per keg	5 00	6 00
Quinces, per basket	0 30	0 40
Limes, per case		1 25

VEGETABLES.

Vegetables have been in good supply this week but the demand has not been so encouraging, probably owing to the number of pedlars on the streets. There are few changes of importance. Green corn is off the market. Onions are very scarce and high, but of good sample. Potatoes continue very uneven. Some cars are perfectly sound while others from same neighborhood are badly rotted. We quote :

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 75
Potatoes, per bag		0 65

ALMERIA GRAPES.

We have the finest stock of Grapes to be had. Don't buy before hearing from us. Prices, $4.75 to $7.00 per barrel. Any kind. Any Price. Any Quantity. Can be stored and delivered as requested.

NEW CALIFORNIA LEMONS.

Clean, Bright, Ripe Fruit. The only good Lemons on the market.

FLORIDA ORANGES.

First car of the Season has arrived. Russets and Brights, $3.75 box.

WHITE & CO.,

Wholesale Fruit and Produce TORONTO.

References—THE TRADE. L.D. 'Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker,

Correspondence Solicited. TORONTO, CANADA.

CANADIAN APPLES

NALBOROUGH & SONS, Limited

Harwich, England. Leith, Scotland.

Agents for the A. F. McLaren Imperial Cheese Co., Limited, Toronto, are open to receive consignments of best sorts of Canadian Apples.

CORRESPONDENCE SOLICITED.

Cable Address, " Nalbro " Harwich.
" " " Nalbro " Leith.

FRUIT.

Our prices are right.
Our goods are right.

Write, wire or 'phone your order.
Special attention given to mail orders.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.

82 Colborne St., TORONTO

Phones—Main 54, Main 3428.

There is on account of their Palatable and Healthy qualities, a

Stimulated Demand

For "Hamparzum's" Figs.

Your trade calls for new Figs now, and if you supply it with this brand it won t be necessary to say "call again."

Phone Main 645 3394 McWILLIAM Mc. AND E. EVERIST 25 Church street, Toronto.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,

MONTREAL.

Tel. Main 778.

CLEMES BROS.

TORONTO,

HA E

NEW ELEME FIGS,

" Camel " Brand.

The finest on the market.

ALSO another car

JAMAICA ORANGES.

Write them for prices.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

We Make Brooms

The kind that sell.

WRITE US. Our prices ar right

THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks

400 Wellington St., OTTAWA

Potatoes, per bag, car lots	0 50	0 55
Sweet potatoes, per bbl	3 25	4 25
Onions, per basket	0 30	0 40
Onions, per bag	1 25	1 35
Spanish onions, per crate	....	1 00
Bunch lettuce, per doz. bunches	....	0 30
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb.	....	0 60
Mint, per doz bunches	....	0 15
Parsley, " "	....	0 20
Spinach, per bush	....	0 50
Beets, per bush	....	0 40
Cauliflowers, per doz	0 75	1 25
Carrots, per bag	....	0 50
Parsnips, per bag	....	0 65
Vegetable marrows, per doz	0 40	0 75
Celery, per doz	0 25	0 75
Green peppers, per basket	0 30	0 50
Red peppers per basket	0 40	0 75
Egg plant, per basket	0 35	0 50
Butter squash, per doz	0 50	1 25
Hubbard squash, per doz	0 75	1 25
Pumpkins, per doz	0 75	1 50
Yellow turnips, per bag	....	0 35
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz	....	0 30
Sage, per doz	....	0 10
Savoury, per doz	....	0 10
Citrons, per doz	0 50	0 75
Artichokes, per bush	....	0 75

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.

The market for wheat and oats continues good. Ontario wheat is scarce. Barley is dull. Manitoba wheat, No. 1 hard, is selling at 94½c. Manitoba northern has dropped 1c. Red wheat has advanced ½c. respectively. Barley has dropped 1c. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	....	0 94½
" " Northern " "	....	0 91
Red, per bushel, on track Toronto	0 81½	0 82
White " " "	0 81½	0 82
Barley " " "	0 44	0 48
Oats " " "	0 33	0 33½
Peas " " "	0 67	0 68
Buckwheat " " "	....	0 47
Rye, per bushel, " " "	0 56	0 57

FLOUR.

The flour business continues brisv this week and buying general with prices unchanged. We quote :

Ontario patents, per bbl	3 70	3 95
Hungarian patents "	4 20	4 40
Manitoba bakers' "	4 00	4 15
Straight roller, "	3 50	3 60

BREAKFAST FOODS.

A very good demand is reported this week for breakfast foods. Since the close of navigation people along the lakes are stocking up for the Winter. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 60
" " " " " in wood	4 00
" " " " for broken lots	4 00 4 10
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 25
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

The expected decline in the hide market, owing to the big drop in Chicago last week, has come. Hides are ½c. lower all round. There is no special feature to note in calfskins or wool, but sheepskins have advanced 10c. We quote :

HIDES.

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 08
" 2 " " "	0 07
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 75

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb	0 17	0 19
" " extra "	0 20	0 21
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

GROCERIES

Montreal, November 5, 1903.

JOBBERS report trade during the past week as very good, country orders being fairly large and plentiful. Collections also are reported satisfactory on the whole.

Sugars are fairly active and good business turned over. It is reported that some large lots of Russian sugars have been received ; going mostly, however, into the hands of manufacturers. Tea market is very satisfactory, some very large orders for Ceylon greens particularly having been sold, and these teas seem to hold the centre of the stage at the moment. China blacks are getting more attention and it is reported that some 40,000 packages were sold from New York for London account last week. Japans are steady and inquiries for low to medium grades are numerous, though stocks not plentiful. In molasses and syrups a good business is being done and with the cold weather at hand now the consumption of the former will be greater. Syrups are getting much more into popular favor and with Barbados molasses at present high prices the demand for syrups will increase. In canned goods the only feature noticeable is that the jobbers are getting full deliveries of tomatoes and corn. Salmon is scarcer and reports from the coast quote sockeye (Fraser river) at $5.65, and cohoes at $3.75 to $4 f.o.b. The improved tone of the New York market and the firmer prices ruling there are toning up the local market, though in some quarters the advances reported are looked upon as being too much of a speculative character to be healthy. Spices are firm all round, cloves again showing an advance. Pepper is looked to as going higher shortly. The green fruit trade has been very quiet, apples being the only interesting line, and prices are holding up strong, English inquiries tending to this end. Foreign dried fruits are interesting in respect to a decline of 1s. per cwt. reported in Valencias. An improvement is looked forward to in the currant situation. Dates continue to show up uninteresting to buyers in view of the low quotations for first tide via London. A further impedement to early buying is the announcement of a trade auction sale here for London account.

SUGAR.

Beets are reported to be 1½d. higher in London, though as prices in beets are continually fluctuating around about the same figure it has not an appreciable effect on the market here.

Some very large lots of Russian sugar have been turned over here lately, but as it has gone mostly into the hands of manufacturers the jobbing trade is not disturbed. We quote :

Granulated, bags and bbls	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, boxes and bbls	4 65
" ½-boxes and 1½-bbls	4 75
Extra ground, bbls	4 50
" 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50 lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	3 95
Cream	3 80
Bright coffee	3 80
" yellow	3 80
No. 3 yellow	3 70
No. 2 "	3 50
No. 1 " bags and bbls	3 35 3 40
Raw Trinidad	3 15
Trinidad crystals	3 20 3 25

SYRUPS AND MOLASSES.

The business in Barbados molasses is steady and the firm prices ruling lately are showing no weakening. The consumption of molasses from now on will be much heavier than during the milder weather. The reports in this column during the last few weeks to the effect that the scarcity of Barbados molasses and the high prices ruling was turning the trade more into syrups, is verified almost generally by the jobbing trade. We quote :

Barbados, in puncheons, old	....	0 42
" new	0 43	0 44
" in barrels	0 42½	0 44½
" in half-barrels	0 43½	0 45½
New Orleans	0 22	0 35
Antigua	....	0 37
Porto Rico	0 45	0 48
Corn syrups, bbls	....	0 02¾
" ½-bbls	0 02¾	0 03
" ¼-bbls	....	0 03
" 38½-lb. pails	....	1 30
" 25-lb. pails	....	0 90
Bbls., per 100 lb	....	2 75
½-bbls. "	....	2 75
Kegs "	....	3 00
Cases, 2-lb. tins, 2 doz. per case	....	1 90
" 5-lb. " 1 doz. "	....	2 35
" 10-lb. " ½ doz. "	....	2 25
" 20-lb. " ¼ doz. "	....	2 10

TEAS.

The condition of the tea market during the past week has been most satisfactory, a general activity in all grades being observable, Ceylon greens apparently being the principal grades, some very large orders having been taken. China blacks received a little more attention locally and it is reported that London has been a buyer in New York last week to the extent of 40,000 packages. Japans, low and medium grades are in good demand, with stocks light and prices hard. We quote :

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14½	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

Locally there has been a little more enquiry for coffee although there is no change in prices to report. Advices from prominent New York coffee houses report the market there as steadily improving, though there is much more of a speculative feature about it than is considered healthy. A consignment of 200 bags of Bucramanga coffee has been received by a dealer and same is held at prices ranging from 10¼ to 11¼. We quote :

Good cucutas	0 08¾ 0 09½
Choice "	0 11 0 12
Jamaica coffee	0 08 0 10½
Java	0 17½ 0 22

SPICES.

Locally there is nothing to report this week except a strong feature in spices generally. Cloves have shown a little more advance while all their grades are firm. The latest mail advices from the East say that throughout the East Indies an insect was attacking and seriously damaging the pepper vines and this was taken as an explanation of the prospective small crop of pepper. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13

Ginger, ground Japan		0 15
" Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14
Cassin	0 14	0 16

RICE AND TAPIOCA

Mail advices under date of October 24 to hand this morning report pearl tapioca 4½d. advanced. Seed tapioca has advanced 9d. Locally there is a quiet market in tapioca. We quote :

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75

Winnipeg Brokers.

IF YOU HAVE ANYTHING TO SELL
WRITE
CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

M. B. STEELE

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

P.O. Box 731. - - WINNIPEG, CANADA.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All EYES are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the J

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Polished Patna		3 87½
Indian Bright		3 60
Java Caroline		3 50
Lustre		3 75
Snow Japan		4 87½
Japan Ice Drips		5 25
Tapioca, medium pearl	0 02¾	0 03
" seed pearl	0 03	0 03½
" flake		4 00
Imported Italian		0 09
Fancy Head Carolina		0 10

NUTS.

Early buyers are congratulating themselves for having covered their requirements for Grenobles early in the season as a rumored advance of 10 frs. per 100 kilos has now been confirmed. The quality, which at one time promised to show shrivelled fruit, has since improved with the maturity of the nuts.

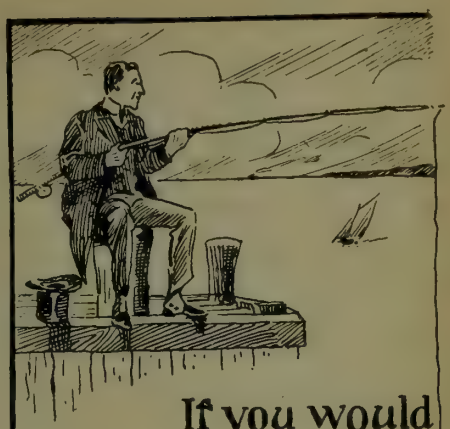
CANNED GOODS.

The feature this week in canned goods is a feeling of satisfaction prevailing among the jobbing trade owing to the deliveries of tomatoes and corn by the Canadian Canners' Consolidated, and this feeling will continue to be felt by the retail trade generally as well. Salmon is still very scarce at the coast, Fraser river sockeyes being almost unobtainable, prices being given as $5.65 f.o.b. coast. Cohoes are quoted from $3.75 to $4, f.o.b., and humpbacks about $2.50. We quote :

Tomatoes		1 05
Corn		0 90
Peas	0 87½	1 40
String beans	0 82½	0 85
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 40	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lom'ard 2s		1 30
" Green Gage 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 40
Sugar beets	0 90	1 00
Salmon, pink	0 90	0 95
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

FOREIGN DRIED FRUITS.

Wm. Rogers & Co., of Denia, writing under date of October 17, say : "Our market looks like declining and we shall be glad to receive orders for shipments via New York. We expect to be able to make a good reduction in our quotations very shortly." This mail advice has since been made good by cable. Advices received under date of October 1, from Patras, are as follows : "The limit fixed by the currant bank law entailed buying any currants offering at a price equal to 11s. 6d. f.o.b., but while the spot price remains unaltered the gold equivalent keeps constantly fluctuating with the rise and fall of exchange, with the result that to-day the equivalent is 11s. f.o.b., and perhaps a shade less. On Oct. 1 this limit had actually been reached and the bank was buying in all the provinces whatever was offering at an equivalent of 11s. These purchases cannot but gradually relieve the recent heavy pressure to sell and an improvement is looked for sooner or later, the more so that the whole crop is of good sound quality and entirely free from rain damage. Buyers continue to show lack of interest in early arrivals of dates via



If you would catch fish, you must cast your line.

—and cast it where there are fish..

Good fishermen go where fish are plentiful—use the right kind of bait—and make many a good haul.

Shrewd advertisers use THE CANADIAN GROCER because plenty of grocers read it—they use the right kind of bait and make many a good haul of new customers.

Suppose the fish don't bite at fust,
What be yew goin' tur dew?
Chuck down yewr pole, throw out yewr bait,
An' say yewr fishin's threw?
Uv course yew haint; yew're goin' tur fish,
An' fish an' fish an' wait
Until yew've ketched yewr basket full,
An' used up all yewr bait.

Our Department of Advertising Service provides good bait—for those who desire it—without any extra charge.

If you would have more business cast your line to grocers in THE CANADIAN GROCER.

Dollar fish are biting.

Catch?

The Canadian Grocer

10 Front St. E. Toronto.

232 McGill St. Montreal.

Department of Advertising Service

New York, in view of the low quotations for first tide via London, and a further impediment to early buying obtains in a trade advertisement announcing the auction sale to be held in Montreal for London account. Valencia raisins are reported easier, a decline of 1s. per cwt. being noted this week. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 05
" " cleaned	....	0 05½
" " in 1-lb. cartons	....	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 09

VALENCIA RAISINS.

Finest off-stalk, per lb.	0 06½	0 07
New, finest off-stalk, per lb.	....	0 07½
Selected, per lb.	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	0 90	1 00
Elemes, per box, new	0 75	0 85

DATES.

Dates, Hallowees, per lb.	0 04½	0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 11	0 12
Peaches "	0 09	0 09½
Pears "	....	0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"	....	2 25
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	1 50	4 60
" " ⅛s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	....	....
" " seeded, in 1-lb. packages	....	0 10½
" " in 12-oz. packages	....	0 08

PRUNES.

	Per lb.	Per lb.
30-40s.	....	0 09
40-50s.	....	0 07½
50-60s.	....	0 07
60-70s.	....	0 06½
70-80s.	....	0 06½
80-90s.	....	0 06
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 07½
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	0 04½	0 04½
" " " 100-120s	....	0 04

GREEN FRUITS.

The condition of the green fruit market this week is quiet. Apples are moving fairly well and prices are holding up strong. The demand for apples from England keeps up and this has a tendency to guarantee firm prices on this side.

Grapes are receiving some attention, but are gradually being cleaned out of the market. We quote :

Verdilli lemons 300's, fancy	....	4 00
" " 360's, fancy	3 25	3 50
Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls.	2 00	3 25
Pineapples, 24 to case	....	5 00
" 30 to case	....	4 50
Bananas	2 00	2 50
Canadian pears, per basket	0 40	0 50
Grapes, Canadian, blue	0 20	0 25
" red and green	....	0 30
California Tokay grapes, per box	....	2 75
Jamaica oranges, in bbls.	....	5 00
" " boxes	....	3 50
Sweet potatoes per bbl.	2 50	2 75
Spanish onions, cases	2 25	2 50
" " crates	0 75	0 80

FISH.

There has been a brisk trade during the past few weeks for all kinds of fresh fish. Fresh dore and haddock have been scarce. It is not expected that there will be much more fresh dore obtainable owing to the approaching cold weather and stopping of open fishing. There has been a little more haddock arriving from the Nova Scotia coast this week and it is expected that shipments from these ports will improve. Quite a run of mackerel occurred along the western shore of Halifax county and in two days the fishermen made catches aggregating 100,000 fish. These were sold at 5½c. each out of nets and shipped mostly to the American markets, though some will find their way here. There is very little dried codfish arriving as yet and in many cases there does not seem to be so much sale, as the skinless and dressed cod are taking its place. The stock of skinless cod is not very large as the fishing was not a success. The price ruling at present is $4.75, but an advance is expected in the near future. Salt herring are in good demand for choice fish, though stocks are light. Fresh halibut are scarce and prices high and are being bought in the United States for this market at present. We quote :

Bloaters, Yarmouth	....	1 25
Haddies	0 07½	0 08
Smoked herring, per box	....	0 15
Fresh haddock, per lb.	....	0 04½
Dore, per lb.	....	0 08
Pike, "	....	0 06
Halibut, frozen, per lb.	....	0 10
Fresh halibut	....	0 14
Gaspe salmon, frozen, per lb.	....	0 14
Salmon trout, per lb	....	0 08
Fsesh B.C. salmon, per lb	....	0 15
Steak cod	....	0 06½
White fish, per lb	....	0 08
No. 1 Herring, Labrador, per bbl.	5 50	5 75
" " half bbl.	2 75	3 00
No. 1 Holland herring, per half bbl.	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb.	....	6 00
No. 2 green cod, bbls. 200	....	5 00
No. 1 green haddock, bbls. 200	....	5 50
Green pollock, bbls. 200	....	4 50
No. 1 large green codfish, new, per 200 lb.	....	6 50
Boneless cod, 1 and 2-lb. blocks, per lb.	....	0 06
" fish, " " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Skinless cod, cases 100 lb.	....	4 75
Dried codfish, new, per 100-lb. bundles	....	4 75
B. C. salmon, per bbl.	....	13 50
Standard bulk oysters, per gal.	....	1 40
Selects	....	1 60
Marshall's kippered herring, per doz.	....	1 40
Canadian kippered, per doz	....	0 90
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz.	....	1 30
Canned cove oysters, No. 2 size per doz	....	2 25
Shell oysters, No. 1 Malpecques	6 75	7 00
" " " common	5 00	5 50

VEGETABLES.

A fairly good business is being done in potatoes and if anything prices are slightly higher this week, some ranging from 57c. to 60c. in carload lots. Canadian onions are still very scarce and prices high, particularly in red varieties. Yellows are somewhat more plentiful. Spanish onions are strong at $2.25 to $2.50 for large cases, and crates 70 to 80c. Red varieties are quoted at $3.50 per bbl., and yellow $2.15 to $2.50 in round lots. We quote :

Cabbage, per doz.	0 30	0 45
" red, per doz.	....	0 45
Cucumbers, per doz.	....	0 10
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch	....	0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz.	....	0 10
Radishes, per doz.	0 15	0 25
Pumpkins, per doz.	0 60	1 35

COUNTRY PRODUCE.

EGGS.

During the past week there has been a further advance in the egg market which now remains firm at the advance. For select stock 23c. is the price now being secured, while for stored fresh and limed eggs the price paid is 19c. There is practically no No. 2 on the market.

BEANS.

Since our last report there has been a further decline on the local market and reduced quotations are given below. On spot beans are scarce and better prices than those quoted below are said to be obtainable for immediate delivery. Producers in the west are now sticking to their prices and deliveries are light. A number of western growers claim that they have no beans for immediate shipment. What turn the market will ultimately take it is very difficult at present to predict. We quote the following reduced prices :

No. 1 hand-picked, carlots	....	1 90
Choice prime, per bushel	....	1 80
" carlots	....	1 60
Ordinary (off grade), per bush.	....	1 65

HONEY.

For buckwheat honey there is on the local market an excellent demand, but dealers are at present unable to obtain it. Of other grades, excepting comb honey, which is also in good demand, there is a surfeit being offered. As stated last issue, producers are now willing to accept much lower prices than they held out for two months ago, but, as has been the case all season, the dealers are not anxious to stock up heavily. Jobbers' prices to the trade remain unchanged and we again quote as follows :

Strained, white	0 07½	0 08
Clover and basswood	0 08	0 08½
Buckwheat	0 07	0 07½
Comb honey	....	0 13

MAPLE PRODUCTS.

There is said to have been an improved demand during the last week. Prices are steady and unchanged. We quote :

New syrup, in wood, per lb.	0 05½	0 06
New syrup, in large tins	0 70	0 75
Old " "	0 55	0 60
Old " in wood	0 05½	0 06
Pure sugar, per lb.	0 07	0 07½
Pure Beauce sugar, per lb.	0 08	0 09

EVAPORATED APPLES.

Since our last report there have been no changes on the local market and prices are now said to be steadier than for some time. No advance is anticipated by those who are in a position to judge the market. We quote the following unchanged prices :

New, in carlots	0 05½	0 06
New, in jobbing lots	0 06	0 06¼

POTATOES.

There is a fairly good demand and offerings are ample to supply it. Dealers continue to buy at from 55 to 57c. per bag, and to sell at 65 to 70c.

FLOUR AND GRAIN.

FLOUR.

Prices are lower in some cases. We quote :

Manitoba spring wheat patents	4 65	4 80
" strong bakers'	4 35	4 50
Winter wheat patents	4 25	4 35
Straight rollers	3 85	4 00
Extra	3 60	3 70
Straight rollers, bags	1 85	1 90
Extra, in bags	1 70	1 75

FEED.

The demand for feed is good from all quarters and prices continue steady. We quote :

Ontario bran, in bulk	16 50	17 00
" shorts	19 00	20 00
Manitoba bran, in bags	....	18 00
" shorts	20 00	21 00
Mouillie	22 00	30 00

CORNMEAL.

Trade is quiet and prices are unchanged. We quote :

Gold dust, bags	1 80	1 90
" bbls.	3 90	4 00
Ordinary, bags	1 40	1 45

GRAIN.

There is very little grain moving now. As farmers have held it back they will have to keep much of it through the Winter and the result will be some very heavy shipments in the Spring. In spite of the fact that shipments this Fall have been much below the average it is now estimated that at the close of navigation

We have received

per

Steamship **Ionian**

the celebrated "**A. D.**" brand of

CRYSTALLIZED FRUITS

(Put up in wooden boxes, fancy cartoons and handsome, hand-painted boxes.)

Pineapples,
Plums,
Peaches,
Pears,
Green Gages,
Apricots,
Cherries,
Glaced Cherries,
Brochettes,

Almonds,
Chestnuts in Syrup,
Angelique,
Figs,
Limes,
Strawberries,
Assorted Fruits,

Violets,
Lilacs,
Roses,
Orange Flowers.

We are sorry to disappoint our customers with non-shipment this week of **Bar-le-Duc Jellies.** These will only arrive next week. Also our **Preserved Fruits in glass.**

HENRI JONAS & CO.

MONTREAL, P.Q.

almost 30,000,000 bushels of grain will have been shipped from the West through the port of Montreal. Locally there have been no price changes except for an advance of ½c. per bushel in oats. Farmers have been busy with their apples and their Fall ploughing and hence deliveries of oats have been light. We quote :

No. 1 hard Manitoba	0 93
No. 1 Northern	0 80½
Rye	0 57 0 57½
Peas	0 72 0 73
Corn	0 53 0 54
Buckwheat	0 49
Barley	0 50 0 51
Oats	0 34
Malt	0 75 0 80

RAW FURS.

This week we publish the revised list of prices on the local market. As predicted in our last issue, there has been a very considerable drop in bear skins, due to the fact that bear is not suitable for the present style of manufactured garments. The decline since March has been about 30 per cent. Fall muskrat has advanced 15 per cent. since January. Otter and marten have declined 15 per cent. since March, while fox and mink have declined 10 per cent. The fine warm weather prevailing for the last few days has interfered somewhat with trade but prospects are good for November and December business. We quote :

BEAVER—Labrador and choice Eastern	Large $6.00	Medi'm $5.00	Small $2.75	Kitts $1-1.50				
" Territory Rocky Mountains and Western					Fall Beav. $2.00 to $2.50 per pound.		Spring Beav. $3.00 to $3.25 per pound.	
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.25	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.75	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR—Black—Choice only	12.00	8.00	6.00	4.50	2.00	.50	$2.00 to $6.00	
" Brown "	10.00	6.00	4.00	.....	.....	.....	1.00 to 4.00	
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	7.00	5.50	5.00	3.00	1.75	.50		
Territory and Western	7.60	5.50	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	3.00	1.25	.75	.20			
" Territory and Western	4.00	3.00	1.40	.50	.20			
	Dark	Fair	Pale	3	4			
" Cross—Value principally as to beauty, also size & richness	15.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	125.00	75 00	40.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	100.00	50 00	30.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3	4		
LYNX—Far North-Eastern	5.00-8.00	3.-4.50	2.25	2.00	.75	.25		
" Territory and Western	5.00-8.00	3.-4.50	2.25	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25		
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-4.00	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2	Large 2	Small 3	4	
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large		.15 to .18	10 to 15	2 to 7				
Territory and Western		5 to .10	7	2 to 4				
	Large	Small	2	3	4	Cubs		
OTTER—Labrador and far North-Eastern	$10-15	7.00-10	5.00	2.50	2.00	$1.00 to $2.00		
" Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50		
	Large	Small	2	3	1			
RACOON—	.75-1.50	.60-1.00	.33-60	.25	.15			
" Black—Value according to darkness, size and beauty	2 25	2.00	1.00	.50	.25			
	Black	Sh rt St	Long St	White				
SKUNK	.75-1.25	.75	.40-.50	.05-15	.....	.....	.....	.....
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM	$5.00 to $6.00 per pound.							

ROLLED OATS.

Trade is quiet and prices are steady at reduced quotations given in our last issue. We again quote as follows :

Rolled oats, in bbls	3 75	3 80
" " in bags	1 80	1 83

BALED HAY.

Prices are a little stronger this week. A few changes will be noted in the following quotations :

No. 1 timothy	10 00	10 50
No. 2 timothy, choice	9 00	9 50
No. 2 timothy, ordinary	8 50	8 75
Clover, carlots	7 50	8 00

LOOSE HAY.

The market is quiet at $7.50 to $8 per load of 100 bundles of 15 lb. each. Old hay is selling at $8 to $8.50.

ASHES.

Receipts are small and prices are firm. We quote :

First pots, per cwt	5 95	6 00
Seconds		5 55
Pearls, per 100 lb	7 00	7 25

HIDES.

Competition among buyers is as fierce as ever and a still further advance in lambskins is predicted on the street. Meanwhile prices are unchanged and we again quote as follows :

No. 1 beef hides		0 09½
No. 2 "		0 08
No. 3 "		0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 70	0 75
No. 1 calfskins		0 11
No. 2 "		0 09

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"
St. John, N.B., Nov. 2, 1903.

BUSINESS is active and Christmas goods are coming to hand freely. California seeded raisins are already here, the earliest they have ever been on this market. The Winter port business is a matter of particular interest this season. With the accommodation it is difficult to find berths for all the steamers wanting to come. It seems too bad that while the Government has money for lake and river harbors in Ontario and other western points, also unlimited money for railways, there is not a dollar for a national port such as St. John, a port in the improving of which our own citizens have spent thousands of dollars. The Grand Trunk have a port at Portland, Maine, where they have spent immense sums but though we have given wharves and a railway to the C.P.R. they talk of leaving the port rather than furnish any berths for their own steamers even when it is the only Atlantic point with facilities their road reaches.

OILS.

In burning oil prices are again quoted higher, and the market is a very firm one. Season's contracts have been largely made at the lower prices so that the trade stands to make a fair profit, except where the retailers depend on the tank wagon. Linseeds remain unchanged. Prices are low and the market easy. Turpentine we quote higher ; the market is very firm. In lubricating oils full values rule. Supplies of cod oil are very light. We quote :

American Water White		0 21½
Best Canadian		0 21
Prime		0 20½
Linseed oil, raw		0 54
" boiled		0 57
Turpentine		0 89
Cod Oil	0 34	0 37

SALT.

In Liverpool coarse salt there is a fair stock held. Regular shipments will be received after the middle of the month. In fine salt supplies are not large but there is rather less demand at this season of the year. We quote :

Liverpool coarse, per bag	0 60	0 65
English factory-filled, per bag	1 00	1 10
Canadian, per bag		1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl		3 10
" " 10-lb " "		2 85
" " 20-lb. wood boxes, each		0 25
" " 10 " " "		0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

DRIED FRUIT.

This is a busy line at this season. While some brands of California seeded raisins were not received last year till after Christmas some have already arrived, this being the earliest they have ever been on this market. Prices are very high. In prunes new goods are due. Prices are quite firm. Loose muscatels will cost about as last year, the California market having somewhat declined. Figs find an active sale. Demand for spot dates is but fair. Peels are a rather light stock and find an active sale. Evaporated apples are quite firm and not very freely offered. Onions are not a large stock. Chiefly Ontario stock is sold. Prices in the west seem hardly as firm. We quote :

APPLES.

	Per lb.			Per lb.
Dried	0 04	0 04½	Evaporated	0 06 0 06½

ONIONS.

Canadian onions, per bbl	3 25	3 50
" " per bag		1 50

CURRANTS.

Fine Filiatras, per lb. in cases		0 04
" " cleaned		0 06
" " in 1-lb. cartons	0 06	0 06½

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers, new, "	0 08½	0 09

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½-boxes		1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " " ⅛	1 30	1 40
Loose muscatels, 50s	0 08	0 09
Malaga choice, seeded	0 09	0 09½
" fancy, seeded	0 10½	0 11
Loose muscatels, per lb	0 08	0 09
" " seeded, in 1-lb. packages	0 09	0 10½

FIGS.

Comadres, per tapnet		1 20
Elemes, per lb	0 10	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb		0 11
Peaches	0 09½	0 10½
Apples	0 06	0 06

PEELS.

Citron	0 15	0 15½
Orange	0 12	0 12½
Lemon	0 12	0 12½

PRUNES.

	Per lb.			Per lb.
30-40s		0 08½	70-80s	0 06½ 0 07
40-50s	0 08	0 08½	80-90s	0 06 0 06½
50-60s	0 07½	0 08	90-100s	0 05½ 0 06
60-70s	0 07	0 07		

CANNED GOODS.

Dealers are disappointed and displeased. Independent canners who sold them goods are not filling their orders and the association, after keeping them waiting till very late for prices, will now give them no satisfaction in regard to what shipment they will make. The association is very unpopular here. It is not expected but that tomatoes and corn will be short. Salmon are held at full figures. Domestic canned fish are very firm. Sardines have been advanced. We quote :

Tomatoes, 3 s	1 10	1 25
Corn	0 90	0 95
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 50	1 75
Blueberries	1 00	1 20
Raspberries	1 40	1 50
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3 s	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" cohoes	1 25	1 35
" spring	1 35	1 50
" sockeye	....	1 50
Domestic sardines, oils, ¼	3 00	3 25
" mustards, ½	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef No. 1	1 50	1 60
" No. 2	2 60	2 70

SUGAR.

The market is considered quite firm. Values are thought to have been lower than was warranted. Sales have been large. We quote :

Redpath's granulated	....	4 20
St. Lawrence "	....	4 20
Acadia "	....	4 15
" " in bags	....	4 00
Bright yellow	....	3 85
Med. "	....	3 55
Paris lumps, in 50-lb. boxes	0 05	0 05½
Powdered	0 05¼	0 05½

MOLASSES.

The situation is firm and the stock largely in the hands of one party. While sales are not large they are regular. Stocks are smaller than usual. We quote:

Barbados	0 38	0 40
Porto Rico	0 42	0 45
New Orleans	0 30	0 38

FISH.

Supplies are very light. There is no variety of fresh fish. In dry fish both cod and pollock are very firm. Demand for the latter is not large. Pickled herring are the fish in demand with the local trade at this season and they are very scarce. Prices are high and but about one grade offered. Haddies, which have a large western sale, are also scarce, as are smoked herring. We quote :

Haddies, per lb	0 04½	0 05
Smoked herring, per l	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	....	2 25
Pickled herring, per ½-bbl	2 25	2 50
Dry cod	4 00	4 25
" small	3 00	3 25
Pickled shad, ½-bbl	....	6 00
Halibut	0 12	0 15

FLOUR, FEED AND MEAL.

There is little to report except that it seems impossible to get cars forward. Manitobas show some range in price. Oatmeal and oats are quite firm. Cornmeal is unchanged. Beans are firmer and are not offered freely. Barley is in light stock. We quote :

Manitoba flour	$5 20	5 40
Best Ontario	4 65	4 70
Medium "	4 15	4 50
Oatmeal	4 10	4 25
Cornmeal	2 70	2 80
Middlings, in small lots	23 00	24 00
Oats	0 38	0 40
Hand-picked beans	2 10	2 25
Prime "	2 05	2 10
Yellow eey "	3 25	3 35
Split peas	5 00	5 25
Barley	4 25	4 40
Hay	10 00	12 00

NOTES.

Kane & McGrath, St. John, have received the contract to supply meats to the principal Canadian Pacific steamers for the Winter. It means a very large business.

"Red Rose" tea is now being packed in its new home. The most modern facilities are to be seen here, blenders, weighers and packers being run by electricity.

Schepp's cocoanut continues to not only hold its own but to increase its sales. Three of our jobbers who have not before handled cocoanut have found it necessary to add it to their stock.

Seeded California raisins have made a record this season, never before arriving as early. Mr. Logan, representing The Phoenix Co., distributed a car to the trade this week.

Dearborn & Co. are offering a "special" English pickle under the "Kent" brand.

Maple syrup in pint tins is finding a large sale here, Imperial brand goods bringing repeat orders.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Nov. 2, 1903.

RETAIL grocers in Vancouver have this past week been busy with reorganizing the moribund Retail Grocers' Association. The first move came from the Retail Grocers' Association of Victoria, a deputation of two members of that body, Messrs. Johns and Mouat, having been some days in Vancouver calling on the retail grocers of this city to urge that they take action.

A meeting was held at which steps were taken to reorganize the Vancouver Retail Grocers' Association. Fully fifty grocers of Vancouver were present and Messrs. Johns and Mouat laid before them the matters on which it was sought to take action. One feature of the reorganization of the association was the desire that co-operation with the Victoria association should be made permanent. The new association elected officers, Mr. J. R. Webster, of Webster Bros., being chosen president, Mr. Thos. Duke, of the City Grocery Co., vice-president, and Mr. J. P. Nightingale, sec.-treasurer. Messrs. A. DesBrisay and Jas. F. Foran, with the officers named, will form the executive board.

As reciting the general objects and aims of the association, the following resolution was unanimously adopted : "In order to obliterate trust and inspire confidence among members of the trade ; to correct excessive and unmercantile competition ; to remove by concert of action such evils and customs as are against good policy and sound business principles, whether it be by cutting prices, selling by the wholesale houses at retail, improper house to house peddling, the distribution and consumption of adulterated and unwholesome goods, the use of fictitious labels, the use of whatever evil it may be ; to obtain the results which experience has proved are not obtainable by individual or divided effort, and to watch and influence legislation toward the better protection of capital, to assist our members in collecting delinquent debts, to protect them against fraudulent customers, and to encourage the observance of the Sabbath and all legal holidays ; for these reasons we hereby organize ourselves into an association called the Vancouver Grocers' Association."

The first move made by the new association was to hold a meeting with the wholesale grocers, to discuss matters in the interests of which both were directly affected. Several matters, among them the basis of giving credit to retail grocers, the selling by wholesale houses at jobbing rates to hotels, lumber camps, and similar consumers, and other important questions were, it is understood, discussed. No report of the conference was given out, and what action, if any, was taken has not been announced. It is expected that further conferences between the Wholesale Grocers' Association and the Retail Grocers' Association will be held.

Closing of navigation on the Yukon River caught a good deal of merchandise in transit from White Horse to Dawson. The river first became impassable by float ice, which made it dangerous to navigate. Then the freeze-up followed, and last steamers down from Skagway bring the news from White Horse that the river is closed for the Winter.

Naturally there has been a good deal of inquiry respecting goods in transit, and, as a portion was en route to Dawson, the owners have been assured that The White Pass Co. will undertake the safe delivery of all shipments which had started down the river before the freeze-up began. It will be necessary to transfer all such goods to the sleigh teams, of which the company maintains a large force on the Winter trail from White Horse to Dawson, for stage purposes. The company also carries the mails. It is estimated that 1,500 tons of freight was en route, though part of it may have got through.

Two battered and damaged river boats from the lower Yukon made their laborious way up to Dawson this week—the Rock Island and the Susie. Both boats were injured by contact with rocks and with floating ice, and were badly strained from frequent hold-ups on the flats in the lower Yukon. They were held as long as a week at a time in making the arduous trip up the river.

The waters shoaled as the vessels made their way up, and they arrived with less than a fifth of the cargo with which they had started, the remainder having been lightered at various points along the river, to enable the vessels to continue the journey at all. The large quantities of merchandise now tied up for the Winter at lower river points, will not be available for use until late next Summer. There is no population down river to require such quantities of goods as have failed to reach Dawson.

Cost of living is bound to be high this Winter. Already prices of many commodities have advanced, caused by the shortage in supplies. This advance is steadily keeping up. Potatoes are 15c. per pound, and eggs, which have sold at $11, are now over $19 per case of 30 dozen. Hams are 35c. per pound, condensed cream $9 per case, fresh beef and pork 40 to 65c. per pound.

Fully 500 people failed to get out on the last boats up the river, and will have to get out over the ice. Many of those on their way out, who were on the various steamers now blocked at various points on the river, will also have to complete the journey to White Horse on foot.

Local conditions in grocery circles are very satisfactory. Trade with the interior portions of the province continues good, and some wholesale men report it better than their expectations for this season. The coast trade is of course light, as it always is at this time of year. Activity in building and other industrial operations is keeping a good surface on trade here, and the continued fine weather is making it possible to continue many lines of work, which would be closed down otherwise. This has kept a very appreciable number of wage-earners in receipt of steady pay, with consequent benefit to the circulating medium.

* * *

In groceries, new dried fruits are all in the market now. They have opened high, and that, together with the earliness of the season, prevents much movement. Demand is not strong yet, because of the proportion of fresh fruits still in the market. Raisins have opened very high and are sure to remain so. But retailers are afraid to stock up on account of the quotations being so high at this time of the year.

Canned goods, from the eastern packers are moving forward freely, stocks in wholesale hands filling up for the season. There is no change in the situation so far as advices here go. Tomatoes are not yet on the list for receiving orders, and both that line and corn will be scarce here by all indications. The question of the 10 per cent. rebate from the combine is beginning to interest those dealers who placed their orders with the concern. Without pledging themselves to buy all their stocks, they have bought all the combine could or would deliver. The merchants therefore hold that they are justly entitled to the rebate, and will try to make the combine people see it that way if argument will do it.

* * *

In fruits, the market is well supplied at the present moment with local apples. The indications are that the local crop will be ample for requirements until Christmas at least. The quality of stock being bought on the market is still keeping up, and shows decided improvement over former years. The only criticism is that in fancy apples the varieties are all too large. That possibly is a fault which will in time be corrected by selection in the varieties desired to be grown. The climate tends to produce a big apple even in ordinary medium varieties, and the growers will have to study how to counteract that tendency.

Local Winter varieties of pears, quinces and crab apples are also freely offering yet. Prices are very firm. Best quality of all local apples bring at least $1.50 to $1.75. Oregon and Washington fruit is not on the market, as it cannot compete. The prices quoted there are higher than local, and the stock is no better. The growers and shippers in the Yakima and other famous fruit districts of the neighboring states say they have a market east at good prices for all the apples they can ship.

* * *

Creamery butter is now largely confined to Government creamery from the Northwest Territories, and everything offering is taken up at once. Price for this line is 23c. and firm. Local creamery is still high, being held at 35c. to the trade. The supply has been keeping up well owing to the warm fine weather.

MANITOBA MARKETS.

Winnipeg, November 2, 1903.

THERE has not been a week for many months that has been marked by so little change in the general conditions of trade in the West. The last week of a month is not usually marked by many changes, but October's close has been particularly uneventful. The volume of trade has been good throughout the week and collections have been satisfactory. The weather has been almost ideal in its bright balminess and all kinds of building work have made great strides.

The wheat trade, the pivot on which almost all other trade turns in the West, has been most peculiar. The receipts so far have been very much behind those of last year and though a very large amount of threshing has been done, the volume of wheat coming forward has not been in proportion. It has begun to look as if farmers were holding back their wheat looking for higher prices in November. The truth of the matter is that prices at present are out of all accord with the export trade and very little export business has been done from Winnipeg this year. The principal trade has been the filling of orders of eastern millers. Contracts for this wheat were made early and the high prices of No. 1 hard and No. 1 northern, which have obtained, were due to the small quantities of these grades coming forward to fill contracts. That this contract business is pretty well up-to-date is attested by the fact that during this week the prices for the two grades mentioned have declined out of proportion to the lower grades. The percentage of the better grades increases as the season advances and the crop will on the whole grade better than was anticipated after the bad weather of early September. The yield also is larger. These features of the wheat market are not peculiar to Winnipeg, they apply to the whole American continent and dealers state that though prices are not likely to go higher it seems equally difficult to get them lower, as the whole trend of the American market is bullish. The developments of the grain trade this month will be watched with considerable interest. Up to the present time there has been little or no blockade, but the last week has brought very considerable complaints of car shortage in various districts and this is likely to increase. Even if the farmers have been holding for higher figures they will make an effort to get the grain out before the close of navigation and if they rush the wheat in November the fun will begin in earnest.

In going over the full list of Winnipeg prices sent you last week I cannot find a single addition or alteration to make. All staple lines are selling steadily, prices are firm and at present there does not seem much likelihood of any startling changes for some time to come. There will be shadings of prices no doubt, as there always are but nothing very radical is likely to occur in the near future.

EXPORT CATTLE.

The market has not improved in the matter of prices and the number of cattle going forward is very small compared with previous years. Some few of the ranchers tried the experiment of shipping their cattle to the Chicago market but it was learned on good authority that after paying freight and duty they only receipted 3⅜ to 3½c. per lb. This would mean a net price of about 2¼ to 2½ on the range for steers that probably cost $27 to $30 eighteen months to two years ago.

BUTCHERS' CATTLE.

The market here is well supplied, but the number of strictly fat cattle is rather below the demand. Prices run from 2¾ to 3c. Winnipeg.

DRESSED BEEF.

Supply is good and prices are unchanged, being 5¾ to 6c. for tops.

MUTTON.

The supplies of sheep reaching this market are small and the price is 4c. off cars Winnipeg. Dressed mutton is in fair supply and brings 8c. Lambs dressed run from 10 to 11c.

HOGS.

The supplies of live hogs are increasing and are larger than last year at the same period. The price is lower in sympathy with outside markets and 5½c. is all that is being paid for the best bacon hogs; this is a much lower range than last year, but is still sufficiently high to allow a reasonable profit to the farmer. This price is for hogs from 200 to 250. Under and over weights are ¾ to 1c. less.

CURED MEATS.

Prices in cured meats are not so strong as they have been, but trade is good. Quotations are: Hams, 14½c.; shoulder, 9c.; breakfast bacon, bellies, 14½c.; backs, 12½c.; spiced rolls, 11¾c. for long and 11¼c. for short; long clear bacon, 10c.; dry salt bacon, 11c.

LARD.

There has been a general decline in lard prices; tierces are quoted at 9⅜c.; 50-lb. tubs, $4.80; 20-lb. pails, $2; 10-lb. pails, in cases, $6.05; 5-lb. pails, do., $6.15; and 3-lb. pails, do., $6.25; compound lard, $1.75 for the 20-lb. pail.

BUTTER.

There is a fairly large amount of dairy butter coming in and the grade is very much mixed so that prices paid by jobbers range from 11 to 13c. Winnipeg.

CHEESE.

Jobbers' prices to retailers are 13c. for Manitoba and 13½c. for Ontarios. Local factories are all closed and the trade is confined exclusively to the selling of accumulated stocks.

EGGS.

The jobbers offer 20c. for eggs delivered at Winnipeg, but supplies are small. Ordinary packed eggs sell to the retailer at about the same price.

POULTRY.

Inquiry elicits the fact that the supplies of Manitoba poultry for the Christmas trade will be larger than usual, particularly in the lines of geese and turkeys. Whether they will arrive better fed and better dressed than in previous years it would be difficult to foretell.

ADVERTISER—Aged twenty-five; commercial experience; a worker; seeks position, town or country; capable wife, could assist in house by arrangement if desired; city references. Box 81, CANADIAN GROCER, Montreal.

NOVA SCOTIA MARKETS.

Halifax, Nov. 2, 1903.

THE grocery trade has been very active during the past week. All local wholesale houses report a a good business with sales fully up to anticipation. There have been few important changes in market conditions, all lines continuing firm. Rolled oats have advanced slightly and higher prices are again paid for cheese. Quotations on canned salmon and canned meats have been advanced.

* * *

The direct steamer with dried fruits from Denia and Malaga arrived in port on Sunday and discharged here 2,500 tons of currants, raisins and onions for the wholesale houses of this city. She had a fair passage, the latter half being stormy. The fruit was discharged in excellent condition, and wholesale staffs for the rest of the week will be very busy receiving it into stock and shipping it out to fill orders booked in advance of arrival. The Bellona took on board a considerable cargo of dried and pickled fish at this port for the Upper Provinces and sailed for Quebec and Montreal with the balance of her through cargo of dried fruits.

* * *

The Fall mackerel struck in on Saturday in great numbers, and some of our fishermen have made snug fortunes. One man is reported to have cleared $3,000 in the past 48 hours. Up to the present strike the mackerel fishery had been almost a failure. The Summer run was small and people had begun to despair of the Fall catch. Now, however, the harvest is on and our fishermen are rejoicing. Very large quantities were taken Saturday night, and this necessitated a lot of Sunday work by carters and others to prevent the catch from spoiling. The police force had a number of these Sunday workers summoned for violating the Sunday law—an unnecessary proceeding considering the circumstances.

* * *

Grocery grades of herring and cod are scarce, and the trade will be very hard put for supplies before the close of the Lenten demand. The market keeps very firm for both Shore and Bank codfish, although there has been a decline in the price paid for Labrador "Cure," on account of a drop in the Oporto market, which is the chief export market for this grade.

* * *

There is considerable activity at Deep Water, and preparations are being made for the shipment of grain at this port by the Allan boats. The I.C.R. elevator is being got into condition to receive the grain. For many years this elevator has stood a monument to the deferred hopes of those who expected Halifax to become an important outlet for the products of the Western wheat fields. But in all these years no grain came, the shorter haul and influences of American ports being too much to be overcome. Lately, however, there has come a reversal of traffic conditions between the Maritime and Upper Provinces which has rendered the loading of grain at Halifax feasible in the Winter months. This season the west-bound freight has largely exceeded the east-bound, so that now, instead of sending the cars back empty after discharging, the grain return freights can be secured.

No Grocer need hesitate about stocking

Clark's Ox Tongues

There's a flavor and fine quality about them which will please your BEST CUSTOMERS.

1½, 2 and 2½-lb. Tins.

TRY FOR SUMMER USE — DELICIOUS ACID FRUITS — CORONA FRUIT MEAT — FOR PIES PUDDINGS &c. — SPRING USE — TRY

Delicious, Healthful
The Ideal Fruit
—FOR—
SPRING and SUMMER USE
ONCE TRIED, ALWAYS USED. ASK FOR IT
CORONA FRUIT CO., W. B. Bayley, Agent, Toronto

H. G. W. TRADE MARK REGISTERED

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat.

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

FANCY NEW ELEME FIGS.

FINEST GOODS PACKED; in all the different grades.

Fancy Malaga Grapes (heavy weights).

QUALITY AND PRICES RIGHT.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, ENGLAND

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

Window and Interior Displays

Timely Hints and Suggestions.

EVERYONE has heard of the great lift lock on the Trent canal in Peterborough—the largest of its kind in the world, and a great feat in engineering. To those who have not seen a picture of it the accompanying reproduction of a window arranged by Mr. Jas. A. Dawson for Mr. J. Edgcumbe, grocer, Peterborough, will give a very good idea of the appearance of this great work.

Side View of the Lock.

The entire production, where possible, was built up of " Blue Ribbon " tea packages, shaped when necessary to simulate the slants or curves of the actual work. The large balancing locks, the steps in various places, the tunnel under the canal, the vessels in position, etc., are all represented with remarkable exactness. The idea was certainly an ingenions one and was exceptionally well worked out. It was built on a base, so that it could be placed in any position.

Something that counted against it in the eyes of the judges in the competition was the fact that neither illustration shows the window as it would appear to the passers by, and, of course, it was from their standpoint that the prizes were given. One picture shows a side view, made very distinct by blocking out the remaining parts of the picture. This was a very good scheme for displaying the outline. The other picture shows, as far as can be made out, the display turned around to face the inside of the window, and thus shows no background or sides, and these count very much in the value of any window arrangement.

It was a bright idea that suggested the use of a line in groceries to build the display. The average decorator, even if he had thought of such a scheme as the building of the locks, would have gone to work to construct it from an elaborate framework, which would have made the display as suitable for a dry goods as for a grocery store, and thus lost much of the valuable advertisement which this " Blue Ribbon " structure gives.

The fancy window that has no relation to the goods carried has only limited value. As an advertisement of the store they are worth something, since they attract people to the window and thus indirectly to the firm and lines carried by it ; but its value as a selling window is small, and its use should be seldom, and only for variety. Neither should it be allowed to remain long.

This window, however, combines both the fancy window and the one that advertises some definite line of goods on sale in the store. No one could look at the locks without noticing " Blue Ribbon " tea and thus both purposes are served—the attractive window, and the selling window.

This idea could be carried out in any sized town, by representing some public building, such as a school, town hall or church, built up of cakes of soap or packages of tea.

Front View of the Lift Lock at Peterborough.

BUY

EASTLAKE STEEL SHINGLES

FOR THE ROOF

BECAUSE :

They are quicker and easier to lay.
Will give most enduring protection.
Are a safeguard against lightning and fire.
Will never rust, and add a wonderfully neat appearance.
They are the favorites everywhere, because of their economical reliability.

EITHER GALVANIZED OR PAINTED.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

CHEAPER AMMONIA

During the summer months our Household Ammonia will be 50c. per gross less in price.
Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.

JOHN C. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

he cost is only 6c. per week. (Annual subscription, including postage, $4.80,)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

CORRESPONDENCE.

HOW TO KILL CHICKENS.

Editor CANADIAN GROCER :

On page 31 of the October 23 number of THE CANADIAN GROCER I notice a resume of the debate in the House of Commons regarding the information contained in the bulletin "Profitable Poultry Farming" on killing chickens. I regret that the member of Parliament who wrote the article, as well as Mr. Rufus Pope, the member for Stanstead, was not aware of the great difference between killing chickens by dislocating the neck and the old-fashioned way of wringing or twisting the neck. When the chicken's neck is dislocated the head is pulled from the neck; the loose unbroken skin of the neck forms a sack in which the blood of the chicken flows. The body of the chicken is as well drained of blood as if the head of the chicken were cut off with an axe. The market appearance of the chicken is improved by dislocation; the flesh of the chicken is more juicy and edible. On the contrary, when the chickens are killed by twisting the neck, death results mainly from strangulation. The body of the chicken is not freed from blood, on account of there being no space in the neck into which the blood can flow. The appearance of the flesh of the chicken that has been killed by twisting its neck is reddish, and blood can be plainly noted in it. In several cities in Canada a law is in force prohibiting the sale of chickens that are killed by twisting the neck.

Hence the senselessness of the speech by Mr. Pope in the House of Commons regarding the detailed directions in "Profitable Poultry Farming" for dislocating the neck, and the absurdity of the statement that dislocating the neck and wringing the neck are one and the same thing.

F. C. HARE,
Chief Poultry Division.
Department of Agriculture, Ottawa,
October 29, 1903.

TEAS OF OOLONG CHARACTER.

Editor CANADIAN GROCER :

I feel quite sure that my friend Mr. Valentine Webster was misunderstood when he was reported as being of the opinion that Ceylon and India should "imitate" Formosa Oolongs. Mr. Webster and myself, when chatting the matter over, were of the same opinion as to the desirability of Ceylon and India producing a tea of Oolong character, but we both believe that the planters there would so excel the product of Formosa (just as they have the black tea of China and the green tea of Japan), that there would be no similarity; so that the word "imitate," I know, hardly expresses the views of Mr. Webster, and in his absence from town I am taking the liberty of saying so.

Yours truly,
P. C. LARKIN.
Toronto, Oct. 30, 1903.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.
Contractions count as one word, but five figures (as $1,000) are allowed as one word.
Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

MILLER WANTED—For custom mill—reel system; plate chopper; wages $1.00 per day and board; steady work for honest, industrious man. Apply to Box 122, CANADIAN GROCER, Toronto. (f)

MILLER WANTED—Immediately—to take charge of a roller mill; must be thoroughly competent. Apply, stating references and salary wanted, to Box 118, CANADIAN GROCER, Toronto.

WANTED—A good miller—To run a roller and gristing mill. Apply to Box 120, CANADIAN GROCER, Toronto. (f)

WANTED—Experienced salesman for general store—speaking English and German language. Box 121, CANADIAN GROCER, Toronto. (f)

FOR SALE.

FOR SALE—A good wholesale fish and oyster business, 20 years established, good outside connection. Apply Box 123, CANADIAN GROCER, Toronto. (f)

SITUATION WANTED.

YOUNG man wants situation in grocery; two years' experience; town preferred. Box 75, CANADIAN GROCER. (45)

AGENCY WANTED.

TO MANUFACTURERS AND OTHERS—London firm of enterprising principals of which have had long experience in all branches of the grocery business and thoroughly understand the requirements of the public and the trade, with extensive wholesale and retail connections throughout the United Kingdom, wants buying and selling agency for goods suitable for the trade. They have successfully placed upon the market a number of proprietary articles, and have recently established over 10,000 agents for an article which is having an enormous sale in all parts of the United Kingdom. Splendid opportunity to place any proprietary article on the English market. Highest commercial references given. They will also obtain English goods for, and give use of their London office and staff to, Canadian and American merchants. Alfred King & Co., 38 Great Tower Street, London, E.C., England. (47 eow)

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Philadelphia.

EATS DIRT

and seems to like it, too.

The Cleveland Wall Paper Cleaner

does marvellous work. A 25c. can is sufficient for the average room. Samples sent with each order.

GEO. RIDOUT & CO.,
77 York St., Toronto.

FLOUR AND CEREAL FOODS

The Selling of Cereals.

THE impetus given to the cereal business of grocers by competition among the makers, has resulted in a very largely increased cereal trade, a trade, however, that is not entirely satisfactory to the retailer. In the old days, when bulk cereals were the rule, the public were content to take any maker's article, so long as it was good, and satisfactory. The question, "Whose make of meal is this?" was seldom asked. The grocer could sell bulk cereals without difficulty, buying from several millers of his choice without his customers knowing anything about it, and in this there was a certain convenience. This condition of affairs still obtains in some sections of the country where the potency of advertising has not made itself felt to the same extent as in those communities where daily papers flourish. The grocer is not called upon for package goods and so does not push them. There is yet a big work to be done by the makers of cereals whose goods are put up in cartons, before the rural sections are converted from the old ideas and practices.

Where the influence of advertising has abounded, and the demand for package goods is growing, the retailer finds himself called upon for a great many different brands, and then his trouble begins. He buys, we shall say, a case or two of every line asked for, and finds himself unready to urge any particular make. Soon he finds that he has a surplus of two or three lines and an ever growing call for perhaps two or more other makes. He stocks these afresh with an increased confidence in their worth and naturally feels disgusted with those that have not sold so freely and seem destined to remain on his shelves. The best thing to do with these lag goods is to get rid of them, by quietly working them off, or by rushing them off at a cut figure—the danger in both cases is that there may be created in some instances a preference for the very goods the grocer has resolved not to restock.

When so many millers and cereal makers are bringing pressure to bear upon both the public and the grocer, it is difficult to know what is best to do. However, the grocer who confines his package cereal trade to the lines which prove their own merit will do wisely, and generally speaking, it will be best to stock those most widely and forcibly advertised. It is not a question of fighting the growing demand for package goods; few grocers are powerful enough to successfully contest the issue. Whether or not one believes in selling goods which cost more to buy, pay a smaller profit, and are more costly to the consumer, the course of prudence is to give the public what it demands. At the same time the grocer will not neglect to sell all the bulk cereals he can to those people who have not yet been persuaded that health and strength can be found only in a cardboard box containing forms of breakfast food which have these last few years taken such a strong hold on the market.

New Wheat Record for Montreal.

"AT the end of the season of navigation close to 30,000,000 bushels of grain will have been shipped from the West through the port of Montreal.

"This will mean an increase of more than 10,000,000 bushels over last year. Had shipments not fallen so far below the average this Fall through the farmers holding their grain, shipments through this port would have passed the 40,000,000 mark, and more than doubled those of any previous season in the history of the port."

In making this announcement to a representative of The Montreal Herald, Mr. E. J. Chamberlain, manager of the Canada Atlantic Railway, pointed out how, as a result of keen competition, rates had fallen so low that notwithstanding the big increase in shipments, the profit to the different companies had not increased to any extent.

"The Canada Atlantic Railway," he continued, "has handled on its upper lake boats and thence through to Coteau Landing and Montreal this season more than 8,500,000 bushels of grain.

"The entrance into the trade of so many new lines of steamers has resulted in the creation of entirely new rates. Where last year the lowest rate at which the Canada Atlantic handled grain was 4¼c. a bushel, this year the average price has been 3½c. a bushel, and in many instances we were forced to go close to a 3c. rate. This, of course, means that the farmer has saved a great deal more money.

"The result of the farmers keeping back their grain means now that they will have to keep it right through the Winter, and this will result in very heavy shipments as soon as navigation reopens."

Canada's Field Products.

The census department issued a bulletin last week showing the field products of Canada, as shown by the census of 1880, 1890 and 1900 respectively. The totals were:

Grains, 1880, bushels, 149,461,399; 1890, bushels, 175,545,724; 1900, bushels, 282,411,911.

Seeds, 1880, bushels, 324,317; 1890, bushels, 484,880; 1900, bushels, 460,632.

Roots, 1880, bushels, 103,620,204; 1890, bushels, 103,170,493; 1900, bushels, 131,127,043.

Hay and forage, 1880, tons, 5,053,008; 1890, tons, 7,693,733; 1900, tons, 9,101,958.

Tobacco and hops, 1890, pounds, 5,404,166; 1900, pounds, 12,270,948.

Whole Wheat as a Breakfast Food.

STEAMED whole wheat as a breakfast dish has found favor in New York City, according to an American exchange, where it is said that in a certain restaurant they cook the cereal until it is something to dream of.

Only the best quality of wheat is used and the cooking is a matter of prime importance. When the wheat is to be cooked on a gas stove it is soaked over night and at four o'clock in the morning it goes into a double boiler with four portions of water to one of wheat. It is then cooked steadily, the water boiling hard all the time, until 11 o'clock, when it is ready to serve. It is a luncheon dish at the restaurant, where only vegetable foods are used.

For cooking on an ordinary range it is put on in a double boiler over night, the water in the lower kettle is brought to a boiling point and then the wheat is set back and allowed to stand all night. In the morning it is again brought forward and cooked steadily for seven hours.

When ready for the table the wheat is in large, round grains the size of peas, soft and tender, and yet each grain re-

From Government Bulletin No. 84:

"I am of opinion that as a well-balanced material for porridge, these analytical results justify me in claiming a very high, if not the highest, place for oatmeal, and especially in the form of rolled oats.

"A. McGILL,
"Assistant to the Chief Analyst."

This is a part of the death knell sounded for fad foods. The public are finding out the truth—they want nourishing foods, not chemically-insulted grain.

Tillson's PAN-DRIED Oats

A FOOD, NOT A FAD,

is what they want. They know they are the best oats from the best oat-growing country in the world, prepared by the best process.

The public want TILLSON'S OATS. Why not supply them?

THE TILLSON COMPANY, Limited
TILLSONBURG, ONT.

NAPOLI MACARONI

Vermicelli and Fancy Paste for soups.

Made with absolute cleanliness from a specially grown macaroni wheat.

Put up in handsome air-tight, dust-proof 1-lb. packages 24 or 48 to the case.

20-lbs. bulk, packed in odorless boxes.

Full line of samples sent free on request, to any reliable merchant.

Napoli Macaroni is free from all coloring matter.

Send for prices by the case or carload.

Napoli Macaroni Co.,
Toronto.

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), ***SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP*** of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.

Correspondence solicited.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. **SATISFACTION GUARANTEED.**

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated
" **Barley, Oatmeal,**
" **Wheat, Pot** and **Pearl Barley**
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

tains its individuality and shape like a well-cooked grain of rice. It is usually served with milk or cream, but may be eaten with butter and sugar.

Millers might be able to create a limited demand for wheat for this purpose. It would be necessary to select the grain carefully and clean it thoroughly. It could be placed on the market in five-pound packages, neat paper bags or car-

tons being used. Printed directions for cooking should, of course, accompany each package and the price can be fixed at a figure that will allow a good profit.

Immense Warehouse.

The Canadian Northern Road is completing at Port Arthur what is to be the largest grain storage warehouse in the world. It will exceed in capacity the great concrete storage of The Peavey Co., at Duluth, by 500,000 bushels. The Peavey storage now holds the world's record for size with its 4,000,000 bushels capacity under a single roof.

The Canadian Northern elevator consists of 160 cylindrical bins, each 21 feet in diameter and 85 feet deep to a concrete foundation. There is absolutely no wood about the entire structure, for the bins are of tile, arranged in double walls with steel tie rods surrounding each roof tile. Each cylinder touches those adjoining at four points, forming smaller bins with concave sides, and these are also to be filled with grain.

Sixteen thousand tons of tile were made in Illinois and shipped here for the work, and the builders are Americans, a Minneapolis concern. This elevator is connected with a wood and steel working house and contains nothing in the way of machinery but rubber belts running in concrete tunnels.

The working house has a capacity for 1,250,000 bushels, giving the road in this group a total capacity for storing 5,750,000 bushels of wheat. One-half the tile storage was built a year ago and successfully carried grain through last Winter.

Envy Us Our Wheat.

UNITED STATES millers, as has previously been remarked, are turning envious eyes toward our Western Canadian wheat. At the great convention in Detroit this Summer, resolutions were passed calling for reciprocity and the abolition of the duty on wheat. The American Miller, in a recent editorial, comments on the persistently increasing demand for wheat, despite a 659,000,000-bushel crop.

"When northwestern millers begin to talk of wheat shortage with such a crop as this on our hands," it remarks, "even if a portion of it is unsound, it is time to take an inventory of conditions and consider if price levels and crop normals are not higher and permanently higher than they were six or seven years ago. Nowhere is there a fear of a glut of wheat. Nor did such a fear present itself when last Spring the promise was a crop so huge as almost to stagger one."

"As to the revived talk of reciprocity," it shrewdly continues, "all the talking will be done on this side; Canadians are averse to renewing the subject. And it is idle to go at a simple matter in such a roundabout fashion as by attempting the negotiation of a reciprocity treaty. It does not need a treaty to take off our duty on Canadian wheat and let it come in. While it would benefit the Manitoba farmer, it would also benefit us.

The question of protection is not at stake. The prices for wheat and cotton are made in the world's markets. We gain nothing by compelling Manitoba wheat to find a market abroad. Every bushel of it sold in Great Britain affects the price in the United States just the same as if it were all handled in Minneapolis, Duluth and Chicago. No protectionist need fear the charge of inconsistency in voting to remove the duty on Canadian wheat. It will help Canada and will help us. Why wait for a reciprocity treaty that may never come? We don't need the consent of the Dominion to make this simple, business-like move."

A Macaroni Booklet.

The Napoli Macaroni Co. have issued a very neat little booklet describing the several points of superiority claimed for the goods of their manufacture. It is explained that by using a specially prepared flour, very rich in gluten, the basis is of the very purest quality. No coloring matter whatever is used in their preparations, the delicate creamy color of the goods being entirely due to the superior excellence of their wheat.

The machinery used in the making of Napoli macaroni is of the very latest design and the addition of some of the company's own ideas prevents the macaroni from coming into contact with the hands of their employes at any stage of its manufacture. This advantage is worthy of special mention, as many foreign brands receive very little care in this direction.

The system of filtering the air in passing from room to room excludes all possibility of dust and dirt, the ventilating machines allowing only pure fresh air to come into contact with the goods. The finished products are very neatly packed in cartons, then wrapped in plate paper, sealed and finally wrapped in parchment paper, labelled and sealed again.

A visitor to the factory is at once struck with the clean and natty appearance of the employes. The men are supplied with white suits, and the young women in the packing department with print uniforms. Everything is suggestive of purity and cleanliness and the products of The Napoli Co. are already in good demand.

Fort William Dockage.

A deputation from Fort William, composed of Mayor John Dyke, Councillor L. L. Pelletier, J. J. Wells, president of the Board of Trade, and James Murphy, W. F. Hogarth, C. W. Jarvis and S. C. Young, waited on Sir Wilfrid Laurier last week to bring before him the question of dredging the Mission River.

Their reception was gratifying, as Sir Wilfrid said the estimates for the work had been considered and operations would be commenced at an early date. The delegation pointed out to the Premier the importance of the work, which will increase the dockage of Fort William by miles, and will advance the opening of navigation in the Spring two full weeks, which will have a most beneficial effect on the question of wheat transportation.

Good Crops at Indian Head.

Mr. A. MacKay, the superintendent of the Experimental Farm at Indian Head, Assa., writes that just around Indian Head most of the farmers have finished threshing. The yields on stubble run from 20 to 30 bushels per acre, and on Summer fallow from 30 to 35 bushels. The former grades, as a rule, No. 1 Northern, the present price for which there is 73c., and the Summer fallow wheat, No. 2 and No. 3 Northern. There are, however, many fields north of the Qu'Appelle River where wheat from Summer fallow will grade lower than No. 3 Northern.

The returns last year were regarded as eminently satisfactory, but the probabilities are that the cash receipts this year from the 1903 crop will, owing to the higher prices, aggregate more than what was realized from the crop of 1902.

Serious Mill Fire.

On Thursday of last week quite a serious blaze broke out in the premises of The McCann Milling Co., King street east, Toronto. The fire originated in the top storey, presumably from friction in a suction fan, and having a good start, gave the fire brigade considerable trouble. There was almost an entire loss of machinery and stock, covered by insurance.

The delay in business will occasion considerable loss and inconvenience and although the McCann company are doing the best they can to get things into running shape their customers will regret to learn that it will be fully a fortnight before they will be able to resume business.

Banana Flour Dinner.

Col. J. M. Pennington, an enthusiastic banana flour promoter, of Havana, Cuba, recently gave a dinner at Marianao to some big people, all the food set before the guests being either all or in part composed of the banana in various forms. Among the items on the bill of fare were the following: Banana soup, with banana crackers; banana pancakes, with banana jelly; stewed chicken, with banana gravey; roast chicken, with banana dressing; roast beef, with banana jelly; banana butter, banana jelly cake, banana muffins, banana fruit cake, banana plain cake, banana coffee, etc.

Cereal Notes.

St. Boniface, Man., is to have a new elevator at a cost of $150,000.

Ontario grain men complain that the railroads are not supplying sufficient cars to move the grain.

St. John and Halifax expect a large export grain trade during the coming season. The Halifax elevator will commence operations next month.

The plan to have a model mill in operation at the St. Louis Exposition has been abandoned for fear of arousing jealousy among rival makers of machinery.

I WANT you to help me get more members for the Force Society. The more members there are, the more people there are who eat Force. The more Force sold, the more you sell.

I have a button which has a pretty bad picture of me on it, but it is the picture that most people know. There is nothing else on the button but my motto:

"Be Sunny."

Whenever you sell a package of Force, give the buyer a button. Pin it on the boys and

girls who come into your store to buy packages of Force.

They will come back to your store.

It's an ad for you, it's an ad for me, and it's a great ad for Force and sunshine.

If you want any of these buttons, say so. I have quite a lot of them. Mind you, I don't want to send them to you if you are going to put them behind the desk over there by the safe and forget all about them.

If you do, your customers won't be sunny, and you'll miss sunshine yourself.

Yours truly,

Sunny Jim

(To be continued)

Notwithstanding Short Pack

we will positively guarantee delivery for your season's requirements of

TOMATOES, CORN and PEAS.

"Boulter's," "Little Chief," "Lakeport," "Simcoe," "Aylmer," "Log Cabin."

The F. J. CASTLE CO., Limited, OTTAWA

P.S.—The above holds good until our stock is exhausted.

London, Eng. New York Toronto

WANT THE BEST?

—A Post Card will bring it, or Phone us Main 789 at our expense—

GOLDEN EAGLE COFFEE
THE HIGHEST GRADE OF COFFEE OBTAINABLE.

MANHATTAN COFFEE
NEW YORK STANDARD OF EXCELLENCE.

AMERICAN COFFEE & SPICE CO.
109 Front Street East, TORONTO.

GOLDEN EAGLE, 28c.
MANHATTAN. 26c.
Packed in 25 and 50lb.
LITHOGRAPHED TINS FREE.

CONDENSED MILK CONCERN.

A VISITOR to Montreal this week was Mr. F. E. Gifford, manager of The St. Charles Milk Co., St. Charles, Ill. A representative of THE GROCER had the pleasure of an interview with Mr. Gifford at the Windsor Hotel.

In the course of the interview Mr. Gifford stated that the increase in his company's business was very large, in fact it exceeded all expectations. His company, as readers of THE GROCER are aware, has a branch establishment at Ingersoll, Ont., and it is learned with gratification that the output of the Canadian factory, both as regards volume and quality of the goods used, is equal to anything on the market.

The district in which the St. Charles factories are located is one of the finest dairy districts in the United States. A number of condensed milk factories have been established in that district owing to the pure quality of the milk obtainable there. His company have two large factories with a daily capacity of about 1,000 cases of condensed milk and evaporated cream, and shipments are being made to all parts of the world. Mr. Gifford stated that during the South-African war large quantities of St. Charles Condensed Milk Co.'s products were shipped and used by the British Army, in consequence of which an extensive trade is rapidly growing for their products in that country. Orders from Japan, China, Australia and India are also increasing in volume.

It is very gratifying to Canadians to know that the business of the Ingersoll factory is one of the largest of the many condensed milk factories on the continent and the future prospects are most encouraging. The Canadian trade was rather slow in taking hold of the condensed milk and evaporated cream articles as compared with the United States, but during the past few years the demand has been extending rapidly in all directions, and the Yukon trade which formerly was looked after entirely by the American factories, is now one of the best, and is done entirely from the Canadian branch. When it is considered that this branch was opened only in 1900, it speaks volumes, not only for the quality of the goods turned out, but also a tribute to the manner in which the Canadian farmers in the Ingersoll district have looked to supplying milk in proper condition.

Mr. Gifford gave our representative a very interesting account of the origin and growth of the condensed milk business in America, the salient features of which were, that in 1858 Mr. Gail Borden made the first condensed milk on this continent, using an ordinary teakettle in the preparation of his first goods. Before Mr. Borden made his first milk all the condensed milk used in the United States was made in and imported from Sweden. There are now no less than 202 factories engaged in the manufacture of condensed milk in America, about 60 of which make evaporated cream as well as condensed milk.

Mr. Gifford stated that it was rather a difficult matter to get the trade and public to take a liking to evaporated cream on account of the number of years condensed milk had been so generally used, but now it was getting to be a most popular article.

Mr. Gifford was kind enough to state that the benefits derived from advertisements placed with THE CANADIAN GROCER were very large, and while his company were as a rule adverse to using trade journals, he was compelled, in justice, to admit that they had received more enquiries from foreign countries for information regarding their products directly traceable to their advertisement in THE GROCER than from all other advertising sources.

Mr. W. H. Dunn, Montreal, representative of The St. Charles Milk Co., was present at the interview, and reported that the increase in business in this district was very large, and the prospects for the future most encouraging.

BOXES FOR APPLES.

A recent bulletin issued by the Dominion Department of Agriculture reads as follows :

In view of the scarcity and high price of apple barrels this season, and of the fact that in some districts farmers find it impossible to secure barrels at any price, the Fruit Division recommends the general use of boxes. These can be had, knocked down, at almost any saw-mill for about eight cents each, and they should not cost more than ten cents each made up. As three boxes hold about as many apples as a barrel, they will be found much cheaper than barrels at 50 cents and upwards. The boxes should be well and strongly nailed, and should hold about 40 pounds of fruit. The dimensions of the boxes used by the Grimsby shippers are 9x12 x 18 ins., while the British Columbia standard box is 10x11 x 18 ins., these being inside measurements in both cases. The boxes should be made of strong material not less than five-eighths of an inch thick for the ends, and not less than three-eighths of an inch for the sides ; the tops should have strips across the ends to prevent the weight of other packages piled on top from bearing directly on the fruit. It is also usual to leave open corners at the top and bottom for ventilation. Little or no packing material should be used, as purchasers like to find the package quite full of fruit. A sheet of cardboard at the top and bottom will materially reduce the amount of injury from bruises. But it should be remembered that even in this year of scarcity of barrels it will not do to ship anything but first-class fruit in boxes, as the reputation of the Canadian box and of the Canadian trade in general will greatly suffer if inferior or common fruit is exported in the box or any fancy package.

FLOOR GAVE WAY.

A section of the two floors above the operating rooms at the new Burlington canning factory gave way early Friday morning and resulted in damages to the extent of $2,000. The foundation seemed to have been unsound.

OUT OF A BOTTLE.

Last year when some gentlemen were going around Green Bay on the ss. Clyde on business and pleasure, says The St. John's, N.F., News in a recent number, they decided to throw overboard a bottle containing a slip of paper, the finder to receive a certain amount of goods by returning it to one of the city stores. The following is a copy of the note :

"If the finder of this will present it at J. J. St. John's store, Duckworth street, St. John's, N.F., he will receive a can of magic baking powder, a package of gold dust, a bar of tar soap, a bar of copco soap, a can of gillett's lye, a can of gillett's cream tartar, and a package of vim tea.—(Signed), T. T. Cartwright, H. B. Potter, D. E. Brown, D. J. Curtain, ss. Clyde. June 21, 1902."

A few days ago the note was forwarded to Mr. Curtain, at Mr. St. John's store, the bottle having been picked up by George Snow, near Lewisport, on July 8, 1903, having been 362 days beating about Green Bay. The goods mentioned were forwarded to Mr. Snow immediately.

MORE EXTENSIVE QUARTERS.

Cameron, Gordon & Co., of Winnipeg, are again compelled to seek more extensive quarters for their rapidly growing business. They have leased the large warehouse located at the corner of Princess & McDermott streets, Winnipeg, formerly occupied by Foley, Lock & Larson, which will give them over 13,000 square feet floor space. This is the third time this enterprising commission house have added to their warehousing capacity in the two years they have been in business. Among the lines handled by them are those of The N. K. Fairbank Co.: Gold Dust, cottolene, soaps, etc. They also represent some of the large English and American manufacturers, and are always alive to secure goods of merit suitable to the western trade.

BE CAREFUL

how you trifle with your customers' confidence. If you sell them a poor article, the customer may doubt you on other things.

"Reindeer" Brand

Condensed Milk is safe to bank on.

Our Wrapping Paper

is durable because the quality is good. We bear in mind, when manufacturing our brown and manilla papers, that a wrapping paper has to be reliable. You can trust your parcels in these papers.

CANADA PAPER CO., Limited

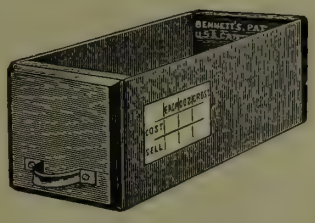
Toronto, Montreal and Windsor Mills, Que.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



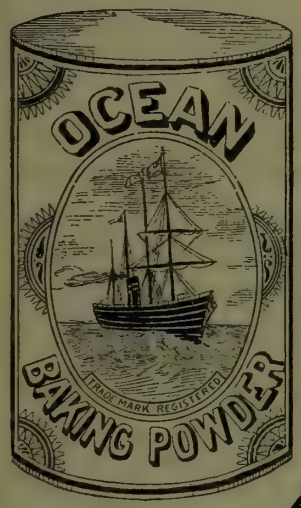
Address all communications to our New Factory:

Pickering, Ontario

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto



Grocers and General Merchants

Having closed a heavy contract with the largest producers of Baking Powder ingredients in the United States, we are in a position to supply you with a first-class **BAKING POWDER** and at **LOWER PRICES** than any other firm in Canada.

We make a specialty of supplying merchants with Baking Powders under their own labels and trade marks, and of the same quality as our famous brands. We guarantee satisfaction in every case, and will be pleased to submit samples and prices. If you are open for a first-class BAKING POWDER, put up under your own label, we will be pleased to hear from you. **WRITE.**

MANUFACTURED BY

OCEAN MILLS, - Montreal, P. Q.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Why Not Carry Pipes?

WITH the approach of the Christmas season the wide-awake grocer will add to his tobacco and cigar department a seasonable line of pipes. The pipe is at once a popular and appropriate article for a Christmas present. The smoker, however much he becomes attached to an old favorite, is always ready to welcome a handsome new pipe to his collection. People are very often at a loss to know on what to decide for a Christmas gift. The choice from a judicious assortment of pipes solves the difficulty.

Some wholesale houses now make up assorted lines of pipes for just this sort of trade. It will not be necessary, therefore, for the grocer to invest any very considerable amount of capital in order to secure an assortment which will be at once attractive and seductively profitable.

There is a very reasonable margin of profit, from 30 to 40 per cent., on pipes, and on some more. There is no waste, little capital is required, and no extra help is needed in order to dispose of the goods. The profit therefore is clear, and so much to the good.

Grocers will consult their best interests by calling on the tobacconists when in their wholesale centre, and looking over the great range of pipes that are some places carried. Ideas in this way may also be gathered for the best ways of displaying goods, and at the same time a serviceable familiarity gained with the several pipes most in demand.

A reference to our advertising columns will put the grocer, who is contemplating stocking pipes, in touch with the firms who can fill his requirements.

A Wonderful Industry.

IT is estimated that there are not fewer than 3,000,000 persons that earn their living, in whole or in part, from the growing and the manipulation of the tobacco plant, says The Western Tobacco Journal. In the United States alone there are no fewer than 657,715 persons engaged in growing, curing and manufacturing this product, besides those engaged in its sale, transportation and the retail trade, which must be fully as many more in the aggregate. Assuming that the crop grown one year is manufactured or exported the next, or taking a series of years as a basis of figuring, the Government ought to be able to check through its Revenue and Customs Departments so as to account very closely for the amount of tobacco which the Agricultural Department declares through its statistical agent is produced each year. But the fact of the matter is there is quite a wide discrepancy. The reported production as given by the census of 1889 was 488,256,646 pounds. The total quantity of domestic tobacco reported by the Commissioner of Internal Revenue for that year, manufactured and exported, was 555,054,048 pounds. This statement shows an excess of manufactured and exported tobacco over production of 66,797,402 or 13.6 per cent. of the whole. Since the census of 1900 the conditions have been reversed, and now the trouble is to account for the large excess in production over that of manufacture and exportation. This is another proof that it is quite a difficult matter to arrive at anything like accurate statistics regarding the tobacco crop.

$43,000 Worth of Pipes.

A REPRESENTATIVE of THE GROCER called on W. B. Reid & Co., wholesale tobacconists, Toronto, recently, and was shown through their pipes and smokers' supplies department. The department occupies the whole of the first flat, and was such as to astonish the writer. $43,000 worth of pipes in 800 different styles are not seen every day. Mr. Reid has samples of each pipe in stock classified and arranged in a handsome cabinet, so that there is not the least trouble in find-

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

PLUG CHEWING TOBACCO

Its Success Tells All.

Sold by all Leading Wholesale Houses.

The Empire Tobacco Co., Limited

She Doesn't Smoke!

But her husband does, and don't you fail to remember that those 10 cent "Pharaoh" Cigars you sold him are pretty well talked over in the home.

This all goes to show you that in selling my cigars you are sure of pleasing the woman as well as the man. **She buys the groceries!**

J. BRUCE PAYNE, Limited,
Cigar Mfrs., Granby, Que.

Don't Forget

to put yourself in our place. What would you do with continuous successful sellers, such as

Harold H. Kim AND **La Fama** } **Cigars?**

There is only one answer. Do what we are constantly doing. Maintain their quality.

BRENER BROS.

Cigar Mfrs., - - **LONDON, CAN.**

I. II. III.

There are three good reasons why grocers should sell **T & B** Tobacco. I.—It is not an upstart tobacco; it has endured time's test. II.—It adds dignity to a grocer's tobacco department. If **T & B** brand is omitted, there is a weakness that will soon be discovered, and loss of business results. III.—Tuckett's tobaccos are widely advertised. Thus they are readily sold. The more easily sold, the greater the profit.

T & B, 10-cent size, is a trade builder.

The GEO. E. TUCKETT & SON CO., Limited,
HAMILTON.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.

53 Richmond St. East, - - TORONTO.

When you are talking up cut tobaccos, mention

QUEEN'S NAVY

You will do both your customer and yourself a good turn.

ERIE TOBACCO CO.,
Limited
WINDSOR, ONTARIO

HORROCKS'

RONTO

5c. Cigar

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

Old Grocers

know it. Their trade in McAlpin Tobaccos has grown steadily year by year. The quality of the tobaccos and their excellent flavor are responsible.

These Brands ARE Worthy.

CHEWING	SMOKING
British Navy,	Tonka,
King's Navy,	Solid Comfort,
Beaver,	Pinchin's
Apricot.	Hand-Made.
UNION MADE	UNION MADE

THE
McALPIN
Consumers Tobacco Co., Limited
TORONTO.

New Grocers

East, West and everywhere will find McAlpin Tobaccos at once satisfactory and profitable. The guarantee of this is others' experience.

ing any style or price of pipe desired. There are all kinds calculated to delight the heart of the smoker; briars of long stems, short stems, bull dog shapes; cherry pipes of various designs; long Dutchman's hookahs, and aristocratic meerschaums, ranging in price to sell at from 25c. to $10 each.

They come in all packages, from the sawdust packing around the plebeian clay to the morocco-bound, silk-lined work of art which encases the fragile meerschanm. In fancy pipes for Christmas trade especially there are some attractive lines, very handsome, mounted in silver and gold. These holiday goods are of course appropriately encased.

An inspection of the stock, which fills the shelves and tables of the department, raises the question of what becomes of all these pipes? The answer must be sought with the similar question, what becomes of all the pins?

Besides the pipes, the W. B. Reid Co. have a full line of cigarette and cigar cases, holders, and indeed all smokers' supplies, some of which, along with the pipes, are imported from Austria, France, Britain and the United States.

A consignment of 50 cases, valued at $15,000, are just being taken out of the Custom House to complete the Christmas stock.

Murdered by Smugglers.

News comes from Constantinople to the effect that many of the Koldjis of The Turkish Tobacco Co. have been murdered in the everlasting strife there, eays The Western Tobacco Journal. These men, it seems, are specially employed to keep down the smuggling, and are much hated by the poorer folk of the land. The selling of tobacco appears to be more or less of a foreign monopoly, and the consequent dearness of the leaf causes a great deal of smuggling to take place. Who knows whether the Christians in Macedonia murdered the Koldjis out of personal hatred or out of liking for cheaper tobacco. Probably for the latter reason, for, until the monopoly came, tobacco was cheap, but now it is so dear that well nigh an army would be required to put down smuggling.

Unique use for Cigar Boxes.

It is curious how firmly-rooted in Great Britain are the opinions of American "fakery," remarks The Tobacco and Cigar Journal. Any story, no matter how absurd, provided it relates to Yankee cunning, is apparently implicitly believed by the newspapers which publish such yarns and those that pass them on. One such, that has recently been going the rounds is to the effect that "a Buffalo spice merchant collects old cigar boxes and reduces them to a powder which he sells for ground cinnamon." The report naively concludes that "this practice is a common one in Buffalo." It is interesting to learn even that firms purporting to be spice manufacturers are "common" in Buffalo.

British Tobacco Trade.

There are to-day 411 tobacco manufacturers in England, 46 in Scotland and 25 in Ireland. In 1897 there were 413 in England, 54 in Scotland and 27 in Ireland. In the United Kingdom there has been a total falling off of 24 manufacturers in five years.

In contrast to this condition the number of retail dealers has increased enormously. In England there has been an increase of 28,351, in Scotland 5,202 and in Ireland 1,603, making a total increase of 35,156.

There are 290,836 retail dealers in England, 32,806 in Scotland and 35,647 in Ireland, making a total of 359,289.

How the Bishop had his Smoke.

QUEEN VICTORIA had, as a matter of fact, the greatest objection to smoking, and would not allow a smoking-room in any of the royal palaces until comparatively recently. On one occasion, after being received at Windsor Castle, Bishop Phillips Brooks was shown to his room, and soon proceeded to light his accustomed cigar.

Presently the smoke reached the nostrils of a custodian somewhere not far away, who came to the door and asked the guest not to smoke, as it was forbidden. Bishop Brooks went into the corridor and continued smoking there. The custodian again begged him to desist.

The Bishop went back to his room and out upon the balcony, and resumed his cigar, thinking that he was now in the open air.

Again the custodian came, this time passing through the Bishop's room, and said:

"Smoking is not permitted, sir, in any part of Windsor Castle."

Once more he disappeared, and Brooks, who gave up a cigar with great reluctance, when he had once lighted it, returned to his room.

A happy thought occurred to him. There was an open fireplace in his room. The Bishop lay down on his back on the floor, put his head up into the chimney and began to smoke there. This time he was undisturbed. Before the smell of the smoke had betrayed him; now, the smoke went up the chimney.

The cigar was finished in peace.—Cincinnati Enquirer.

PIPE STOCK.

Our pipe stock is now in the best possible shape. Everything known to pipedom is in stock and at prices that ridicule opposition.

Write for Catalogue Containing Cuts and Quotations.

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

McDougall's Scotch Clay
PIPES
are the standard of the world.
D. McDougall & Co., Glasgow, Scotland.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

Tobacco Notes.

Charles Legros, tobacconist, Peterboro', was found dead in his bed Friday morning. The deceased was a large importer of Havana cigars.

T. J. Horrocks says that his factory is taxed to supply the demand for the "Ronto" cigar, and the scarcity of good cigar makers adds to the difficulty.

The W. H. Steele Co., Scott street, Toronto, ask the attention of the trade to their stock of pipes which is now complete and ready for the holiday trade.

Abbott Blunt, in The Minneapolis Times, sagely remarks: "As to the New York man who is said to have wrecked his mind by smoking from 60 to 80 cigarettes a day, did he go crazy because he smoked so many cigarettes, or did he smoke so many cigarettes because he was crazy?

According to the report of the English Consul at Pakhoi, the Chinese recently have been eager buyers of imported cigarette paper for rolling their own cigarettes. The custom has become very fashionable in China of late.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising THE CANADIAN GROCER.

The Best Advertising is "Store News"—It Should be Written in the Spirit in Which the Store is Managed.

THE same rules hold good in writing an advertisement as in news writing. First, tell what is offered for sale; second, where offered; third, by whom; fourth, give the most important essentials as to the goods, particulars as to qualities, values, usefulness, etc.; fifth, follow up with any interesting details that may be helpful and interesting to the buyer and help in any way to induce a sale.

All advertising certainly should be constructed with the idea, first, to inform, and second, to interest the reader. In the news columns of the daily papers striking headings are used to call attention to the facts contained in what follows and to the importance of the same. The headings frequently contain all, regarding certain classes of news, which many of the readers care to know.

So in advertising, the announcements which can be taken in at a glance, are all that many readers and possibly buyers wish; but these advertisements or ad. headings should convey an idea at a glance as to what the body of the advertisement has of special interest to present. The opening display line should be a key to the whole and reflect enough of what follows to awaken interest therein.

Advertisements should be clear, simple and straightforward; should be neither trivial nor dull; should be dignified, but not stilted. The idea should be kept ever in mind that the advertisement is to inform. This always should be the leading thought; but it is wise, while informing, also to please and interest.

Here come in the uses of the art. The attractiveness that turns the attention to the advertisement creates the opportunity to inform. The word "advertise," while meaning to inform, comes from two latin words, "ad" to, and "verto" to turn, or literally to turn to, and what every advertiser wants is for the reader to turn to his advertisement. This might be accomplished by making it so hideous as to attract attention by its very hideousness. There may be classes of advertising in which even this might be allowable, as where the thing advertised is intended to save the purchaser and user from something horrible, and the object of the ad. is to startle and fill with terror. The lake of fire and brimstone and the burning that may never be quenched have served the purpose of advertising the means of escape therefrom, but purchasers are generally attracted rather than frightened into buying. The illustration which gives pleasure is more apt to awaken a desire for possession. "Vinegar never catches flies."

This has become an age of the gospel of the beautiful, the good and the true. Men are drawn by, instead of being compelled to, these. Truth is the first essential of the advertising art, as it is of eloquence, and it always attracts. Beauty might very properly be said to be the expression, in perfect form, symmetry and harmony, of truth itself, and hence is a prime essential in the well-constructed advertisement.

Man is a complex being, and has sentiment, heart, fancy and imagination that are just as real and active in their demands as is the body itself, or as are reason and judgment. The advertising story, while it must be truthful and, to be permanently effective, must be backed up by true, honest dealing, also must be made to appeal to the heart as well as to the understanding. It must not only appeal to the desire to satisfy actual necessities, but to the fancy, the taste and the imagination. The Indian's moccasins, blanket and leggings serve as protection to the body and keep out the cold, but they do not meet the demands of the modern well-dressed merchant. The crudest, coarsest kind of a statement, put up in Indian-blanket style, might answer for an advertisement of cornmeal and bacon in a hungry community already spurred to the buying point by the gnawings of appetite, but this would not be true as to either the necessities or luxuries of life in highly refined communities with unlimited opportunities for making choice as to character of food and with abundance of means to supply whatever refined taste or fancy might suggest or dictate.

This leads to another important thought: Advertising should be suited to the people whom it is intended to reach and influence. One must not fire above the heads of his possible customers, but at their hearts, with words that are understood by them, and with a view to their likings, their conditions, and their financial ability.

This does not make it necessary to refrain from attacking wrongs or abuses in an advertisement, nor from showing that there are better ways of dressing or of living than the old methods—more economical, healthful and enjoyable. When this is undertaken, the advertiser is in the position of the pioneer or missionary, and must be well grounded in the facts that he presents. He must show, in a convincing manner, a knowledge above those whom he seeks to persuade from the old ways. This may, however, be said of all advertising that is to prove successful, for—as cannot be too frequently repeated, because apparently so often forgotten—advertising is to inform. One cannot inform another without superior knowledge.

No one ever knows too much about any subject on which he attempts to instruct others. Right here comes in the great trouble. The one who is most expert as to the goods, implements or machinery to be sold very frequently finds it almost impossible to put his knowledge on paper in a way forcibly and intelligently to convey that knowledge to others. If the merchant could only talk through his advertisement as he talks with his customers face to face there would be no trouble, but this seems almost impossible in most cases. Here is the place where the newspaper man must come to the aid of the dealer. He must get the story and then use his skill as a writer in putting the facts before the ad. readers as would the intelligent salesman, had he the customer before him really seeking to know.

Steinberg Bros., general merchants, Rosenfeld, have assigned to C. H. Newton, Winnipeg, and a meeting of the creditors was held on the 5th inst.

Sell Tobacco Pipes

in connection with your Tobacco Department. You will sell them if you have them. Pipes pay a good profit. Smokers are continually buying pipes. The proof of this lies all around you. Another proof is in the hundreds of thousands of pipes that are annually sold in Canada—and clay pipes are not counted.

The Holiday Trade in pipes has begun. Pipes for gifts, pipes for own use, are first-class stock. Here's a special offer to Canadian grocers, so good that it ought to bring to us some thousands of orders :

We will send prepaid to any address, on approbation, an assorted box containing three dozen pipes, valued at $6.00, or $2.00 per dozen, and which can be retailed at from 25 cents to 75 cents each, yielding an excellent margin of profit. If they are not the best pipe value you ever handled they can be sent back at our expense.

We have the largest, finest, most wonderful pipe stock ever shown in Canada—cheap pipes, expensive pipes, staple pipes, and pipes that are exclusive with us. We offer tobacco dealers the finest opportunity ever presented them in the matter of pipes. Anyone who sees our stock or samples has conviction of this straightway.

W. B. REID & CO.

58 Yonge Street, WHOLESALE TOBACCONISTS TORONTO, Canada.

How is Your Coffee Trade?

Good, Eh!!—
Then you must sell our famous

CLUB COFFEE

——Put up in 1-lb. and 2-lb. Tins.—— A POPULAR BLEND.

Manufactured only by——

S. H. EWING & SONS

96 KING ST., MONTREAL.

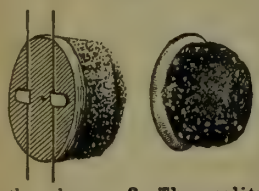
Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686

Telephone Bell Main 65.
" Merchants 522.

Telephone orders receive prompt attention.

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. The low price at which we have been able to sell it, notwithstanding the advance. 2. The quality, which has always been the same.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

Why not carry an assortment of

"CROWN"
Unfermented Wines!

(ALL FLAVORS)

Good Sellers. Good Margin.

CROWN MFG. CO.

785 Yonge Street, ——— **TORONTO**

GOODWILLIE'S FRUITS

are not only delicious in flavor, beautiful in appearance and good sellers,

BUT

always remind one of the glorious Summer time in which they were picked and put up in **GLASS.**

ROSE & LAFLAMME, Agents,
MONTREAL.

Paterson's Worcester Sauce

NEVER GETS DUSTY ON YOUR SHELF—

It sells too quick.

ROSE & LAFLAMME,
Agents,
MONTREAL.

F. P. SCUDDER, President — ADOLPHE E. SMYLIE, Vice-Pres't and Sec'y — H. W. PETHERBRIDGE, Treasurer

National Licorice Co.

Successors to

YOUNG & SMYLIE
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.
106-116 John St., 227-237 Plymouth St., } **Brooklyn, N.Y.**
Illustrated Catalogue on request.

Grimble's

BRAND.

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT.**

If you don't know it, write for sample.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

THE WALL PAPER TRADE

"FLAT PRICES" ON BORDERS.

THE retail wall paper dealers of Canada, in their own interests, should avoid the suicidal policy forced upon the retail wall paper dealers in the United States, of selling their borders at the same prices as side walls, a system now known as "Flat Prices." The retail dealers are frequently importuned to sell borders on a flat price basis by American book houses and a few Canadian book houses selling wall papers on such a plan.

This is a matter that has been thoroughly put before the retail trade of Canada in the last few years, and it is probably only necessary to draw their attention to it again for them to avoid doing that which will injure their business for the future. Some book houses tell buyers through circulars that they may figure the borders in the books they now have at the same price as the side wall they match. This is very much in the interests of these particular book houses, as last year's goods are jobs and should be bought at a large discount on the dollar, consequently. putting borders in at the same price as side walls in the old line is giving the book houses a large price for their old goods. The new lines, when they are issued, will be priced to let the book houses out, but it will play havoc with the retailer if he follows this method.

The Canadian wall paper manufacturers took a most commendable stand in declining to adopt the flat-price system, for their refusal to depart from the old and well established custom has made it possible for the retailer to continue the sale of borders by the yard, and in doing so they have had the interests of the retailer more particularly in view, for it would be quite possible for the manufacturers to sell at flat prices and be none the worse off; in fact, this course would probably result to their personal advantage; but flat prices are without doubt to the disadvantage of the retailer. Any retailer adopting the practice of selling at flat prices would require a very big advance on his side walls and ceilings to make up for the loss of profit on his borders, as may be seen by the two examples given below.

Example No. 1 shows that a paper retailing at 3c. per roll and a border at 1½c. per yard means an average selling price to the dealer of almost 4½c. per roll. Example No. 2 is a paper retailing at 4c. per roll and border at 2c. per yard; the dealer's average selling price on this is nearly 6c. per roll. Now, to make the same profit as he is now making, selling his border at a higher price than side wall and ceiling, he would require to sell the 3c. paper at 4½c. per roll, and 4c. paper for 6c. per roll; rather a difficult undertaking, and in what way would he profit by it?

Example No. 1—

10 rolls side wall, at 3c. per roll	30c.
5 rolls ceiling, at 3c. per roll	15c.
1 roll 2 band border, 16 yards, at 1½c. per yd.	24c.
16 rolls.	69c.

Almost 4½c. per roll.

Example No. 2—

10 rolls side wall, at 4c. per roll	40c.
5 rolls ceiling, at 4c per roll	20c.
1 roll 2 band border, 16 yards, at 2c. per yd.	32c.
16 rolls.	92c.

Almost 6c. per roll.

What has been stated above to the retail dealer applies with equal force to the paper hanger and decorator who sells from sample books. Is it not clear to him that if he sells border by the roll at the same price as side wall and ceiling, he will have to hang the border by the roll at the same price he gets for the paper instead of by the yard? As the paper hanger receives from 3c. per yard and up, according to the width, he can easily figure for himself which basis is the more profitable. If he is to make the same ratio of profit on his work, in order to hang the

Pattern 1484—An effective wall paper manufactured by Staunton's Limited, Toronto.

border by the roll, he will have to advance his charge for the side wall and ceiling. Will his customers stand this? It is not probable.

The retail dealers, paper hangers and decorators cannot too strongly discourage the practice of buying and selling on the flat-price basis. They do not buy any cheaper, for nobody can get a gold dollar for 90c.; indeed, they may even pay higher prices, and when selling have to be satisfied with smaller profits. This should be worked out by everybody engaged in the wall paper business.

WALL PAPER MANUFACTURERS

Our Wall Papers are the popular, quick selling kind, with just that touch of novelty necessary to remove them from the common-place. A look through our samples will convince you that we can supply the goods you want.

STAUNTON'S LIMITED
FORMERLY M. STAUNTON & CO.
TORONTO
944 YONGE ST. CANADA

Lots of Grocers Could Make More Money

by doing a little better advertising.

For such as lack ideas W. Arthur Lydiatt's new book of suggestion "100 Good Ads for a Grocery Store" will prove of great value.

It contains 100 bright, newsy ads for nearly all the different articles found in a good grocery—several pages of short, catchy sayings, suitable for headlines, show cards, etc., and a chapter of common-sense talk on grocer's advertising.

The price is $1, and, as one purchaser says, "you certainly get your money's worth." The book will be sent to any address on receipt of one dollar.

MacLean Publishing Co.,
TORONTO.

SCHEPP'S EDELWEISS BRAND COCOANUT

QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,
CANADIAN FACTORY: TORONTO, CAN.
LONDON, ENG.: Saml. Hanson, Son & Barter, Agents. NEW YORK.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)
PURE ENGLISH
MALT VINEGAR
Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE
Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE ADVANTAGES

of our Savings Department are not confined to residents of Toronto. We have every facility for taking charge of either large or small accounts of persons residing anywhere.

Our book, "SAVING MONEY BY MAIL," will be sent free on receipt of your address.

CANADA PERMANENT MORTGAGE CORPORATION

Formerly The Canada Permanent and Western Canada Mortgage Corporation. — Toronto Street, Toronto.

YOUR BANK ACCOUNT

Will receive every consideration if kept at

The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital
$2,850,000.00

Reserve Fund (larger still)
$2,950,000.00

Total Assets (over)
$24,000,000.00

Incorporated 1855.

BUSINESS ACCOUNTS Invited

Interest added to

SAVINGS ACCOUNTS

every six months

Drafts and Letters of Credit

issued for your business or your personal requirements.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - $8,700,000
Rest, - - - - $3,000,000

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. **B. E. WALKER**, General Manager.

The offices of this Bank number 105, distributed as follows:

LONDON, ENG., 60 Lombard St., E.C., S. Cameron Alexander, Manager.

NEW YORK, N.Y., 16 Exchange Place, Wm. Gray and H. B. Walker, Agents.

99 Branches throughout Canada, including the following:

MONTREAL, F. H. Mathewson, Manager.
HALIFAX, H. N. Wallace, Manager.
WINNIPEG, John Aird, Manager.
ST. JOHN, N.B., J. G. Taylor, Manager.
DAWSON, D. A. Cameron, Manager.
TORONTO, John C. Kemp, Manager.
VANCOUVER, Wm. Murray, Manager.
OTTAWA, Robert Gill, Manager.
VICTORIA, Geo. Gillespie, Manager.
HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kains, Manager.
SKAGWAY, ALASKA, H. M. Lay, Manager.
SEATTLE, WASHINGTON, G. V. Holt, Manager.
PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.
Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

ADVANTAGES

of using a Corporate Trust in preference to an individual:

1. Continuity of Service.
2. Absolute Security.
3. Experienced Management.
4. Reasonable Charges.
5. In Administrations, Bond not required by Court.

THE TORONTO GENERAL TRUSTS CORPORATION

was established expressly to furnish the public with a thoroughly equipped organization to undertake Trusts of every description.

J. M. LANGMUIR, Managing Director.

Booklet on Application.

The Metropolitan Bank

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

DIRECTORS:

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Vice-President.
C. D. MASSEY, T. BRADSHAW, F.I.A., D. E. THOMSON, K.C.

HEAD OFFICE, - - TORONTO.

W. D. ROSS, -:- GENERAL MANAGER.

SAVINGS BANK DEPARTMENT

at all Branches.

Interest allowed on all deposits of $1.00 and upwards at highest current rates.

FINANCE AND INSURANCE

THE dispute over fire insurance rates in Ottawa is likely to reach a satisfactory settlement as a result of the decision of the Canadian Fire Underwriters' Association, in Montreal, October 9 and 10, when it was decided to remove the surcharge of 25c. under certain conditions. The underwriters placed this surcharge on account of the extra hazard in Ottawa from lumber yards and the defective water-works system. In consideration of certain improvements the surcharge will be reduced 10c. after December 1, the remainder to be taken off when the big conflagration hazard is entirely removed.

* * *

THE branch at Ottawa of the Toronto General Trusts Corporation is now fairly in the field, and with a strong and representative advisory board and Mr. H. W. Chamberlin as manager, a successful career is predicted for the new venture in that section. The Toronto General Trusts Corporation has now a capital and reserve of over one million and a quarter, and with upwards of $25,000,000 under its care, will be an important factor in the money loaning business in its new field of operations.

* * *

"COTTON companies are doing well. Of course they would do better if they had protection. Canadian Colored Cotton at 40, pays 10 per cent. on the investment. Surely there should be a big chance in buying it with hardly any risk. One buying Dominion Cotton at 32 should double his money in a year or two. This may seem a long time, but it may be sooner." The above is an extract from a recent interview with Mr. Rudolph Forget, of L. J. Forget & Co., Montreal, one of the most influential brokers and best-known financiers in Canada. Mr. Forget also speaks enthusiastically of the opportunities for investment in Canadian industrial and railway stocks. While it is gratifying to hear Mr. Forget speak so encouragingly, the fact nevertheless remains that the present indications on the stock maeket do not point to a boom, and the squeezing to which Canadian investors have been subjected in the last few months has bred more or less distrust in "good things."

* * *

ONE of the most interesting developments of the month was the proposal for the re-organization of The Canada Cycle & Motor Co. by cancelling $3,000,000 common stock and reducing 30,000 preference shares from $100 to $20 each, par value. The preference shares were then to become shares without preference or priority and 5,000 of them were to be retained in the treasury. The discussion of this proposal, which was to have taken place at the annual meeting of the company on the afternoon of October 29, was prevented by the issuance of an injunction at the instance of the executors of the estate of Henry Cargill to prevent a vote being taken on the matter of reducing the capital until Thursday, November 5, and until a motion then to be made to continue the injunction be disposed of. At the meeting the situation was explained and an ajournment made for six weeks. The annual statement would have shown a net profit for the year of $29,344.90.

CANADA PERMANENT MORTGAGE CORPORATION.

THE Canada Permanent Mortgage Corporation, one of the leading Canadian financial institutions, has a paid up capital of $6,000,000, which is equalled only by that of three of the largest Canadian banks. It has a reserve fund of $1,600,000, and its invested funds amount to $23,600,000. That the management are justified in taking credit for the virtue of stability is evident from the last statement. Less than $2,000,000 (not quite eight per cent. of its total investments) represents the corporation's entire interest in bonds and stocks, all of which are assured dividend payers. Of this $1,505,345 represents advances on stocks and bonds. The company does not itself own any stocks or bonds, with the exception of municipal debentures to the extent of $448,420. The remainder of its assets, amounting to more than $21,000,000, are made up of mortgages on real estate, cash on hand, and the corporation's office premises. It also issues four per cent. debentures which are a legal investment for trust funds, authorized by act of the Legislature, (a favorite investment of both fire and life assurance companies, for deposit with the Canadian Government). The depositors and debenture holders have an equal first claim on the entire assets of the corporation, including $7,600,000 of actual paid up capital and surplus. By the terms of its act the Canada Permanent's investments in bonds and stocks cannot at any time exceed 75 per cent of its paid up capital. It must, therefore, have the entire amount of its borrowed capital (deposits and debentures) as well as 25 per cent. of its shareholders' capital, invested in mortgages upon real estate. In the selection of the latter there is brought to bear the very best experience available in Canada.

SHRINKAGE OF INVESTMENT SECURITIES.

THE shrinkage of securities which has wrought such havoc in financial circles these recent months has been the subject of innumerable editorials, articles and explanations. Everyone is now ready to explain how it happened, although there is not the same unanimity in deciding on what is to be the outcome.

The explanation which is most popularly received and which has a large groundwork of fact, is over-capitalization.

Confined to some of the new industrials little fault can be found with this explanation. At the height of the boom, enterprises were launched with a recklessness engendered of the gambling spirit. Capital stock was limited only by the receptivity of the investing or rather speculating public. Naturally the reaction came with the shrinkage which has been so much deplored, but which, under the circumstances, could not but have come.

Some other explanation, however, must be sought for the shrinkage during the Summer months of railroad securities of established credit, which have suffered, if not altogether so severely, yet almost as generally. It has been suggested that large blocks of these "gilt edged" securities were held in reserve by bankers and syndicates who were loaded up with industrials. When the slump came in the market and the investing public withdrew, the

embarrassed bankers and syndicates found themselves called upon to discharge the loans contracted to underwrite and hold the industrial shares. They were compelled, therefore, to realize either on their industrials, which were depreciated and practically unsalable, or on their investment shares, which were at least salable at a price.

That this explanation has more or less force cannot be denied, but it is not all. Quite aside from the necessities of borrowers there was a further reason for a decline in the fact pointed out in these columns a short time ago, that the returns from investments in these stocks were extremely low, 4 per cent. indeed, while, at the same time, time loans to corporations in the highest credit placed for a year or more commanded 6 per cent., while merchants and manufacturers in perfectly good standing were borrowing on their notes at an even higher rate.

Capital under these conditions was certain to flow to the quarters where the most profitable investments could be secured. To emphasize this tendency there was a further inducement in the knowledge that other large security issues were about to be offered. For instance, when the Pennsylvania Railroad offered its own shareholders a large block of new shares at 120, their old shares, which had been listed at 157, were rapidly thrown on the market, and sold down to 120 to secure the funds to buy in the new. The fate of the Pennsylvania led to the postponement of other issues that had been contemplated, but the knowledge that their issuance was impending was certainly a factor in increasing the shrinkage.

A further factor that has been given much prominence is the bear element. Bear raids, bear manipulation, pressure by the bears, are phrases constantly in use in the papers. But what is the actual position of the bear in the market? He sells stocks he thinks are going to decline that he may buy them in later at the bottom price, just as the bull buys in stocks he thinks are going to rise in hopes of selling out at a higher figure. Both are incidents rather than causes of market fluctuations, and serve more to intensify and prolong fluctuations which are primarily due to other causes. In times of panic the bear certainly has a disproportionate influence, but as he must subsequently buy in the stock he has sold short the ultimate tendency of his completed campaign is to restore the equilibrium he has helped to disturb.

CURRENT BANK NOTES.

The Sovereign Bank has opened a branch at Frelighsburg, Que.

A branch of the Bank of Hamilton has been opened at Ripley, Ont.

The Royal Bank of Canada has established a new branch at Edmundston, N.B.

The Sovereign Bank has opened another branch in Ottawa, on Clarence street.

A branch has been opened at Preston, Man., by the Bank of British North America.

The Bank of Nova Scotia will shortly open branches at Calgary, Fort Saskatchewan, Vancouver and Wetaskiwin.

On November 2 the Bank of Hamilton will open its second branch in Toronto, on the corner of Queen and Spadina.

The Bank of Montreal has opened branches at Brandon under the charge of Mr. W. Watson, and at Indian Head under Mr. R. M. Napier.

The Bank of Ottawa has opened a branch at Buckingham. J. K. Lough, of Ottawa, has been placed in charge for the present.

It is said that the Eastern Townships Bank, Bank of Toronto, and the Union Bank of Canada are to start branches at the coast. All three will start either in Vancouver or Victoria, or both, and Eastern Townships will also probably locate another branch at Nanaimo. The Dominion Bank officials have decided not to open any branches at the coast at present.

WHEN you turn the life insurance agent away with the promise of next week, next month, or next year, do you ever reflect how uncertain it is whether he can do you any good? asks Insurance Age. In the first place you may not be alive when the time comes. In that case the business is settled once for all. But if you are, and want the company, the company may not want you. Any one of a thousand things may turn up to disqualify you as a risk. That cough may return or exposure may have weakened you, or disabling accident may have come. Or, added to an already none too good record, some of your near relatives may have been carried off by a prejudicing malady. A life company is a pretty exclusive sort of club. It doesn't take much to get you blackballed there. It is a good day when the man and the company both conclude they want each other.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

UP-TO-DATE

Financial and Commercial Corporations ask applicants for positions to furnish a Guarantee Bond instead of letters of recommendation. For particulars apply

DOMINION OF CANADA
GUARANTEE & ACCIDENT INSURANCE CO.
Cor. King and Yonge Sts., TORONTO.
J. E. ROBERTS. - General Manager.

WESTERN ASSURANCE COMPANY. Incorporated 1851

FIRE AND MARINE

Head Office Toronto, Ont.

Capital - $2,000,000.00
Assets, over - - 3,333,000.00
Annual Income - 3,536,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

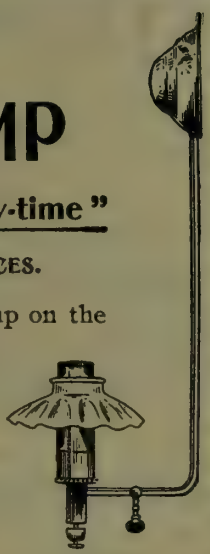
CUP QUALITY COUNTS—Therefore handle

Established 1845

S. H. & A. S. EWING'S High-Grade COFFEES

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills 55 Cote St., MONTREAL, P.Q.

THE AUER GAS LAMP



"Turns night-time into day-time"

NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.

No. 25
100 Candle Power.

Do you want the Agency for it?

THEN WRITE FOR OUR CATALOGUE AND DISCOUNTS.

EVERY LAMP GUARANTEED.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.

Brunner, Mond & Co's BICARBONATE OF SODA

in Kegs, Drums and Casks.

Unquestionably

PUREST CHEAPEST and BEST.

THE STANDARD OF EXCELLENCE

Winn & Holland

MONTREAL. Sole Agents for Canada.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

LAUNDRY BLUE

The best season for Laundry Blue is now commencing . . .

See that you have a good stock of . . .

KEEN'S OXFORD BLUE

The delight of the laundry

KEEN'S Oxford BLUE
KEEN'S Oxford BLUE
KEEN'S Oxford BLUE

Current Market Quotations for Proprietary Articles

November 5, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
1-lb. tins, 3 " "	1 25
1lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz	16 oz	4 45
3 doz.	16-oz.	4 35
1 doz.	5lb	10 40
1 doz.	5lb	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
3 "	6 "	0 75
1 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
1 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case. Freight paid, 5 p.c. 30 days.	78

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland 9 50	10 00
½ Delory	10 50
½ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" " ¼s, "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per o
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate 0 21	0 32
Mott's Sweet Chocolate Liquors 0 20	0 36

WALTER BAKER & CO., LIMITED.

	Per lb
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

—cheap, dark **MOLASSES**

versus

bright, clear, pure and healthy

SYRUP

"Comparisons are odious"

—Of all syrups in Canada,
—CROWN brand stands
—uniquely alone, and
—ahead of all others

Put up in 2-lb., 5-lb., 10-lb. and 20-lb. tins.
Also barrels, ½-barrels and kegs.

Look for the CROWN on the Package.

MANUFACTURED ONLY BY

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.

Works: CARDINAL, ONT.

164 St. James St., MONTREAL, QUE.

Cocoanut.

L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
⅛ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
⅛ and ¼-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

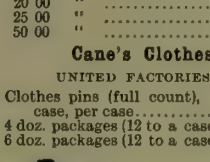
Allison's Coupon Pass Book.
$1 00 to 3 00 books .....3 cents each
5 00 books .....4 "
10 00 " .....5½ "
15 00 " .....6½ "
20 00 " .....7½ "
25 00 " .....8 "
50 00 " .....12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 55
Other jams	1 90
Red currant elly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case
1 case of 4 doz	$3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00

RECKITT'S BLUE and BLACK LEAD

Always give your Customers Satisfaction.

Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ¼-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
"Old Crow," 12-lb. boxes		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	6 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked	"	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb.	"	2 75
No. 3, " { 30 1-lb. / 60 ½-lb.	" }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.		Per
" " 10 oz., cases, 96 pkgs.		case
" " 16 oz., cases, 60 pkgs.		$2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¼
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Star hes—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05¼
Kegs, 100 lb.	0 05¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06¾

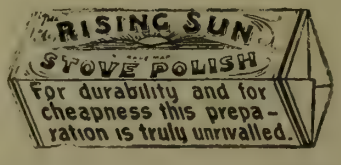
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" " 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05¼
" 100-lb. kegs	0 05¼
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

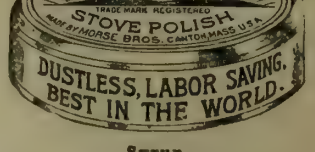
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6 oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

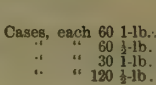
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	}	0 35
" " 30 1-lb.		
" " 120 ½-lb.		0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan. 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes		$0 42
" II 40-lb. boxes		0 40
" III 80-lb. "		0 37
EMD AAA Japan, 40 lb " at		0 35
" AA " 40 "		0 32½
Blue Jay, basket fired Japan, 70 lbs.,		0 30
"Condor" IV 80-lb. "		0 4
" V 80-lb. "		0 30
" XXXX 80-lb. boxes		0 25
" XXXX 30-lb. "		0 26
" XXX 80-lb. "		0 22½
" XXX 30-lb. "		0 23½
" XX 80-lb. "		0 20
" XX 30-lb. "		0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 30

Black Teas—"Nectar" in lead packets—		
Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " - Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 56

"Condor" Ceylon black tea in lead packets—		
Green Label, ⅛s, ¼s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases	retail	0 35 at 0 28
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases	retail	0 60 at 0 40

Black Teas "Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

$0 LIPTON'S TEA (in packages).		Per lb.
No. 1, cases 50 lb.,	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities.

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45 $10 95
" casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1
" Improved Globe	1
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	1 15
Dominion King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" " 3	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest.* Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it.*

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods" — fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. *You should place your orders now for prompt delivery.* Ask your wholesaler. *Insist* on having the "Griffin" Brand. *They satisfy.*

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

You want the best. Buy our

CRYSTAL GLASS WASH BOARD

It is the best Wash Board made.

IT IS MADE IN CANADA.

There are cheap imitations made in the U. S. Beware of them

This Wash Board will give your customers satisfaction. When ordering see that you get **"THE CRYSTAL."**
Your wholesale grocer will supply them.

TAYLOR, SCOTT & CO.

Toronto, Canada.

ARE YOU USING OUR

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,

of Wallaceburg Limited

MERCHANTS.

The Toledo Automatic Computing Scale SHOWS to EVERY CUSTOMER in LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY FOR the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he grades for the goods?

MADE IN CANADA.

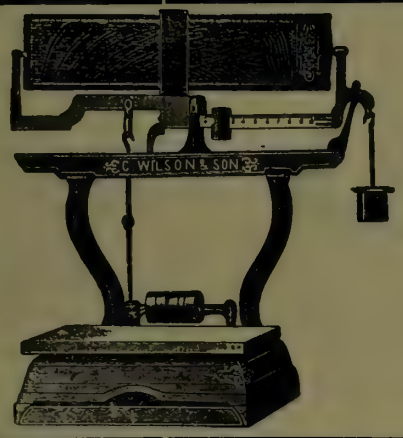
Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.



Paid For Itself.

C. WILSON & SON, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, - - TORONTO.

System or Guess Work?

The grocer shown above is guessing, and the scale he has will keep him guessing, too.

He's an honest fellow, so he sees that his scale goes down on the customer's side every time, and he always gives full weight.

People buy so queerly nowadays; 10c. worth of 60c. tea; 25c. worth of 11c. dry fruit; 50c. worth of sugar at 5½c. per lb.

They know they can get more for their money this way. Can't blame them either.

You've noticed this, haven't you? Then you need our Dayton Moneyweight Scale as badly as he does.

Send for our 1903 catalogue. It tells how to stop this and how to

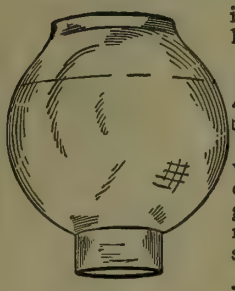
Do it to-day.
Ask Dept. "M" for catalogue.

Save these Pennies

THE COMPUTING SCALE CO. OF CANADA, LIMITED,
164 King Street West, Toronto, Canada.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

Our Chief Business



is making mantles that last the longest and give the most light. A is indelibly branded on the best mantles made.

Our factory is equipped with up-to-date appliances; our output is the largest; our goods the most reliable—We use nickel steel wire supports.

We handle other goods, in such quantities that we can quote you lower prices than you can import them for. No charge for cases or packing.

Write for our quotations on:

HIGH GALLERIES } Best
LOW " } Quality
HIGH GALLERIES } 2nd
LOW " } Quality
STRAIGHT CHIMNEYS
BARREL "
MICA "
MICA CANOPIES
OPAL SHADES PEAR GLOBES
APPLE GLOBES SUNDRIES

AUER LIGHT CO., - MONTREAL.

JAPAN TEA

is a natural leaf, strictly **pure** and **wholesome.** The delicious flavor and full strength of **JAPAN TEA** is due to the beautiful climate and rich loamy soil of Japan. It's a tea producing country, and **knows how** to grow good Tea.

ALL GROCERS SELL

JAPAN TEA.

It's the popular fancy; in demand by all **classes** the world over.

ENTERPRISE on an article is a

Guarantee of QUALITY

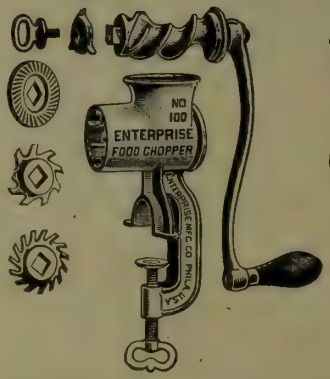
ENTERPRISE

Bone, Shell & Corn Mill

No. 750, $8.50.

Meat Juice Extractor

No. 21, $2.50



FOOD CHOPPERS

Four Knives with each Machine

No. 100, *chops 2 lbs. per minute,* **$1.50**
No. 300, *chops 3 lbs. per minute,* **$2.25**

Sell every Day in Year

GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE *Order through your Jobber*

Cherry Stoners

5 Sizes & Styles

No. 1, $7.50 doz.

Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, $1.25 to 300.00

No. 2½, $4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

DON'T FOOL YOUR CUSTOMERS.

Give them the very best article in its respective line. TEA ROSE DRIPS is the best pure cane sugar syrup made. It will pay you to push it.

ROSE & LAFLAMME, Agents,
MONTREAL.

"A Coffee Essence with an idea—the right idea—back of it."

GOOD VALUE

is the idea that has been carried out in the making of

PATERSON'S CAMP COFFEE ESSENCE.

ROSE & LAFLAMME,
Agents, Montreal.

Ceylon Tea
Black and Green.

Ceylon Tea
Black and Green.

Fragrant

Delicious

Ceylon Tea

is, without doubt, the favorite tea of the Canadian people.

Black or Green it is absolutely pure

Don't waste your time and energy trying to sell teas your customers don't want.

Sell CEYLON TEA
Black and Green.

It will make your customers happy and you prosperous.

Refreshing

Invigorating

Ceylon Tea
Black and Green.

Ceylon Tea
Black and Green.

He who Hesitates is Lost!!!

Salmon packs this season are undoubtedly short.
Enterprising men are now fixing their orders.

If you Hesitate you will Miss Your Chance

RED SOCKEYES	COHOES
"Nimpkish"	"Oagle"
"Griffin"	"Golden Net"
"Sunset"	"Harlock"
"Lowe Inlet"	"Empress"

These brands are quality and show fine margin of profit.

The British Columbia Packers' Association,

VANCOUVER, B.C.

There are Plenty of Ideas for Grocery Ads.

in the book on grocery advertising by W. Arthur Lydiatt entitled "100 Goods Ads. for a Grocery Store."

It contains the copy for 100 different ads. —some examples of effective display—nearly a hundred short, snappy sayings for headlines, show cards, etc.—and a good chapter on the how, when and where of grocery advertising.

All it costs is $1 a copy. Sent postpaid on receipt of the dollar.

MacLEAN PUBLISHING CO.,
Toronto.

SOCKEYE SALMON

"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

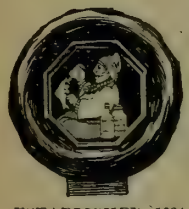
O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :



ESTABLISHED 1824

Batty & CO.
LIMITED
Sauce and Pickle Specialists,
LONDON, S.E.

T. A. Lytle's Mince Meat

is the kind that sells.

In preparing for the Christmas Trade every grocer should stock up with this brand of mince meat because it is of a high grade and reliable quality. The ingredients used in the making of this mince meat are of the choicest kind.

—Done up in convenient sized fibre and wooden pails.

The **T. A. LYTLE COMPANY, Limited**
Manufacturers of high-grade Mince Meat,
124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

HIGHEST AWARD, LONDON, 1893.

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

Borden's

Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

Notwithstanding Short Pack

we will positively guarantee delivery for your season's requirements of

TOMATOES, CORN and PEAS.

"Boulter's," "Little Chief," "Lakeport," "Simcoe," "Aylmer," "Log Cabin.'

The F. J. CASTLE CO., Limited, OTTAWA

P.S.—The above holds good until our stock is exhausted.

LEES AND LANGLEY.

Canada's Ideal

Worcestershire Sauce.

LIPTON'S TEAS

have without doubt to-day THE LARGEST SALE IN THE WORLD. They are the only teas in Canada and the United States that are sold in HERMETICALLY-SEALED, AIRTIGHT CANS. This insures the tea retaining its excellent flavor and the delicious aroma with which they have so long been associated. This is the only hygienic and healthful way of packing tea and is far superior to teas packed in lead packages.

LIPTON'S TEAS are the only teas in Canada that are shipped by the seller DIRECT FROM THE GARDENS, which means there is more profit in it for the grocer. No up-to-date grocer can be without them to-day.

Write to the agents in Montreal—**Laporte, Martin & Cie.**
" " in Toronto—**Canada Grocers, Limited.**

Or to **Thomas J. Lipton,** 39 Pearl Street, New York City

MALAGA FRUITS.

CHOICE CLUSTERS,
BLACK BASKETS,
DEHESA CLUSTERS,
IN ¼ and ½ BOXES.

G and ATLAS PEELS, are brands of superior quality.

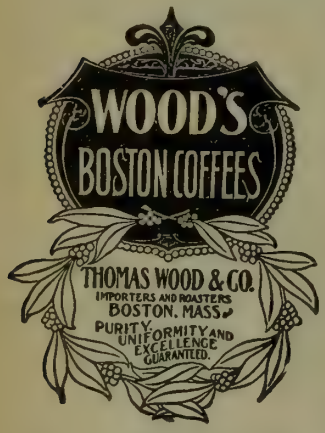
NEW ELEME FIGS, 2 inch, 2¼ inch and 2½ inch, in 10, 20 and 28 lb. boxes.

The above are only a few of the many attractive lines of seasonable fruits we have to offer the wide-awake grocer.

Orders by mail receive as careful attention and close prices as if given through our travellers.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.



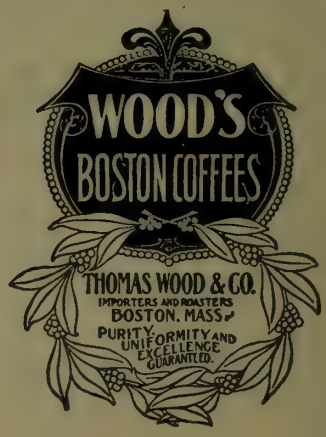
WOOD'S COFFEES

They lead the pathway to success.
Pleasure, Profit, Increase of Trade—
these benefits follow.

THOMAS WOOD & CO.

Canadian Factory and Salesroom,

No. 428 St. Paul St., - - MONTREAL.



Special Sale of Currants

Half-Cases. Cleaned Abroad.

CANNED GOODS. We fill all orders in full and quarantee ***Tartan Brand*** quality.

TARTAN TEAS are a blend of the finest Ceylon and Indian Teas grown.

NEW ARRIVALS—Kippered Herring, Herring in Tomato Sauce, Domestic and Imported.

'PHONE AT OUR EXPENSE, OR WRITE

Market Sure to Advance. ORDER NOW.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

MALAGA TABLE RAISINS

IMPERIAL CLUSTERS

BLUE BASKETS — DEHESA CLUSTERS
BLACK " — ROYAL "

SOLITO CLUSTERS, IN ONE-POUND TRAYS

Strictly fancy quality. **Prices figured down to a bargain basis.**

WARREN BROS. & CO., - TORONTO

THE MANUFACTURERS AND THE GREAT WEST.

(Continued from last week.)

A Symposium of Some of Their Impressions Gathered During Their Recent Trip to the Pacific Coast.

IN accordance with what was promised last week there is given below a continuation of the impressions gathered by the Canadian manufacturers during their trip to the West and summarized for "The Grocer" in answer to questions submitted in a circular letter on their return home.

C N Bell, Secretary Winnipeg Board of Trade.

1st. Having been a resident of Winnipeg and the West for over thirty years, and having made frequent trips through the country between Lake Superior and the mountains, (my first journey having been made to the mountains in 1872 when not a sod was turned beyond a distance of seventy miles west of Winnipeg), my chief impression was the great development that has taken place during the last two or three years. Where two or three houses comprised the town of five years ago, thriving villages, surrounded by cultivated areas, now exist, and these places bear every evidence of prosperity and business activity.

2nd. Contrary to the somewhat generally conceived opinion, I am fully convinced that extensive manufacturing establishments will exist at a number of points in Manitoba, and the want, in my opinion is, in the main, a matter of population. It is true that at present the cost of power and labor is high, but with the transmission of electric power from the numerous falls on the Winnipeg river, Winnipeg will in the future have cheap power. It is not generally known that large power works are already nearly completed at a point some forty miles from the city, and within a year this plant will be in a position to supply far more power than there is any call for in Winnipeg to-day, and the operators have already publicly announced that they will, at the start, give power at one-half the present cost. While, as in all new countries, labor for factories is scarce, it may be taken as an axiom that increased population will provide factory labor as it is required. Large deposits of iron at Lake Winfipeg simply await development and the product can be floated right into Winnipeg. A glance at the map of Western Canada will show that the coal of the North Saskatchewan may be floated down to Lake Winnipeg and on to this city, provided the single existing barrier, the Grand Rapids at the mouth of the Saskatchewan river, is overcome. So too, short canals from the Saskatchewan into Lake Winnipegosis, and from Lake Manitoba into the Assiniboine river, will provide continuous navigation from the head waters of both the North and South Saskatchewan rivers. It is to be noted that for all time a manufacturer in Winnipeg will have a virtual protection against the goods manufactured in Eastern Canada to the extent of the existing freight rates from eastern points to Winnipeg. Above all it is to be noted that the city already has become a centre for quite extensive manufacturing establishments along certain lines, and that those lines are of goods that a small population consume a considerable output. Then too, even where the raw materials have to be, in whole or in part, imported into Winnipeg, the difference in freight between

QUESTIONS SUBMITTED BY THE CANADIAN GROCER.

FIRST—What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND—What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD—In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH—How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

such raw material and finished goods will always be a strong factor in favor of Winnipeg. As regards British Columbia, with its varied resources in the direction of raw material and its facilities for shipping either to the interior or for direct export, it will certainly, with increased population, be in a position to maintain manufactories.

3rd. Manufacturers of the east can secure a larger share of the trade of the West by more carefully studying the particular class of goods required in the West by the circumstances of the soil, climate and the consequent general wants of the people; by making and shipping only the best qualities of articles (for it is notorious that the people of the West largely demand and will only take first quality goods) and by paying stricter attention to rapidly filling the orders of western merchants.

4th. Business men of the east can best assist in developing the natural resources of the West by joining in with the western people and exhibiting more personal interest in such legislation, along the lines of transportation; encouragement by financial and other means, of a good class of immigration; and generally in doing what they can to place western provinces on a perfect equality with the older provinces. If the Canadian manufacturers could secure an amendment to the British North America Act, which would prohibit any man taking his seat in the House of Commons or Senate of Canada until he could produce satisfactory evidence that he had travelled through Canada from the Atlantic to the Pacific, they would render to the people of the West one of the greatest aids for the proper development of the West that could be imagined.

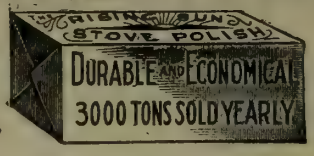
Col. W M Gartshore, McClary Mfg. Co, London.

First. What impressed me most in connection with the trip of The Manufacturers' Association to the coast was the immense possibilities of the Great West, from an agricultural point of view, and the great district which is yet undeveloped.

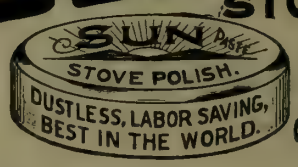
Second. Regarding the future of these provinces and territories there can be no two opinions. All that is required is settlers of the right stamp, competent to develop the resources of the country. As far as the manufacturing is concerned, with the exception of commodities used by the farmers, such as flour, meal and binder twine, and the product of animals, such as dressed meats, etc., it is too soon to give an opinion as to any other manufactures which may develop. Should iron ore be found in the vicinity of the coal fields it might revolutionize the iron industry so far as that market is concerned, but at present it is cheaper to manufacture in the east and deliver than to manufacture such commodities at any of these points.

Third. Manufacturers can secure a larger share of the trade by being more familiar with the requirements. No manufacturer should attempt to do business in that section of the country unless he is prepared to visit his principal customers at least once a year, as it is much easier to manufacture just the article the customer requires than to edu-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

cate him to adopt something which he (the manufacturer) has to sell. A great deal of this trade goes to the United States from the fact that present settlers in the West have been for a number of years buying goods from United States manufacturers, and are more familiar with them, but as it can be shown that Canadian manufacturers can make goods in every way as satisfactory, I see no reason why they should not get the preference.

Fourth. I do not see how manufacturers in the east can attend to their own business and also personally develop the West. There should be sufficient capital looking for investment which could and is already developing these territories. If eastern manufacturers possessed a portion of the enthusiasm and optimism of western men in general, greater progress would be made in all directions.

T. L. Moffat, Jr., The Moffat Stove Co., Limited, Weston.

1. The great resources and possibilities of the country. The faith and optimism of our western brethren. The large number of United States manufactured goods, especially stoves and ranges, which are being sold.

2. As the population increases and iron mining and smelting is developed, manufacturing in iron and steel lines will certainly follow, but at present there does not appear to be any great prospect of doing a profitable manufacturing business.

3. From a stove point of view, the manufacturers in the east have not been catering to a class of trade which demands some United States styles in stoves and ranges. The main difficulty, however, is, United States competition in cheaper grades. Canadian manufacturers, owing to their limited market, cannot specialize their goods to the same extent. Some of the United States factories have the facilities to turn out enough steel ranges in a few months to supply the whole western trade. The freight rates and special discounts given overcome the tariff and combine to make the Great West a convenient dumping ground for our neighbors. The only effective way to remedy this state of affairs is to follow the example of the shrewd Yankee and make the tariff wall higher. The Canadian manufacturers would only be too glad to guarantee no advance in prices if they only had the privilege of supplying our own market.

O. E. Fleming, of Fleming, Wigle & Wood, Barristers, Windsor, Ont.

In reply to your communication of October 10 I now enclose you a short note in reply to the questions submitted to me in reference to the Manufacturers' excursion. I have made them as short and as concise as possible.

1. The apparent inability of the trade to take care of the business offered, due in a large measure to the lack of sufficient transportation facilities, and the unpreparedness for such an enormous influx of immigration and prosperous development.

I look upon the business and industrial possibilities of the Northwest as enormous, which can only be appreciated by a visit to the country. We Canadians have a problem to work out in our own great country, which offers the greatest inducement to young men who can, by honest and energetic effort, make more profitable than any country under the sun can offer.

2. There are only a few lines that could be profitably manufactured in either Manitoba or British Columbia at the present time, but, of course, time will increase this, and eventually they must become manufacturing provinces, equally with the older provinces.

3. (a) Have warehouses at the leading centres of sufficient capacity, well stocked, to enable them to give prompt delivery.

(b). Increased transportation facilities, with reasonable freight rates.

(c) Meet the requirements of the people; the country and seasons are different from ours, necessitating many things different; a careful study of these questions by a personal visit of an intelligent representative from the different industrial concerns will accomplish much that has been sadly ignored.

(d) Of course a higher tariff will do much to enable us to retain our hold on this trade.

4. An active campaign in favor of better freight rates and transportation facilities, and by investing some of their money to assist in the development of the country.

Noel Marshall, The Standard Fuel Co., Toronto.

I have before me your letter of October 17, asking for answers to four questions.

To the first I would say that I was wonderfully impressed with the possibilities of our western country. As we passed through the Province of Manitoba and the Territories, the grain-growing possibilities of that enormous section of the country almost overwhelmed one.

Second. I believe that with the enormous quantities of timber obtainable in British Columbia, woodworking factories of nearly all classes should find a great opening.

Third. The manufacturer of the east, to secure a larger trade of the Great West, should recognize the fact that in all classes of articles our western brothers want the best that is made. From personal conversation with many of the business men, I am convinced they were in earnest when they stated that some of the manufactured goods sent from eastern Canada to the West did not suit their requirements as well as those they imported from the United States. This is an evil that should readily be cured. At the same time I do not believe that the trade of that western country can be retained to our own people unless there is a revision of the tariff, and unless I am very much deceived, the people of the West would support Canada as a whole in obtaining such a change, as it

Lucas, Steele & Bristol are now completing shipments of all their Aylmer Canned Goods and trust in the next week or ten days to finish shipments of Currants, Raisins, etc.

Their stock is now replete of all Foreign Goods and prompt shipment is guaranteed.

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

Good Lines to Handle.

JERSEY CREAM BAKING POWDER
JERSEY CREAM YEAST CAKE
SOCIAL TEAS *SOCIAL COFFEES*
QUEEN'S BLEND COFFEE
GOLDEN BLEND TEA
JERSEY CREAM JELLY POWDER
JERSEY PURE MUSTARD

Standard Lye—Name of Standard Lye will be changed to Lumsden's Lye on January 1st when we will open a campaign in the interests of Lye.

LUMSDEN BROS., - - - Hamilton and Toronto.

BROOMS

Our brands are:

"Standard" and "Signal"

The above brands are the best, we believe, on the market to-day. TRY a sample 6-DOZ. LOT, and we know you will be pleased.

Crosse & Blackwell's Goods:

Just arrived, a full assortment, so send in your orders.

JAMES TURNER & CO.

Wholesale Grocers, = = = HAMILTON, ONT.

NEW EVAPORATED APRICOTS,
NEW EVAPORATED PEACHES,
NEW TAP. FIGS,

NOW IN STORE.

Thos. Kinnear & Co.,

Wholesale Grocers, - - 49 Front St. E., Toronto.

SPECIAL XMAS OFFER

TO YOU

THAT YOUR FRIENDS IN THE OLD COUNTRY WILL APPRECIATE . .

We will deliver to any address in England, Scotland or Ireland, a dozen or half a dozen of our Imperial Cheese without one cent of charge beyond the regular price. This is an opportunity to give your Old Country friends a holiday surprise with a delicious worthy Canadian product.

If you will forward us your card we will see that it is carefully packed in the case going to your friend.

Prices:—Individual size jar, $1.00 per dozen.

Small	"	"	**2.40**	"	"
Medium	"	"	**4.50**	"	"
Large	"	"	**8.25**	"	"

The above prices for the trade only.

ALL DELIVERY CHARGES PAID BY US.

Write address plainly to avoid mistakes. Make post office or express orders payable to

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED, - TORONTO.

All orders should be in our hands by December 5th, so as to ensure delivery by Xmas.

would be in the best interest of the whole country.

Fourth. The business man of the east who has any surplus capital to invest can largely assist in the development of the whole western country by investing either in manufacturing or commercial enterprises, and the opportunities for some years to come will be many.

You Sir, like myself, must have been thoroughly convinced that there is room for a vast number of the right class of men. The young man who has been so trained that he can resist the temptations of a western life (and they are many) must undoubtedly succeed, and the time when a Canadian finds it either necessary or desirable for him to seek his advancement in the United States is surely past.

Business Changes

ONTARIO.

AN order has been granted J. P. Langley, Toronto, to wind up the departmental store of The North Bay Supply Co., Limited, North Bay.

The Battle Creek Sanitarium Health Food Co. have sold out their business at London.

The assets of the general store business of J. F. Newton, Milberta, are to be sold.

Isaac Kaiser, general merchant, Nashville, advertises his business for sale.

John Rhodes, of John Rhodes & Co., grocers, Brockville, is dead.

L. S. Morris, general merchant, Dover Centre, has sold out to J. W. Glover.

H. W. Nigh, baker and confectioner, Springfield, has sold out to John Drury.

M. Reid & Co., grocers, Toronto, have sold out to Wm. Monk.

Samuel & Co., grocers and fruit dealers, Toronto, have sold out to Sibbald & Co.

Budd & Co., tea and coffee merchants, Peterboro, have assigned to David Thompson.

J. D. W. Darling, general merchant, Lansdowne, has sold out to Firman Cross.

Irvine Wallace, confectioner and grocer, Dresden, has assigned to Benjamin Bridgewater; meeting of creditors November 17.

J. D. Rooney, grocer and confectioner, Byng Inlet, has assigned to H. R. Duke. A meeting of creditors will be held November 16.

The premises of G. B. Lodge, grocer and crockery dealer, Windsor, have been damaged by fire; partly covered by insurance.

Geo. E. Train, flour and feed dealer, Toronto Junction, has sold out to Watt & Watson.

A meeting of the creditors of T. H. Chambers, general merchant, Southwold Station, will be held November 13.

J. B. Davidson, butcher and grocer, Toronto, has sold his College street branch to Hill & Parkinson.

QUEBEC.

South & Co., grocers, have registered in Montreal.

J. W. Morrow, general merchant, Robinson, is dead.

L. H. Brooks, confectioner, Montreal, has sold out.

Letourneau & Bertrand, fishmongers, have registered in Montreal.

E. A. Bedard, grocer and confectioner, Lorette, has assigned to V. E. Paradis.

Miller & Riopelle, general merchants, Ville Marie, are asking for an extension.

The assets of J. L. Thibaudeau & Co., general merchants, Quebec, have been sold.

A meeting of the creditors of J. Pigeon, general merchant, Beloeil, was held November 5.

Paradis, Esdras & Co., general merchants, Plessisville, have dissolved partnership.

The stock of Beaudette & Co., grocers, Quebec, has been sold to L. I. Frechette at 60c. on the dollar.

Alfred Denis & Co., flour and grain dealers, St. Hyacinthe, have admitted B. Racicot into partnership.

Blais Larouche, sawmiller and general merchant, Les Grandes Bergeronnes, has made an assignment to V. E. Paradis.

The stock of J. Ayotte, general merchant, St. Marc des Carrieres, has been sold to D. Naud at 58c. on the dollar.

MANITOBA AND N.W.T.

G. B. White, confectioner, Ponoka, has sold out to W. Warnock.

Earl Bros., general merchants, Fairy Bank, have dissolved partnership.

M. J. McLeod, general merchant, Lacombe, has sold out to Burdick Bros.

T. Rivers, general merchant, White Brush, has sold out to Mr. Williams.

E. G. Brassey, baker and confectioner, Oak River, has sold out to H. Parker.

E. J. Merrel, baker and confectioner, Holland, has sold out to A. Rutherford.

McGillivray & Harrick, flour and feed dealers, Ponoka, are closing up business.

E. Poulin, general merchant, Vegreville, has been succeeded by Poulin & Lessard.

BRITISH COLUMBIA.

The grocery business of A. D. Miller, Vancouver, is advertised for sale.

T. S. McPherson, grocer, Nelson, has discontinued his branch store at Poplar.

The Salmon Arm Dairy, Salmon Arm, has been sold to Messrs. Harbell and Palmer.

C. Richards, general merchant, Fernie, has changed the firm name to C. Richards & Co.

The business of Killaby & Jones, cider and vinegar manufacturers, New Westminster, is advertised for sale.

NEW BRUNSWICK.

J. H. Williamson, grocer, St. Andrews, is dead.

E. G. Scovil, liquor and tea merchant, St. John, is dead.

NOVA SCOTIA.

S. Melanson, Moncton, N.B., and V. Melanson, Memramcook, N.B., have gone into partnership, and will carry on a general mercantile business at Springhill.

UPTON'S

JAMS, JELLIES,

—AND—

MARMALADE.

IT IS DETRIMENTAL TO THE BEST INTERESTS OF YOUR BUSINESS TO BE OFFERING YOUR CUSTOMERS SUBSTITUTES.

THOSE WHO ASK FOR "UPTON'S" KNOW WHAT THEY WANT.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS, TORONTO.

We can interest you if open to buy

SHELLED

ALMONDS

Full Range.

Prices Away Down.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

CURED MEATS IN THE GROCERY STORE.

THE last few years have witnessed a remarkable development of Canadian trade in the direction of cured meats. Thirty years ago very little cured meat with the exception of salt pork was handled in the average grocery store. The economical farmer has and will always find it to his interest to salt down a barrel of pork for Winter use. Most grown-ups whose youth was spent on a farm, have a vivid recollection of hog-killing day, which was solemnly observed all over the country. They can tell you that 196 pounds makes a barrel of pork; how it takes a head, two hams, two shoulders and a quantity of mess, to fill the aching void. The farmer regularly salted down enough for his own use, and occasionally some extra for sale to his less fortunate neighbors or the village storekeeper.

As the country became more prosperous Canadian palates grew more sensitive. The home-cured product was no longer all in all to them, and city and town began to import ham and bacon. At first a Detroit pork-packer got the bulk of the fancy Canadian trade; later it passed into the hands of Armour, of Chicago.

"But now it is all changed," said one patriotic grocer. "Canada cures her own meat and exports large quantities to the United States and Europe. Very little American bacon is sold in Canada now except some sliced bacon put up in tins and a brand or two of breakfast bacon which certain conservative individuals persist in using. It may give you some idea of the turn over," said he, "when I tell you that we send ten times as much bacon and hams to the States as we have been importing from them. American bacon can no longer compete with our Canadian breakfast bacon, so greatly superior is our cure to the article put up across the line. The popularity of Canadian bacon in England has become almost a by-word. One injustice, however, has been done us: until lately Canadian meat was paraded under false colors—simply because English dealers were afraid to tell their customers it was Canadian grown. 'Made in Canada' has no uncertain ring at the present time, and even Englishmen have been compelled to give credit where it is due."

"What is the secret of the popularity of our bacon?" was asked of another dealer in groceries and provisions.

"It is mildly cured and has a peculiarly fine flavor, due largely to the fact that particular care is taken in feeding" was the answer. "Our best bacon is not soft or corn-fed, but firm and fed on peas or wheat."

"To whom does the cured meat trade rightfully belong?" was further asked.

"To the grocer, undoubtedly," he replied; "though for various reasons the latter often fails to get his share. One trouble with a great many dealers is that they are careless in their meat department. They get in a stock of hams, shoulders and bacon, and expect it to last forever, like the old-fashioned article, which was literally embalmed in salt. They should be reasonable, and, at the outset should recognize the A B C's of the cured meat trade—that mild-cured meat must be turned over quickly, while a drier cure will remain preserved for a much longer period. Another way in which the grocer allows the butcher to take this trade from him is by neglecting to exercise ordinary care in cutting, and then wonders why the latter is getting the cured-meat customers away from him. If he expects to make a success of this department the grocery and provision man must first make an attractive display, then he must have a competent man to handle the goods."

The manager of a large city grocery, which is making a great success of its cured-meat department, remarked recently that he found the department an indispensable part of the business. "Our provision department is growing every day," said he; pointing to a fine display of hams, rolls, shoulders, back and side pork and beef knuckles; "and there is no reason so far as I can see why the town grocer and even the country grocer to a certain extent should not make it profitable, as it is certainly proving to us."

New Cheese Company.

It is announced that The Detroit Cream Cheese Co., manufacturers and importers of fancy cheese, will shortly enter the Canadian field and establish a branch at Windsor.

Visible Stocks of Lard.

The N. K. Fairbank Co., of Chicago, Ill., under date of November 3, write THE CANADIAN GROCER as follows:

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on the 1st inst., to which we add estimates of former years and stocks in cities named:

	1903. Nov. 1.	1903. Oct. 1.	1902. Nov. 1.	1901. Nov. 1.	1900. Nov. 1.	1899. Nov. 1.
Liverpool and Manchester	11,000	11,000	3,500	8,000	10,500	42 500
Other British ports	2,200	2,000	700	5,000	5.500	7,500
Hamburg	20,000	30,000	2,500	12,000	2,500	12,000
Bremen	500	500	700	1,500	2,000	3,000
Berlin	6,000	2,000	500	2,000	1,500	2 000
Baltic ports	8,500	11.500	4,000	8,500	7,000	7,000
Amsterdam, Rotterdam, Mannheim	250	100	700	1,000	1,000	1,500
Antwerp	2,500	1,000	1,000	4,000	3,000	4,000
French ports	700	2,000	900	3,000	4,000	3,000
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	52,150	60,600	15,000	46,000	38,000	83,500
Afloat for Europe	50,000	45,000	37,700	45,000	42,000	90,000
Total in Europe and afloat	102,150	105,600	52,700	91,000	80,000	173,500
Chicago prime steam	44,409	110,938	9,567	26,193	11,259	117,391
Chicago other kinds	4,181	8,081	4,803	5,091	9,080	9,487
East St. Louis	....	....	....	1,027	1,913	....
Kansas City	2,684	4,315	2,928	4,705	2,880	6,909
Omaha	1,140	1,072	775	1,968	3,413	2,049
New York	3,863	5,488	4.458	3,345	8,949	15,328
Milwaukee	1,789	1,894	547	1,023	2,723	2,906
Cedar Rapids	....	....	....	1,098	1,253	437
South St. Joseph	3,383	5 939	1,388	1,986	600	956
Total tierces	164 019	243.327	77,166	137.436	122,070	328,957

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

MINCE MEAT

We are pleased to tell you that our sales of Mince Meat are larger than ever. We regret some little delay in shipping orders, owing to the non-arrival of Choice California Raisins. These are now to hand and we can fill all orders. We say our Mince Meat is the finest on the market. Try it and see for yourself.

PUT UP IN

Kegs, 70 lbs.
Pails, 5, 12 and 27-lbs. each.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

THE PROVISION MARKETS.

Toronto.

The provision market shows no great change since a week ago. The Fall packers are beginning to operate, however, and this with the usual tendency in the Fall has given the market an easier turn. Hams show a slightly lower value and short cut is also somewhat easier than lately. Lard still continues on a low basis and some dressed hogs in carlots are reported as delivered in Toronto at a concession from quotations. We quote:

Long clear bacon, per lb	$ 0 10	$0 10½
Smoked breakfast bacon, per lb	0 14	0 15
Roll bacon, per lb	0 10½	0 11
Medium hams, per lb	0 13	0 14
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	....	0 15
Heavy mess pork, per bbl	17 00	18 00
Short cut, per bbl	19 50	20 50
Shoulder mess pork, per bbl	16 00	16 50
Lard, tierces, per lb	0 08¾	0 08¾
" tubs "	0 08½	0 08¾
" pails "	0 08¾	0 09
" compounds, per lb	0 07½	0 08¼
Dressed hogs, light weights, per 100 lb	7 25	7 50
" " heavy " "	7 00	7 25
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" medium	6 00	6 50
" common	5 00	5 50
Mutton	5 00	7 00
Lamb	7 50	8 50
Veal	7 50	9 00

Montreal.

The market is quiet and prices continue about the same as quoted in last issue.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

The English market is reported dull for bacon. We quote:

Heavy Canadian short cut mess pork	$18 50	$20 00
Canadian short cut back pork	19 50	20 00
Canadian short cut clear pork	20 00	20 50
Bacon, Wiltshire, per lb	0 13	0 14
Hams, per lb	0 12½	0 13

Lard is steady at the advance noted last week. We quote:

"Boar's Head" brand	0 08¾
Carloads, less	0 0⅛
20-lb. tin pails, tierce basis	
Half-bbls., over tierce	0 00¼
60-lb. tubs, "	0 00¼
20-lb. wood pails "	0 00¼
10-lb. tins, "	0 00¼
5-lb. tins, "	0 00¼
3-lb. tins, "	0 01

Wood net, tin gross weight—

	Wood.	Tin.
1 to 25 pails	1 78	1 68
26 to 49 pails	1 76	1 66
50 pails and over	1 72½	1 62½

St. John, N.B.

This is the active season. Dealers buy quite freely of mess pork from local packers. These advise pork quite scarce, owing, it is said, to the farmers holding back supplies for higher prices. In beef there is fair sale at even figures. Lard is very low with fair demand; refined, while rather lower, is held quite firmly. There is improved sale for smoked meats; trade is supplied by local cured; prices are firm. In fresh meats prices have changed little. Beef is quite plentiful. Lamb is low and freely offered. Mutton continues dull. Veal is little offered. Pork is in fair supply. Poultry is more plentiful, but not in over supply. We quote:

Mess pork, per bbl	$17 00	$19 00
Clear pork "	18 00	21 00
Plate beef "	13 00	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07	0 09
Mutton "	0 05	0 06
Veal "	0 06	0 07
Lamb "	0 06	0 07
Pork "	0 07	0 07½
Hams "	0 13	0 15
Rolls "	0 12	0 14
Lard, pure, tubs "	0 09¼	0 10
" " pails "	0 09¾	0 10½
" compound, tubs, per lb	0 09	0 09¼
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09¼	0 09¾
" " " pails "	0 09¾	0 10

DAIRY PRODUCE.

Toronto.

BUTTER.

The market is featureless this week. No demand is felt from England and while there is a fair demand locally for choice there are but small quantities of such coming forward. We quote:

	Per lb.	
Creamery prints	0 22	0 23
" solids, fresh	0 20½	0 21½
Dairy rolls, large	0 16	0 17
" prints	0 17	0 19
" in tubs, best	0 16	0 17
Under qualities	0 13	0 15

CHEESE.

The market is easier this week both on the boards and among the jobbers. Despite the lower values trade is quiet and very little is changing hands, as buyers are at a loss to know which way the market is going. We quote:

	Per lb.	
Cheese, large	0 11¼	0 11½
" twins	0 11½	0 11¾

Montreal.

BUTTER

Owing to an apparent shortage in deliveries there is a decidedly firm tendency on the local butter market. There is always more or less of a shortage of fresh butter at this season, as now the Summer creameries stop making and the Winter creameries commence. This shortage may not be relieved as it usually is at this season by factories dropping cheese and commencing to make butter. The reason is that at present prices it is almost as profitable to make cheese as it is to make butter. Fresh creamery butter is selling locally at 21½ to 22c.; August and September makes 20½ to 21c., early goods 20 to 20½c.

The deliveries of fresh made dairy are light, and what is coming forward is meeting with ready sale at 16 to 17½c. There is some inquiry for rolls, and they would meet with ready sale here at about 18c. For dairy tubs there is also some inquiry, but to meet with a ready sale the quality requires to be good. Ruling price for same is 16 to 17c. There is not much demand for Summer dairies, the price ruling about 15 to 16c.

CHEESE.

There is not much change in the market. Exporters are still active at the decline. The local trade, however, is not very much affected by the fluctuations which have occurred during the past few weeks. Mild cheese has been selling for 12 to 12¼c.; strong, 12 to 12½c.

St. John, N.B.

BUTTER

While stocks are quite ample good butter is already in demand and commands rather better prices. Dairy butter is being quite freely supplied in boxes. Creamery is very firm. We quote:

Butter, creamery prints, per lb	0 24	0 25
" creamery solids (fresh made), per lb	0 22	0 23
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 17	0 19

EGGS.

The stock offered is good. Prices are rather higher and are likely to work up toward the holiday season. There is a good demand with but fair supply. We quote:

Eggs, new laid, per doz	0 20	0 22
" case stock, per doz	0 18	0 19

CHEESE.

The output in the province has been large and has largely gone out of first hands. Because of the very large receipts English prices are rather easier. Sale there is materially affected if prices advance very much. We quote:

Cheese, per lb	0 12¼	0 13

Winnipeg.

BUTTER.

The receipts of dairy butter are small and unsatisfactory, and the price is 11 to 11c.

CHEESE.

Manitoba cheese, 13c., and Ontario 13-1-3c.

Provision Notes.

A filtering plant for purifying water to be used in washing butter, is the latest device in dairying.

H. W. Lockwood, of Westport, Ont., will establish a cheese factory just out of Innisfail, Alta. It will be ready for operation next Spring.

The William Davies Co. are considering the establishment of branches of their provision stores in Woodstock and other places throughout Ontario.

The Winnipeg police are carrying on a crusade against the violators of the early closing by-law.

GILLETT'S

HIGH GRADE

CREAM TARTAR

ABSOLUTELY PURE.

SOLD IN PACKAGES AND CANS.

Same Price as the cheap adulterated kinds.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491, Toronto.

The accompanying Window Display of The N. K. Fairbank Co's products is in the store of Messrs. W. E. Crowe & Co., Halifax. Merchants interested in this equipment will be entitled along with it to goods which have a retail value of $5.00, in payment for the use of their window for a period of 30 days. The proposition is one which absolutely insures the sale of the goods and pays a profit of about 60 per cent. as well as being a great trade attractor. Over 200 merchants have accepted this offer.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

WE had our introduction to the prairie shortly after leaving Winnipeg, under auspicious circumstances. The day was an ideal one and the monotony of the distant horizon on either side of us was

An Elevator at Fort William, capacity 3,400,000 bushels. The largest in the world.

relieved by mirages in which were seen numerous woods and lakes. For two or three hours these optical illusions accompanied us. I have no recollection of seeing a mirage afterwards at any time during our journey. We had all seen mirages on lakes, but there were many of us who had never seen them on land before, at any rate on the vast and boundless prairie. Naturally we were all very much interested, and scarcely noticed the fields, reaching as far as the eye could see, from which the golden grain had just been garnered. "Now we get some idea of how easily thirsty travellers on African deserts have been led on wild goose chases after water and shelter," remarked a fellow passenger. We all acquiesced and continued to feast our eyes on the imaginary lakes and imaginary scattered clumps of trees, and when the optical illusion had vanished we found enough in the realities of the surrounding prairie to excite our interest.

* * *

The soil of the prairie, which the farmers here and there were beginning to plow in strips that often reached as far as the eye could see, by its very darkness and richness was enough to excite the interest of the veriest tyro in agricultural matters. The very rich inky-blackness of the soil almost made one's mouth water and excited a desire in the breasts of more than one of us whose days are spent within city limits, and whose vocation is confined to office, factory or shop, for the life on the prairie, where the air is dry, always in active circulation, and invigorating. But what must the rich prairie land be to the trained farmer? No wonder so many thousands of experienced agriculturists from the United States and eastern Canada are taking up their homes on the dark soil of the Great West, rich in those properties which produce No. 1 hard—the best wheat in the world—and good healthy, sturdy live-stock, to say nothing of sturdy citizens.

* * *

But the prairie is not only a paradise for the farmer, it is also a paradise for

Our Kazoo Band, with Drum-Major Noel Marshall in charge.

the sportsman. Prairie chickens are easily obtained by the man who can shoot straight. We had at least one man in our party who could shoot straight and he demonstrated this to our entire satisfaction. He had travelled all the way from Halifax to journey across the prairie with us, and he refused the two days' pleasure which Winnipeg offered for the purpose of supplying the 170 passengers on our train with a taste of the famous prairie chicken. When we picked him up at Virden, the morning after we left Winnipeg, he had with him many brace of prairie chickens, or as one man in our party remarked, "chairie pickens," and a couple of large cottontail rabbits, to say nothing of an odd mallard or two. Some of our passengers joked Mr. Frank Simson (for he it was who was our good provider) as to how much he had paid for his birds and rabbits, but Mr. Simson is a crack shot as well as an expert curler and it was his own unerring aim that killed all but one of the rabbits. When the would-be wits were threatened with the elimination of prairie chicken from their bill of fare, they protested that they were not serious in their allegations, and were accordingly forgiven. That night prairie chicken graced the menu card of the two dining-cars that accompanied our train; and then everybody called Mr. Simson blessed, for prairie chicken is good, particularly when you are indebted to the prowess of a friend for the supply of the toothsome bird. Mr. Simson was shortly afterwards presented with a handsome pipe as a token of esteem. It could not be called the pipe of peace, for after that dinner in which prairie chicken so largely figured everyone had the most kindly feelings toward the man from Halifax.

* * *

It was the wild duck, however, and not the prairie chicken that most excited the spirit of sportsmanship in the breasts of our gentlemen fellow passengers. The prairies of the Great West are not barren of water. Indeed the water spirits have been good to the Great West. Here and there rivers and streams are encountered and the surface of the prairie is liberally

An Indian family at Chapleau Station with Major J. S. Hamilton and Mr. Packard on the right.

indented with ponds and small lakes of fresh and saline water, and quietly feeding in nearly every pond and lake wild ducks innumerable met our astonished view. Talk about sparrows in eastern Canada, if wild ducks are not relatively as plentiful in the Great West, my eyes

As staple as Rolled Oats

AND AN ALL-YEAR-ROUND SELLER.

EBY, BLAIN'S WHEAT-OS AN IDEAL BREAKFAST FOOD TRADE MARK REGISTERED

The quickest seller and the most profitable line you can handle.

AN IDEA HOW IT SELLS.—

all no Eby Blain Co H 1903.
see cut from 13 page 6-0

Dear Sirs,—Please ship me at once 5 sacks "WHEAT-OS." The trial order only lasted three days.

Yours truly,

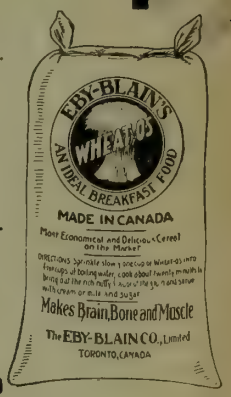
Made from the Finest Wheat. It contains all the Nitrates and Phosphates of the whole wheat berry.

NO TIME LOST WEIGHING OUT AND TYING UP PARCELS.

PUT UP IN CLEAN, HANDY PACKAGES TO RETAIL AT POPULAR PRICES.

FOR **BRAIN BONE AND MUSCLE**

2-lb. carton cases, 24 packages, - - to sell at **10c.**
7-lb. bags, sacks contain 14 bags - " **25c.**
SPECIAL—Freight paid on 5-sack lots.



THE **EBY, BLAIN CO., LIMITED**

Sole Wholesale Distributors, - TORONTO.

for once very much deceived me. I said wild ducks, but that name requires some modification. The species were wild, but I never saw wild ducks so tame. They seemed to be no more concerned about the presence of our train as it rushed past the ponds and lakes, on the bosom of which they lazily swam, than if they were ordinary domestic ducks from eastern Canada farmyards. It would have been quite possible to have killed many of them with stones, even if the stones had been in the hand of the average woman. A friend of mine who is an alderman in Toronto told me the other day, when I was speaking to him about the large number of ducks that I had seen in the West, that he was certain that during his visits to Manitoba, covering some years, he had killed at least 1,000 wild ducks by knocking them on the head with a stick. A smile of doubt passed over the faces of some of those within hearing, but he positively declared that he was telling the truth. Notwithstanding that he was an alderman, I am inclined to believe him; in fact what I saw of the tameness of the wild ducks on the prairie I am prepared to take as corroborative evidence. Possibly the ducks on the prairie of the Great West may be beneath the contempt of the average sportsman in eastern Canada, where ducks are so wild that it is only by the merest accident that one can get within half-a-mile of them, much less within gun shot; but as for me, give me the wild duck shooting of the prairie ponds and lakes. The very multitude of their number is a guarantee that I should be able to bag some of them. Even if I could not shoot straight enough to hit a barn, I could secure an occasional duck, for in case my aim failed me I would still have recourse to my gun for use as a club.

The alkaline lakes and ponds are quite interesting, particularly to those who for the first time see them. They are scattered far and wide over the prairies of the Great West and are without apparent inlet or outlet, while the white incrustations around the edges of many of them appear at the first glance like light sprinklings of snow. That the buffalo in their day drank of the waters of these alkaline ponds and lakes is evident from the trails which converge at them. The late Principal G. M. Grant, in his book on "Ocean to Ocean," which is in reality a diary of his journey across the prairies in 1872 with Sandford Fleming, deals at some length with these alkaline lakes. In speaking of the theories as to the causes of these lakes and ponds he says that several are suggested and adds, "Here is one that explains all the facts so far as known to us. Suppose that formerly a superabundant quantity of alkaline matter was diffused through the soil generally, over our Northwest, as we know it is over a wide extent of the American desert and in sections on the Pacific coast. We found it so in some places where there are no lakes and where it could be carried off by rivers. On the bank of the Assiniboine near Fort Ellice, similarly on the Saskatchewan near Edmonton, and at other points it was observed. If it had once been generally diffused through the soil, what must have happened in the course of centuries wherever there was an ordinary rainfall? The water percolating through the soil would carry off the alkaline matter into lakes and rivers, and it would be retained only in those lakes that had no outlet. This theory explains all the features of the case and starts no new difficulties. It suggests, too, that the one great reason why the American Desert must remain both desert and bitter is that there is no rainfall on it, whereas further north in the same longitude there is abundance of rain."

(To be continued).

ALDERMAN LAPORTE FOR THE MONTREAL MAYORALTY.

MR. HORMIDAS LAPORTE, head of the well-known Montreal wholesale grocery house of Laporte, Martin & Cie., Montreal, who has for many years been an active and prominent alderman, has been petitioned by the business men of his city to allow himself to be put in nomination for the mayoralty. After mature consideration Mr. Laporte has decided to enter the field, and has announced himself as a candidate. His record as an alderman is one that any man might be proud of, as throughout his entire career in the council he has borne a reputation for integrity, diligence and sound business sense, and his valuable services in the interest of the citizens of Montreal will no doubt be duly appreciated by his election to the mayor's chair. That Mr. Laporte is appreciated by the grocery trade of his city is evidenced by the fact that at the last meeting of the Retail Grocers' Association of Montreal, held Thursday, 5th inst., a resolution was unanimously passed declaring the intention of its members to loyally support him in his candidature. The Butchers' Association of Montreal had previously at their monthly meeting signified their intention to support Mr. Laporte, another evidence of his popularity among business men. Other mercantile bodies are also endorsing his candidature, and the citizens of Montreal generally, from press reports, look with favor upon the entering into this civic campaign of a man of Mr. Laporte's ability and trustworthiness.

Ald. Laporte, the Business Men's Candidate for Montreal Mayoralty.

THE CANADIAN GROCER is gratified to learn that Mr. Laporte has secured to himself the confidence of the members of the grocery trade, as well as the high esteem of his fellow business men and citizens, and wishes him the realization of his ambition, the mayoralty chair of the City of Montreal. With his undoubted energy, business training and true conception of the requirements of a great city like Montreal, the citizens will doubtless find him always alive to their best interests and an honor and credit to the chair.

The wholesale grocery house of Laporte, Martin & Cie., of Montreal, of which Mr. Hormidas Laporte is the senior member, is prominent in the trade. Mr. Laporte is one of the living examples of the pushing intelligent Canadian merchant who, from a very small and comparatively insignificant beginning, has risen to be a prime factor in the commerce and trade of this country. He was born in Lachine, P.Q., in 1851, and at the early age of 14 years began to make his own living by working in a nail factory, and at the same time picking up what education he could between the primary schools of his native village and attending the night school when he came to Montreal. In 1870 he left the employment he was engaged in as nailmaker and joined the service of a large wholesale grocery firm as clerk, where he gained that knowledge of the business that he has so well applied since. After a few years he established a retail business of his own in the same line, in which he worked assiduously for some time, and finally founded the wholesale firm of which he is now the senior partner. The business of his house has increased enormously within the past few years, and is still growing, this being the result of the reputation the firm have of doing everything in their power to meet the wants and circumstances of their customers. Mr. Laporte was elected to the Board of Trade in the year 1883, and has since been a prominent and active member of the Wholesale Grocers' Association in connection with that corporation. He is a past-president of the St. Jean Baptiste Society, and occupies a prominent position on the list of membership in most of the French institutions, in the management of which he takes an active part. He was also president of the Montreal District Chamber of Commerce, a director of the National Building Society, president of the Alliance Association, past-president of the Union St. Vincent Society, and actively interested in other kindred benevolent institutions, to all of which he devotes a good deal of time and contributes liberally.

CONDENSED MILK INDUSTRY.

In our report last week of an interview had with Mr. Gifford, manager of The St. Charles Condensed Milk Co., it was stated that "condensed milk was first made in America in 1858 by Gail Borden." Mr. W. H. Dunn, eastern representative of The St. Charles Condensed Milk Co., kindly calls our attention to the fact that the idea of condensing milk or preserving milk was first discovered by Gail Borden while living in Connecticut in 1852, but was not patented until 1858.

Swiss milk, which came on the market a few years afterwards, was introduced and manufactured in Switzerland by W. D. Page, of Dixon, Ill. He was a clerk

--You are in business to make money

--So are we.

--You try to please your customers and hold their trade

--So do we.

--You can't make money with transient trade

--Neither can we.

--The business that sticks to you right along pays you

--So it does us.

The above points a moral.

"Quaker" brand

Ceylon Tea

Read this:

"Quaker" brand Ceylon Tea is packed by the growers on the plantation, from the finest Sirocco—Black and Green—in 1-lb. and ½-lb. pkgs.—leaded. All we ask is for you to try a sample lot.

Send for prices.

Will build up your trade.
Will hold your tea trade.
Will make money for you.

J. A. Mathewson & Co.

WHOLESALE AGENTS FOR CANADA,

MONTREAL, P.Q.

in the patent office in Washington at the time Mr. Gail Borden got his patent, and discovering that there was no patent on this article in Switzerland, went over there and established a factory.

NEED FOR TECHNICAL TRAINING.

THE industrial history of the United States is being repeated to a very considerable extent in Canada. The growth of manufacturing is remarkable, and, from all indications, will continue to be so. This year as never before there has been a cry for men—an unsatisfied cry; and not for men only, but for boys and girls. It is a very common sight as one goes along the streets of our manufacturing centres, to see cards hanging out with the words "Boy Wanted," or "Girls Wanted." Another noticeable thing is the want columns of the large dailies. The list under "Help Wanted" is far greater than that under "Situations Wanted."

This demand for boys and young women is robbing our schools of many who would otherwise continue to be students for several years to come. The temptation to earn a little money proves greater than the love of learning. The boy does not perceive the value for his later career of an education, and his parents are too often indifferent. However, there comes soon or late to most of these boys who leave school early a perception of the value of a specialized training, and when the facilities offer, a good many attend night schools. Clerks in stores, as well as young fellows at the bench or in the factory, are acquiring a thirst for knowledge—the special knowledge that will advance them in their line of work.

In the case of these young men who have left school all too soon, correspondence schools have sprang up. This is particularly true of the Great Republic, and some scores of such schools, some excellent, some the reverse, are making their appeals to that portion of Young America who have neglected or were never offered the advantages of high school and college.

In Canada The Canadian Correspondence College, Limited, Toronto, is doing creditable work along these lines, particulars of which they furnish on application.

The good of such "colleges" to earnest young men is very great. The pity is that there are not thousands more using their opportunities to acquire a technical training. It is the man who knows who compels success. Real success is not a lucky chance; it is won by labor; by purpose; by a diligent and intelligent use of means. The demand for prepared men is growing and is far in excess of the supply. The lack is not in the number of men seeking the choice position; it is in the number of men qualified for the position. Hundreds of men are willing to take a good appointment, determining to learn to discharge its duties—afterwards. The wise young man will prepare himself beforehand. In that preparation he should find the correspondence college of the greatest aid.

A MONTREAL BROKER.

ONE of Montreal's leading brokers and commission merchants directly interested in grocers' specialties is Mr. W. H. Dunn, 394 St. Paul St. Mr. Dunn started in business in a small way about fourteen years ago, after having served an apprenticeship of five years with a leading Montreal wholesale grocery house, and has represented during that time most of the firms he now represents, but the business of his firms here has so

Mr. W. H. Dunn, Montreal.

increased that on three occasions he has had to enlarge his premises, and is now negotiating for a still larger and more modern building, which he hopes to occupy next Spring.

The following firms are represented by Mr. Dunn:—J. L. Prescott & Co. enameline, New York; B. T. Babbitt, soap, New York; Borden's Condensed Milk Co., New York; Libby, McNeill & Libby, Chicago; St. Charles Condensing Co., St. Charles, Ill.; Chas. B. Knox, gelatine, Johnstown, N.Y.; Bensdorp & Co., cocoas, Amsterdam; Melrose & Co., teas, Edinburgh; Courtenay Sauce Co., Worcester, Eng.; Pure Gold Mf'g Co., Toronto; Ingersoll Packing Co., Ingersoll, Ont.; Bart Cottam Co., London, Ont. Storage warehouses are maintained in Hamilton and Quebec, and sub-agents at the principal distributing centres from the Pacific to the Atlantic.

COMPANIES INCORPORATED.

The Owen Sound Distillery & Cattle Feeding Co., Limited, have been granted a charter under the Ontario Companies Act to manufacture, distil compound, blend, buy, sell and deal in all kinds of spirituous and alcoholic liquors, and for the consumption or economic use of the refuse or by-products, to buy, sell, deal in, cattle, etc. The share capital of the company is to be $500,000, divided into five thousand shares of $100 each; the head office of the company to be Owen Sound and the provisional directors to be William Harvie Prittie, Toronto, and Samuel Lloyd, William Boyd Stephens, Matthew Robert Duncan, and William Andrew Grier, of Owen Sound.

A charter under the Ontario Companies Act has been granted by the Lieutenant-Governor-in-Council, creating Ashley C. Cornell, James H. Hallett, Edmond L. Young, Joseph Doust, Alexander J. Williams, all of the City of Toronto, a corporation, to carry on in all its branches, a ranching, farming, stock-yard and packing-house company, under the name of The Ontario Alberta Ranch and Packing Co., Limited; the share capital of the company to be $500,000, divided into five thousand shares of $100 each; the head office of the company to be in the City of Toronto, and the provisional directors to be J. H. Hallett, A. J. Williams, A. C. Cornell and J. Doust, hereinbefore mentioned.

DEATH OF E. G. SCOVIL.

E. G. Scovil, one of the best-known citizens of St. John, N.B., died last week, at the age of 61 years. He was carrying on a large wholesale tea, wine and liquor business. Deceased married the daughter of the late Col. S. K. Foster, who with one daughter and four sons survives. The sons are: Harry, in Calgary; Walter, who travels for a Montreal house; Earl, in Kootenay, and Kent, in St. John. Mrs. Domville, wife of Senator Domville, and Mrs. J. Morris Robinson, of St. John, are sisters of deceased.

EASTERN TRADE.

"The Canadian Grocer" is in receipt of a letter from a firm in Calcutta, India, having also extensive connections in Persia and Burma, asking for samples from any reliable firm engaged in the growth or manufacture of Canadian goods. "The Grocer" will be glad to hear from any firm wishing to extend their trade in the countries mentioned.

SAVE TIME

It is just as important to a merchant to economize in the way he spends his time as it is to save his money. Time is money.

JAMES' DOME LEAD

sells itself. It saves your time and also pleases the consumer.

W. G. A. LAMBE & CO., Canadian Agents.

Poor Goods

will spoil the best business. You sell a customer a poor lot of Condensed Milk just once and you'll suffer for it. The customer may not say anything about it to you, but will quietly go somewhere else when buying again.

"REINDEER"

Brand Condensed Milk is always right.

Style, Quality and Price

are important factors in business.

Our **Red Seal, New Process** and **Epicure Tomato Catsup** are packed to meet the above conditions.

You can buy these goods in pint, ½-pint and quart bottles, 2-lb. and gallon tins, and gallon jugs.

We are also packing a superior quality of **Baked Beans** in all sizes; plain, and in Tomato Sauce. Ask your wholesale house for a sample order.

The Canadian Canners' Consolidated Companies LIMITED,

HAMILTON, ONT.

MONTREAL RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Retail Grocers' Association of Montreal was held last Thursday, the 5th inst., in the Monument National. A very large attendance of members was noted, and business of considerable importance was put through. Mr. N. Chartrand, president, occupied the chair.

After the minutes of the previous meeting had been read by the secretary, Mr. J. A. Beaudry, and adopted, a letter from Mr. Wm. O'Brien, an old member, who had been nominated for 1st vice-president at the annual meeting, but who had subsequently resigned from the association, was read by the secretary, and on motion of Mr. Landry, seconded by Mr. J. P. Dixon, the secretary was instructed to write Mr. O'Brien, asking him to reconsider his resignation.

A number of new names of candidates for membership were brought forward, but as some of the propositions were for travellers, and it being against the constitution to elect salesmen as active members of the association, it was decided

Montreal from the Mountain.

on motion that such travellers be elected as "auxiliary" members.

It was also decided that the night of meeting be changed from the first Thursday in each month to the first Wednesday of the month.

The treasurer's report was read and the satisfactory showing of a balance in the bank of $295 was gratifyingly received by the members.

A question that has been brought up in almost every similar association in the country, the pedlar nuisance, was a subject of active discussion, and very strong speeches were made. Petition forms were passed around among the members for signature by the taxpayers and electors for presentation to the City Council, asking that licenses be refused to street pedlars, and that existing licenses be cancelled and not renewed in future. These pedlars had grown to be not only a detriment to the grocery and other kindred trades, but the bane of the householder. It was pointed out that several of the suburbs had through their town councils, already prohibited the house-to-house vending, and it was agreed that united action on part of the members of the Grocers' Association would be the means of abating the nuisance in the city. A motion was passed authorizing the secretary to solicit the Butchers' Association of Montreal also to take measures against these hawkers. A resolution was passed, after long discussion, that the auditor's report be presented in writing and in detail, as some of the members took exception to the manner of its presentation.

The question of wholesalers selling to consumers in retail quantities was discussed with a good deal of warmth, and some very uncomplimentary remarks were made against certain dealers. A delegation was appointed to wait upon the wholesale dealers with a view of getting them to refuse to sell retail quantities at wholesale prices.

Another resolution was adopted requesting the secretary to communicate with the Hon. Chas. McCorkill, provincial treasurer, to obtain an interview to meet the officers of the association relative to having the transfer license fees reduced from $55, the present tax, to the price formerly ruling, namely $20.

The question of early closing was brought up, it being the desire of many members to close their stores at seven o'clock, at least one evening a week, though several members claimed that this was practically impossible, on account of the fact that many stores not actually grocers, but who handled certain grocery staples, could not be brought into line, and unless the closing hour was generally observed, a loss of trade would result. After an interesting discussion, delegates were appointed to visit the grocers generally, to obtain their consent to this early closing. Mr. Chartrand, the president, signified his intention of inaugurating the early system by closing his store at seven o'clock next Wednesday. In Hochelaga, it was stated, the grocers had commenced to close at seven o'clock on Wednesdays.

A resolution was read by the secretary endorsing the candidature of Mr. Laporte, of Laporte, Martin & Cie., wholesale grocers, for the mayoralty, and the association pledged itself to give him cordial support. It was pointed out that the election of Ald. Laporte was not only deserved by that gentleman, but would also be an honor to the grocers of Montreal. The association in thus giving their influence in behalf of a member of their calling, were doing only what was right and proper, as Mr. Laporte's career as an alderman of the city for many years had shown him as ever alive to the citizens' best interests. This resolution was unanimously adopted, and it was hoped that the next mayor of Montreal would be a grocer.

NEW CANNING INDUSTRY.

LAST week a representative of "The Canadian Grocer" visited the new canning factory recently erected in the flourishing and pretty little town of Burlington.

The building, which is four storeys in height, with basement, is built of brick, and has a floor surface of 40,000 feet.

It extends from the main street to the shore of the lake and has a substantial and imposing appearance. The factory is equipped throughout with the most modern machinery, and has every advantage in the way of shipping facilities. In addition to good water communication and connection with the Grand Trunk and Canadian Pacific Railways, the Hamilton Radial is about to construct an extension leading to the shipping doors of the building.

The industry has proven a great boon to the farmers of the district, and the business people of the town are already reaping good results from the new enterprise.

The vegetable pack of the factory has been nearly all distributed this season, but the company are now employing a numerous staff in the canning of apples, pumpkins, etc.

Very shortly they purpose going largely into the manufacture of ketchup, jams and jellies, as also the packing of chicken, turkey, pork and beans, and other delicacies of this description.

The directorate is composed of George E. Fisher, president; Wm. Kerns, vice-president; W. F. W. Fisher, W. G. Pettitt, Chas. G. Davis and Thos. H. Fisher.

The president, Mr. Fisher, is also managing director, and is known to the people of Western Canada as a prominent and successful farmer and fruit grower.

Mr. Jas. Edgecombe, who superintends the manufacturing department, has had a wide experience in connection with some of the largest canning concerns in Canada and the United States.

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MONTREAL.

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Jenkins & Hardy, Toronto.
Kidd, F. H., Toronto.
Merson, Geo. O., Toronto.
Williamson, T. G., Toronto.

Ammonia.
Harvey, John T., Todmorden, Ont.

Baking Powder.
Gillett, E. W. Co., Toronto.
Lumsden Bros., Hamilton and Toronto.
McLaren, W. D., Montreal.
Ocean Mills, Montreal.
Greig, Robert, Co., Toronto.

Barristers, Solicitors, etc.
Beatty, Blackstock, Fasken & Riddell, Toronto.
Burritt, Jas. H., K.C., Pembroke, Ont.
Cameron, D. O., Toronto.
Douglas, Wm. M., K.C., Toronto.
Hamilton, J. C., Toronto.
Tupper, Phippen & Tupper, Winnipeg.

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Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Crown Mfg. Co., Toronto.
McGregor-Harris Co., Toronto.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Smith & Gregory, Bristol, Eng.
Oakey, John & Sons, London, Eng.
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Canadian Broom Co., Ottawa.
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Balfour & Co., Hamilton, Ont.
British Columbia Packers' Ass'n, Vancouver, B.C.
Burlington Canning Co., Burlington, Ont.
Canadian Canners' Consolidated Co.'s, Hamilton, Ont.
Castle, F. J., Co., Ottawa.
Lucas, Steele & Bristol, Hamilton.

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Erie Tobacco Co., Windsor, Ont.
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McLean, J. A., Produce Co., Toronto.
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Western Business College, Toronto.

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McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
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Warren Bros. & Co., Toronto.
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Cox, G. & J.

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Turner, James, & Co., Toronto.
Snowden, Forbes & Co., Montreal.

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Coles Mfg. Co., Philadelphia, Pa.
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Page, C. S., Hyde Park, Vt.

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Dominion Show Case Co., Toronto.
Metallic Roofing Co., Montreal and Toronto.
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Jonas, Henri, & Co., Montreal.
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Briggs Ledger System Co., Toronto.
Hart & Riddell, Toronto.

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Capstan Mfg. Co., Toronto.
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Fearman, F. W., Co., Hamilton.
Lytle, T. A., Co., Toronto.
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Lumsden Bros., Hamilton and Toronto.
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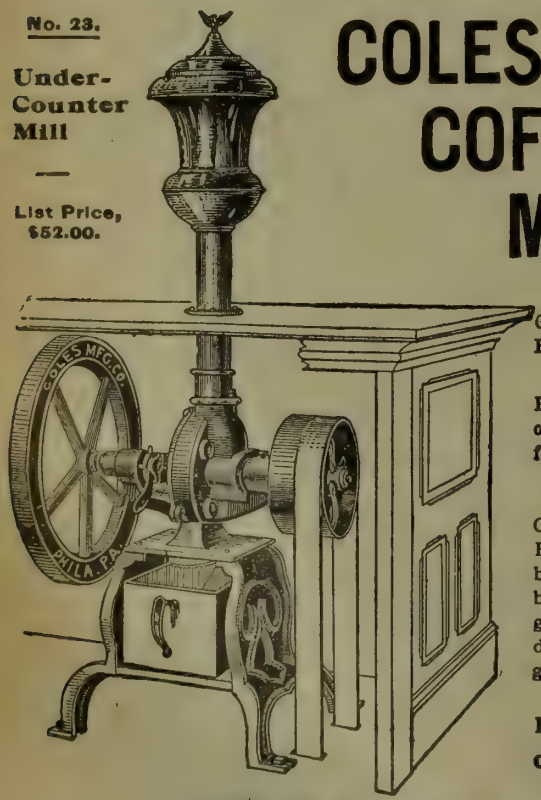

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APPROACHABLE MEN.

COURTESY in business costs nothing, often brings pecuniary results, and never can do any harm. No person having occasion to meet business men in different parts of the country can fail to notice great differences in the men with whom he has to deal. Some men are always approachable, always courteous, while others hedge themselves about like little gods, and are almost as inaccessible as royalty itself. It is always dangerous to draw sweeping deductions, but nine times out of ten the approachable man is the successful man, the man with the largest business and the widest and most varied interests; while the man who would impress you with a sense of his own importance, who can be approached only with great fear and trembling, through a number of careless and sometimes impertinent subordinates, is the little man who does a small business but always makes a great fuss about it.

As with men individually, so with towns and cities. Every town has its own individuality. Travellers often remark upon the unfailing courtesy of business men in one city, and upon the difficulty of approaching business men in another city, and their lack of courtesy when access is finally gained. We happen to know of the case of the head of one of Canada's large manufacturing concerns, himself one of the kindest and most approachable of a city of courteous business men, visiting in another town a house which, although large, was by no means so important or well known as his own. The difficulties which he encountered in obtaining an interview or even an appointment with the head of that firm would have been amusing had not the time at his disposal been so short that they were annoying. When admittance was finally gained the excuse given was that the pressure of business is so great as to make it absolutely necessary for the head of the firm to shut himself in his office and keep visitors out. The caller's surprise may be pardoned. He knew that his own business was considerably larger, and he had never found it necessary so to hide himself from the public. His office is near the entrance to his establishment, and, through the glass doors, he can see all who enter. No customer or visitor ever retires dissatisfied without his knowledge. Were we to mention the names of the two firms the absurdity of the excuse given would be apparent. If the head of the larger business has time to be affable and approachable, and finds that such conduct is profitable, why should it be impossible for the head of the smaller business to follow his example?

No business man, whether his trade be large or small, can afford to be unapproachable and discourteous, for, besides the direct harm done to the firm by the offence which he himself gives to customers and clients, the spirit of the chief is communicated to the subordinates, and a discourteous manager is almost invariably served by impertinent assistants who follow his example and go far beyond it. The character of a business house is determined by its head.

Now, by the foregoing, it is not meant to be said that a business man never has a valid excuse for refusing to see callers. We mean nothing of the sort. The demands of a business are often such that the manager can see only those whose business is of a pressing nature. But on such occasions there is no reason why a caller should be unceremoniously turned down, as he is in some houses. He should be informed when the manager will be free, and in most cases an appointment might be made. Such action pays in the end. Courtesy is never unprofitable.

A CUP OF TEA.

WE are inclined to live too strenuously on this continent. The thing that most surprises the Englishman on visiting the United States or Canada is the tremendous hurry everyone is in. The card the Chicago man is said to hang on his door, "Gone to lunch; back in three minutes," is indicative of the restless energy with which we are all more or less afflicted. Even in our games and amusements the same thing crops out. We rush off to a baseball game, and if it is not all over in an hour we vote it slow. No one but an Englishman has time for cricket. At the theatre we are bored to death if we have to wait four minutes for the curtain to rise; and between acts the male portion of the audience are reputed to be partial to neighboring temples of Bacchus, where a bell rings thirty seconds before the curtain rises.

Is it any wonder that cases of nervous prostration are so frequent? And, after all, is it proper, as it is customary, to ascribe these cases of breakdown to overwork? Is it not rather misdirected and ill-advised energy? We are so eternally bent on doing something that very often we are not fit physically to do anything.

They attend more to the amenities of social life in England. What a howl of derision there would be should the directors of a great company in Montreal or Toronto pause in the midst of their deliberations, abandon all thoughts of the matter at issue, while an afternoon cup of tea was being served and a quarter hour spent in social conversation! Yet, this is by no means uncommon in England, and the directors resume their deliberations with a keener zest and more penetrating insight as a result of the short mental re

laxation and the cup that cheers, but does not inebriate.

The average grocer in Canada is an overworked man. He comes down to business early and he goes home late. He is distracted from hour to hour with a multitude of details. If there is anyone who needs a mid-afternoon relaxation it is the grocer. Why should he not have his afternoon cup of tea as well as his English cousin across the sea? He has all the materials handy. In many of the smaller towns four o'clock is a slack time in the day's work. In a snug den in the rear of the store, with the clerks gathered around a steaming pot of tea, affairs even of business could be discussed from a new standpoint. Clerks could be encouraged to throw out suggestions, and a better feeling generally created between employer and clerks. Occasionally a customer, whose interest it was desired to enlist, or to whom it was desired to do a favor, might be invited into the sanctum to try, perhaps, a new tea. If occasion demanded, the grocer's wife might be present to preserve the proprieties.

There is much virtue in a cup of tea. The grocer, who knows more about tea than any other man in the community, should be on the alert for demonstrating new ways of enjoying those virtues.

JUDGING BY APPEARANCES.

IT is a trite saying that it is not safe to judge by appearances, but, as a matter of fact, people do judge by appearances. That is often the only way they have of judging and in most cases they are right in so doing.

This is a fact that the grocer should continually bear in mind. Upon the appearance of his store will he be judged. From the nature of the lines carried it is difficult perhaps to keep the grocery store as neat and tidy as might be desired, but, on the other hand, in no line of business does a neat and tidy appearance count more in one's favor, or in which untidiness and disorder are so injurious. Mortal woman was born with a desire to get things cheap, but every well-brought-up woman has a horror of dirt, and especially in connection with things to be eaten. She will pay an extra price every time as a premium on cleanliness.

Go into the busiest grocery in any town or city and almost invariably it will be found that despite the hurry, and the large quantity of goods handled, a scrupulous neatness is maintained. The double inference is that attention to appearances pays in good solid trade and that being too busy is no valid excuse for being untidy.

It pays to make the store look cheerful. It pays to decorate for the holiday season, and some of the most successful stores have found it a good investment to have handsome bouquets of cut flowers here and there throughout the store.

But the appearance of the store itself is not all. The personal appearance of the proprietor and the clerks is an important matter. There has been a great improvement in this matter within recent years, but there is still room for improvement in some cases. The proprietor should insist upon his clerks coming to work well, though not expensively, dressed, and he should set the example himself. He should insist upon them coming to work clean shaven and generally well kempt. Soap and water, brushes and whisks are cheap and made to be used. People like to deal with well groomed young men, and it is the grocer's business to give the people what they want. Moreover, the employe who is careless as to his personal appearance will in all probability be careless in business affairs. Appearances as a subject for an evening's quiet consideration might be advantageously taken by not a few men now in business either as employers or employes.

AMERICANS IN NORTHWEST.

SIR CHARLES DILKE, speaking recently, said that in Canada the fact of a preference on wheat would weaken the Imperial tie by increasing the already rapid rate at which the Northwest is being flooded by capital and labor from the United States.

Sir Charles need not be alarmed. Give us the preference and we will look after the Imperial tie. It is true that Americans are flocking into the Northwest, but so far as can be learned they are proving admirable settlers. They are generally well supplied with capital, and are familiar with the conditions of agriculture in the West. They are men of discernment, as is evidenced by the fact of their leaving the poorer lands of the United States for the No. 1 hard wheat lands of the Canadian Northwest. They have already shown their preference for Canadian soil; the same acumen of intellect will lead them to show a preference for Canadian laws and customs, which, especially in the matter of municipal government, are immensely superior to those of the United States. Then again, the little red school house is a wonderful power for instilling Canadian spirit. The sons and daughters of these American settlers will substitute Wolfe and the Fathers of Confederation for George Washington and the signatories of the Declaration of Independence, and the first of July will be found as propitious a day for exploding fire-crackers and nigger-chasers as the "fourth" ever was.

Yes, it may be objected, you may make them Canadian, but not British—and there is force in the objection.

But the preference on wheat is the very thing to bring the advantage of British connection home to people who, however devoted to the land of their adoption, might be unaffected by those traditions which bind us of British origin and descent to what we delight to call the Motherland. The preference would have the very opposite effect to that suggested by Sir Charles Dilke.

DAIRY INTERESTS PROSPEROUS.

THIS has been a great year for the dairy farmer. Although cheese is at present somewhat weak the prices taken the season through have been excellent and the make has been a record breaker which the fine weather of early November seems likely to still further increase. Butter which, owing to the partiality shown to cheese this year, has not been a large make, is on the other hand bringing very attractive prices, indeed from one to two cents above same time last year.

Altogether the farmer who includes dairying in his arrangements, and in the older provinces there are few who do not, should have plenty of ready money this Fall. The advantage of this condition to the trade generally is obvious.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The Eby, Blain Co., Ltd., report their first shipment of Valencia shelled almonds in store.

Buyers of chicken soups may procure some of the "Simcoe" brand from H. P. Eckardt & Co.

Balfour & Co., Hamilton, report a very large sale of nuts, figs and table raisins; larger than ever before, also a large demand for Ceylon green and black teas.

The R. & J. H. Simpson Co., Guelph, report that they have exceptionally good values in new season cleaned currants and extra selected and fine off-stalk raisins.

Ocean Mills received an order this week from their Quebec city representatives, Boivin & Grenier, for 400 cases Chinese starch and 2,500 lb. Ocean baking powder. Boivin & Grenier state that Chinese starch is fast becoming a leader with the grocery trade.

"Griffin" and "Thistle" brands of seeded raisins, 1-lb. packages, are in stock with The Eby, Blain Co.

Laporte, Martin & Cie. report having made deliveries in full of all their orders for dried fruit. As prices have advanced materially buyers can congratulate themselves on having placed their orders with Laporte, Martin & Cie.

H. P. Eckardt & Co. are selling choice California evaporated apricots at a very low price.

The Greig Mfg. Co., Montreal, report that their sales of ffikovah jellies, custards and blanc manges, etc., are increasing in volume, some very large orders having been received from the Maritime Provinces. In fact the demand lately has exhausted their stock, but another shipment is arriving this week, when all orders will be promptly executed.

The R. & J. H. Simpson Co., Guelph, are just in receipt of a shipment of new Hallowee and Sair dates, and they state that the quality is very fine, and that the prices are right.

The attention of buyers is directed to the advertisement of Laporte, Martin & Cie. in this week's issue. Special attention is drawn to the list of special agencies controlled by this house.

The Eby, Blain Co. are just in receipt of a shipment of Morton's herrings, fresh, kippered, and in tomato sauce, and are quoting same at low figures.

PERSONAL MENTION.

Mr. Thos. Smart, late Toronto representative for The California Fruit Agency, has left for New Orleans. Mr. Brownlow, late of Brownlow & Husband, takes his place.

Mr. A. G. Snowdon, of Messrs. Snowdon, Forbes & Co., Montreal, is in the Ancient City this week looking after the interest of "Bee" brand goods, and the numerous other specialties of his firm.

Mr. D. W. Douglas, eastern representative of E. W. Gillett Co., Ltd., Toronto, is in Ottawa this week and Royal Yeast and Gillett's Lye, to say nothing of his other lines, are getting close attention at his hands.

Mr. David Brown, of Winnipeg, representing Tetley's Teas, has just returned from a visit to England. Mr. Brown will have something of interest to all buyers of Terley's Teas on his arrival home in Winnipeg.

Mr. H. R. Barnard, Montreal representative of Messrs. Hunt & Co., Yokohama, is on a business trip through Western Ontario this week, visiting Toronto, Hamilton, London and other large centres in the interest of Japan teas.

Mr. Frank Adams has joined the staff of The Comfort Soap Co., having been appointed assistant to Mr. F. D. Cockburn, manager of the eastern distributing department, at 1676 Notre Dame street, Montreal. Mr. Adams is a brother of Mr. J. E. Adams, Omemee, and both he and his brother have long been readers and subscribers of "The Grocer."

A visitor to the Montreal office of "The Canadian Grocer" this week was Mr. C. L. Farnworth, representing the F. F. Dalley Co., Ltd., Hamilton, Ont. Mr. Farnworth has, for many years, represented his firm in Eastern Ontario, and as far east as Quebec City, and through the Eastern Townships. He reported very satisfactory business throughout his entire territory. His devotion to "2-in-1" is apparent in the very large number of stores now handling this line in the city of Montreal. Mr. Farnworth's headquarters are at Ottawa.

GOOD REPORTS FROM THE PROVINCES.

Mr. A. M. Piper, of Todhunter, Mitchell & Co., coffee and spices, Toronto, dropped in at the Montreal office of "The Grocer" on his way home from the Maritime Provinces, the other day. Trade is reported as very good in all lines throughout the Maritime Provinces, and it is gratifying to learn that the general activity noticeable in the eastern section of Canada has an air of permanency about it that augurs well. Mr. Piper reported that unfortunately for certain fishing districts the season just closed had not been a good one, the failure, being attributable to scarcity of bait, inclement weather and absence of schools of fish, but on the whole the prosperity of the provinces was undeniably evident. The recent strong advances in spices and coffees had been so stimulating to buyers that very good orders had been booked. The coal industry was never in better shape and the mines driven to their utmost to supply the ever-increasing demand. Mr. Piper's trip covered a period of some seven weeks, during the major portion of which he had been favored with good weather, and the salt air had put a very ruddy color on his genial countenance. "It is astonishing," remarked Mr. Piper, "how 'The Grocer' is looked to down in the Provinces, and, as an old friend of your journal, I am always glad to find it on my trip, as it keeps me in thorough touch with the trade and its changing conditions." Thanks, Mr. Piper!

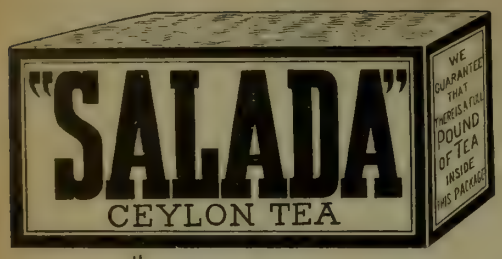
A TEA MISSIONARY.

Mr. A. Suter, of the Montreal branch of Crosfield, Lampard, Clark & Co, the London, Eng., and Colombo tea house, has returned from his two weeks' tour through New York State, Ohio, Michigan and Pennsylvania. Mr. Suter's trip was made with a view of opening branches and agencies for his house in the special interest of Ceylon and Indian teas, and though the popular taste has not taken hold of our southern and western cousins as in Canada, he was pleased to learn that owing to the stimulating advertising that had been done during the past number of years the trade was beginning to look with distinct favor upon these teas, and it was only a question of a few years when the excellent merits of British-grown teas would meet with favor. Many of the leading jobbers in Bay City, Detroit, Cleveland, Columbus, Buffalo and Pittsburg were considering the advisability of taking hold of Ceylon and Indian teas, and there is little doubt but that the St. Louis Purchase Exhibition next year, where large bungalows are being erected by the Ceylon Government and Tea Association, for the purpose of introducing these teas to the American public, will have a marked effect. The introduction of Ceylon green teas since the Chicago Fair will make the work of diverting the taste of tea drinkers easier, as Americans are, if drinkers of tea at all, more friendly to China and Japan greens than to blacks. Mr. Suter reports his reception as very favorable and most encouraging.

RAYMOND SUGAR FACTORY OPENS.

The first sugar made in Western Canada was made at the Raymond factory, Alberta, on Tuesday. Owing to the scarcity of labor, the crop fell short of what was expected, but will reach 1,200 tons.

The proprietors of "Silvia" tea, of Buffalo, being threatened by suit by The "Salada" Tea Co. for imitating their packet, have agreed to discontinue using the name and label resembling "Salada."



YES!

. . . As the old saying reads, *"The closer the stem, the sweeter the fruit."*

12 Million Packets Sold Annually.

Therefore in like manner, the closer you can get to the "first hand man," the better you are apt to be served, not only in prices, but reliability of qualities.

"SALADA" Ceylon Tea is controlled and operated by the largest handlers of Ceylon Teas on the American Continent.

The margin of profit is good.
And, it is not a visionary profit, but a protected one.

That the Quality is "Right," the enormous sale proves beyond all argument.

BLACK, MIXED or NATURAL GREEN

SEALED PACKETS ONLY—
Write for Samples and Wholesale Terms.

"SALADA" Toronto or Montreal.

Branches and Agencies throughout the United States.

GROCER'S NOVELTY.

THE

Ingersoll

American Watches.

RETAIL PRICES, **$1.25 to $2.50**

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelery trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Grocery Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

We're keeping everlastingly at it—telling your customers of the goodness of

Celluloid Starch

Never Sticks Requires no Cooking.

Once we induce them to try it they never use any other kind. It is good starch, well advertised. That is why you should sell it.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, Nov. 12, 1903.

WHOLESALERS report they are now in the midst of the Fall rush. Orders for canned goods and dried fruits are rapidly being filled since the arrival of the Bellona. City trade is especially good. Collections are reported satisfactory and the prospects encouraging. The canned goods situation is more satisfactory than for some time. There will be plenty of tomatoes, but perhaps a slight shortage in corn and peas. Coffees are firm with an upward tendency and buyers cautious. Spices still continue to maintain a strong position, with indications pointing to a reduction of stocks. Syrups and molasses are meeting with a fair demand, with particular inquiry for corn syrups. On the London market teas continue to show strength and have fully maintained the advance reported last week. Locally there is a more healthy tone, and buyers have realized that teas have made more than a temporary advance. In dried fruits the most interest centres round the advance of 2s. 6d. to 3s. per cwt. in Valencia raisins at Denia. The advance has stiffened prices locally, but has as yet resulted in no quotable advance. Sugar is dull with no quotable change. Wallaceburg has listed standard granulated at 4, and also No. 1 yellow, an innovation for domestic beet factories.

CANNED GOODS.

During the last week the canners have been more liberal in filling orders, and many wholesalers on the street report that they have all they want. It looks now as if tomatoes will be fully sufficient, but doubts are entertained as to corn and peas. Tomatoes are now on a basis of 1.05, and some concessions from this have been heard of on the part of holders of large stocks. We quote :

Apples, 3's	....	0 80
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	0 90	1 00
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 87½	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 05
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	0 15
" " ½'s	....	0 23½
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "	....	9 00
" 14-lb. "	....	20 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "	....	6 00
English brawn, 1-lb.	1 50	1 60
Engilsh brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "	....	2 20
Soups and Boull, 2-lb. "	....	1 80
" 6-lb. "	....	4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

In New York the market is fluctuating between the bulls and the bears with the bulls usually on top. As to spot, the market is more steady. The "Ariosa" and "Lion" brands have been advanced from 8 to 9½c. within the last week, a good indication of a strong feeling. Locally there is an improving retail demand, but the high values have rather frightened wholesalers, and buying is cautious. We quote :

	Per lb.	
Green Rios, No. 7	....	0 07¾
" " No. 6	....	0 08¼
" " No. 5	....	0 08¾
" " No. 4	....	0 09¼
" " No. 3	0 10	0 11
Mocha	0 21	0 25
Java	0 22	0 30
Santos	0 10½	0 11½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 14	0 20

SUGAR.

The market for the past week has been extremely dull. There have been some sales of raws in New York at 1-16c. decline, the Arbuckle Refinery taking 11,000 bags of Cuba centrifugals at 2½c. cost and freight for basis of 96, which equals 3 3-16c. duty paid. At close, this quotation is only nominal, and the tone and tendency rather favor buyers. There have been buyers at 3⅜c. but no sellers thus far. The concession in prices already referred to was given by importers rather than put cargo in store, and, since, a cargo of Cuba sugar arriving in port has been stored in absence of buyers at recent quotations. Receipts at United States four ports for week ending November 4 were 21,575 tons, with estimated meltings same as previous week, namely 30,000 tons, leaving total stock in all hands of 120,917 tons, which is 45,000 tons less than same week last year. As against this, stocks in Cuba are about 40,000 tons over same time last year. Combined stocks thus show a decline of about 5,000 tons. Combined European and American stocks at latest uneven dates are 1,234,917 tons, against 1,293,098 tons last year, a decrease of 58,181 tons. It is estimated that sugar afloat to United States ports is 30,000 tons less than same time last year. There is considerable conjecture over the probable action of the United States Congress on the Cuba reciprocity treaty, which will come up for consideration this week, although there is likely to be considerable delay in passage. The proviso inserted by the Senate on March 19 last, that the treaty should not take effect until approved by Congress, is believed to be a technical error and gives the opponents of the treaty an opportunity to block its progress for some time. Should the reciprocity treaty be passed promptly, taking 20 per cent. off Cuban sugars, the prospects are for the demoralization of the immediate future of the raw market, as the bulk of the 125,000 tons remaining in Cuba will be promptly shipped to the United States ports. In the meantime, as may be gathered from the figures above, the statistical position is favorable and prices should hold about steady. There have been only slight fluctuations in Europe to 8s. 7½d. basis, f.o.b. Hamburg, 88 test, since reacting 3 farthings per hundredweight to 8s. 6¾d. The apparent reason for this has been the continued favorable reports from Mr. Licht, the latest of which was "No change in the situation." The condition of the New York refined market is about as last advised, the only change being a reduction of 5c. per hundredweight on the long price, the net, however, remaining at the former figure. There is little to advise as to the local situation. The movement of sugar is slow at the moment and prices are without change. On referring to list it will be noted that the Wallaceburg beet sugar factory have listed 1903 granulated and No. 1 yellow. The latter is an innovation, no other domestic beet factories having heretofore made this grade. We quote :

Paris lumps, in 50-lb. boxes	....	4 83
" in 100-lb. "	....	4 73
St. Lawrence granulated	....	4 18
Redpath's granulated	....	4 18
Acadia granulated	....	4 08
Maple Leaf granulated (Berlin), 1903	....	4 08
" " 1902	....	3 98
Standard granulated (Wallaceburg)	....	4 08
Crystal granulated (Wallaceburg), 1902	....	3 98
Imperial " (Dresden)	....	4 03
Beaver " (Wiarton)	....	4 03
Phoenix	....	4 03
Bright coffee	....	3 88
Bright yellow	....	3 83
No. 3 yellow	....	3 78
No. 2 "	....	3 58
No. 1 "	....	3 48
No. 1 " (Wallaceburg)	....	3 48

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

The general tendency is toward a reduction of supplies and higher price levels. The market is active with a good grinding demand for pepper, cloves, nutmegs and mace. Locally the wholesale trade are pretty well supplied, but there is no weakening of the firmness which has recently prevailed in the market in all lines. We quote :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 20	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

At New Orleans receipts of new crop molasses have been small and prices

YOUR CANDY TRADE

builds itself up fast if you sell

McGregor-Harris

Confectionery. Purity of material, years of experience, perfect machinery, are reasons for the wonderful expansion of our candy trade. Sell confectionery that will make you a name in your community.

Write us to-day a letter of inquiry re Xmas offerings.

McGregor-Harris Co., Limited

33 Pearl St., TORONTO.

We are the people who make "Quaker" Marmalade

TOBLER'S SWISS MILK CHOCOLATE is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs

Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., ... Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

extreme. More satisfactory conditions are shortly anticipated. Locally there is just a fair business doing. In New York syrups are steady. Locally corn syrups continue to be inquired for extensively and prices are well maintained. We quote :

Syrups—		
Dark	....	....
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02¾
" ½ bbls., "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 20	0 30
" open kettle	0 45	0 50
Barbados	0 47½	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts	....	0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

RICE AND TAPIOCA.

An average market is reported in these lines. Rice is meeting with a fair demand, and prices are maintained. Tapioca is strong at Singapore and is firm with upward tendency locally. We quote :

	Per lb.			Per lb.	
Rice, stand. B	....	0 03¾	Sago	0 03¾	0 04
Patna	0 05	0 05½	Tapioca	0 03¼	0 03¾
Japan	0 05½	0 06	Carolina	....	0 10

TEAS.

The advances in the London market reported last week have been fully maintained, with a tendency toward the hardening of prices in most grades, though mediums continue relatively cheap. Buyers have perhaps not been quite so keen as a week ago, transactions being of the hand to mouth character, while offerings are by no means liberal. A circular from Brooke Bond Co. reports good demand for common Pekoe Souchongs in London, with a tendency upwards on account of the shortage of Ceylons. Many gardens there are reported under water, which will probably check the growth for some months. The circular hints that we have seen the lowest prices of the season. Locally the inquiry for cheap teas continues and last week some brokers placed considerable quantities at a small advance. The tone is decidedly healthier. One wholesaler said he thought the market had got beyond the buyers, who were too slow in anticipating the rise. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
" caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
" Assam Pekoes	0 20	0 40
" Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
" Pekoes	0 27	0 30
" Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds	....	0 23
" " thirds	0 16	0 18
" " common	....	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
" Choice	0 33	0 37
" Finest	0 30	0 32
" Fine	0 27	0 30
" Good medium	0 25	0 28
" Medium	0 21	0 23
" Good common	....	0 20
" Common	....	0 19

FOREIGN DRIED FRUITS.

Cable advices on Monday from Marseilles announce the shipment of new crop Grenoble walnuts, via New York. The latest estimates from Denia place the crop of Valencias this year at 1,800,000, the original estimate published in "The

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

DRIED APPLES

WE ARE BUYERS

LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of ...

Skinner's Queensland Turtle Soup

Dealers in ...

Fraser River Canned Salmon

British Columbia Herrings

IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

CHEAPER AMMONIA

During the summer months our Household Ammonia will be 50c. per gross less in price.

Did you ever try "Harvey's Perfumed Toilet Ammonia" for the bath. If you do, you will recommend it to your customers.

JOHN C. HARVEY,

Manufacturing Chemist, Todmorden, Ont.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

Subscribers wanting goods or special quotations on anything anywhere in Canada, at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

Grocer" some time ago. This is an improvement on late reports, but nevertheless there has been a sharp advance of 2s. 6d. to 3s. per cwt. at Denia, as was forecasted in last week's "Grocer." The result locally has been a stiffening of prices, but as yet scarcely any quotable advance. Prices are now about a cent lower than this time last year when London stocks were exhausted in January. As the market was bare and the crop this year same as last, it would not seem that local prices are warranted by conditions. Jobbers, however, are understood to be well stocked at low prices and are more disposed to unload than to make fancy profits. The arrival of the Bellona has aroused greater interest in dried fruits, and the Christmas demand is making itself felt in a general steady call for all these classes of goods. We quote :

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07 0 08
Patras	0 06½ 0 06¾		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 07 0 08
" selected	0 07½ 0 09
" selected layers	0 08 0 09½
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards	0 07½ 0 08
Sairs	0 04½ 0 04¾		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04½	60-70s	0 07 0 07½
90-100s	0 04¾ 0 05¼	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 04	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

COUNTRY PRODUCE.

EGGS.

The market is firm at last week's quotations. The demand is good for strictly new-laid, with but few arrivals. The export orders for pickled are largely filled although some dealers report they could have filled more had they the eggs. We quote :

Eggs, strictly new laid, per doz	0 23 0 24
" candled, per doz	0 20 0 21
" pickled, per doz	0 18

WHITE BEANS.

The situation is opening up in the bean market and from all appearances there will be sufficient supplies for requirements. Dealers are now being offered all they can handle. We quote :

Beans, under grades, pe bush	1 25 1 50
" mixed, per bush	1 50
" prime, "	1 80
" handpicked, per bush	1 90 2 00

HONEY

The honey market is moving along under nominal conditions. Supplies are quite normal and the demand is ordinary. We quote :

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 00 1 50

FLORIDA ORANGES

Fresh Car HEAVY, JUICY and RIPE

RUSSETS AND BRIGHTS,

Also Car JAMAICA ORANGES, in Boxes and Barrels,

GET OUR PRICES. VERY INTERESTING.

WHITE & CO.,

Wholesale Fruits and Produce TORONTO.

FANCY NEW ELEME FIGS.

FINEST GOODS PACKED; in all the different grades.

Fancy Malaga Grapes (heavy weights).

QUALITY AND PRICES RIGHT.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, ENGLAND

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

References—THE TRADE. L.D. 'Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker,

Correspondence Solicited. TORONTO, CANADA.

POTATOES.

We are always pleased to quote sellers and prospective buyers on carlots. Write, wire or 'phone to

M. G. STAGG & CO.

Phone Main 5219. Standard Stock Ex. Bldg., TORONTO.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.

27 St. Sacrament Street,

MONTREAL.

Tel. Main 778.

FRUIT.

Our prices are right.

Our goods are right.

Write, wire or 'phone your order.

Special attention given to mail orders.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants,

82 Colborne St., TORONTO

Phones—Main 54, Main 3428.

CLEMES BROS.

TORONTO,

HAVE

NEW ELEME FIGS,

"Camel" Brand.

The finest on the market.

ALSO another car

JAMAICA ORANGES.

Write them for prices.

SEE OUR PRICE LIST.

Phone Main 645 3394

McWILLIAM Mc. AND E. EVERIST

27 Church street, Toronto.

The Fruit quoted is fancy, and we invite comparison in prices.

DRIED APPLES.

There is not much doing in dried apples, but evaporated are meeting with a very fair trade. We quote :

Apples, dried, per lb	0 03	0 03½
" evaporated	0 06	0 06½

POULTRY.

Poultry still continues dull but expectations are for a better demand. We quote :

Chickens, live per lb		0 07
Old hens " "		0 05
Ducks " "	0 08	0 09
Turkeys " "	0 09	0 10
Chickens, dressed, per lb	0 09	0 10
Old hens, " "	0 06	0 07
Turkeys, " "	0 11	0 12
Geese, " "	0 06	0 07
Ducks, " "	0 09	0 11

FISH.

Fish this week are in very good supply while the demand still continues satisfactory. Frozen fish are now taking the place of fresh and smoked have also made their appearance. Finan haddie are very scarce but it is expected they will be in better supply shortly. Oysters are active. We quote :

Whitefish, frozen, per lb		0 08
Trout, frozen, per lb		0 08
Herrings, fresh, per lb		0 07
British-Columbian salmon, frozen, per lb		0 12
Halibut, frozen, per lb		0 12
Perch, per lb		0 05
Mackerel, each		0 20
Haddock, per lb		0 07
Cod, per lb		0 08
Oysters, standard, per small pail		4 05
" selects " "		5 25

GREEN FRUITS.

This is a little between seasons just at present and trade is consequently not so brisk. When the weather becomes a little cooler the foreign fruits will become more active. There is a good demand for Florida oranges. Cranberries are quiet. Bananas are slow. We quote :

Jamaica oranges, per bbl	5 00	5 25
Florida " per box		3 75
Bananas, large bunches	2 00	2 75
" small bunches	1 25	1 50
Verdilli lemons, 360's, per box		3 50
Florida " "	4 50	5 50
California lemons, per box		5 00
Apples, per bbl	1 50	2 50
Pears, winter varieties, per basket	0 25	0 40
California grapes, per crate	7 50	8 00
Malaga grapes, per chest	3 00	3 25
Florida grape fruit, per box	6 00	6 50
Cranberries, dark, Cape Cod, per bbl		10 00
" " " per case	3 50	3 75
" Jersey, per bbl		9 50
Grapes, Catawbas, small basket		0 35
" Almeria, per keg	4 50	6 50
Limes, per case		1 25

VEGETABLES.

Vegetables are rather slow this week. Potatoes are firmer and better quality. Onions are higher. Citrons are in better demand. Sweet potatoes are about done. We quote :

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 75
Potatoes, per bag		0 70
Potatoes, per bag, car lots	0 55	0 60
Sweet potatoes, per bbl	3 00	4 25
Onions, per basket	0 30	0 40
Onions, per bag	1 25	1 50
Spanish onions, per crate		1 00
Spanish onions, large cases		2 50
Bunch lettuce, per doz. bunches		0 30
Radishes, per doz. bunches	0 20	0 25
Mushrooms, per lb		0 60
Mint, per doz bunches		0 15
Parsley, " "		0 20
Spinach, per bush		0 50
Beets, per bush		0 40
Cauliflowers, per doz	0 75	1 25
Carrots, per bag		0 50
Parsnips, per bag		0 65
Vegetable marrows, per doz	0 40	0 75
Celery, per doz	0 25	0 75
Green peppers, per basket	0 30	0 50
Red peppers per basket	0 40	0 75
Egg plant, per basket	0 35	0 50
Butter squash, per doz	0 50	1 25
Hubbard squash, per doz	0 75	1 25
Pumpkins, per doz	0 75	1 50
Yellow turnips, per bag		0 35
White turnips, per doz	0 15	0 25
Oyster plants "	0 20	0 30
Leeks, per doz		0 30
Sage, per doz		0 10
Savoury, per doz		0 10
Citrons, per doz	0 50	1 00
Artichokes, per bush		0 75

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.

The grain markets continue brisk, a little easier than last week. Owing to difference of opinion among dealers as to wheat, we quote a somewhat wider range of prices than usual. Manitoba wheat, No. 1 hard, has dropped 2½c. Manitoba Northern is from 2 to 3c. easier. Red wheat has dropped ½c. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	0 92	0 93½
" " Northern "	0 88	0 89
Red, per bushel, on track Toronto	0 81	0 81½
White " " "	0 81½	0 82
Barley " " "	0 44	0 48
Oats " " "	0 33	0 33½
Peas " " "	0 67	0 68
Buckwheat " " "		0 47
Rye, per bushel, " "	0 56	0 57

FLOUR.

There is a good demand for flour this week. Prices are the same as last week. We quote :

Ontario patents, per bbl	3 70	3 95
Hungarian patents "	4 20	4 40
Manitoba bakers' "	4 00	4 15
Straight roller, "	3 50	3 60

BREAKFAST FOODS.

We cannot report much change in the market from last week. Rolled oats in bags, broken lots and in wood, are respectively 10c. easier. Oatmeal is likely to advance in price within a month. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 50
" " " " " in wood	3 90
" " " " for broken lots	4 00
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 25
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

There is little doing in hides this week. Wool is steady with no export demand. The market all round is dull. We quote :

HIDES.

No. 1 green, per lb	0 07½
" 2 "	0 06½
" 1 " steers, per lb	0 08
" 2 " " "	0 07
Cured, per lb	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 75

WOOL.

Unwashed wool, per lb	0 09	0 10
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb	0 17	0 19
" extra "	0 20	0 21
Tallow, per lb	0 04½	0 05

QUEBEC MARKETS.

GROCERIES.

Montreal, November 12, 1903.

GENERAL business during the week has been of a satisfactory nature, with little of special interest to be noted. Payments are now said to be more satisfactory on the whole than for some months back. Sugars are quiet now, but are steady at prices quoted. No advance is expected. Business in syrups is steady, except for some conflicting prices in Barbados. The situation is commented upon at length under heading syrups and molasses. In teas, the chief interest this week seems to be in China greens and Japans. The former are very hard to get for immediate delivery. Coffee is firmer. In spices of all kinds there has been a gradual stiffening of values, owing to the report of a short crop. The canned goods situation is unchanged. A few sales of tomatoes at $1, and of corn and peas at 85c. are reported. There has been more activity in the foreign dried fruit market since the arrival of the Bellona from the Mediterranean with figs, dates, currants and raisins. Full particulars are given below. Some kinds of fish are reported very scarce and as there is an excellent demand prices rule firm throughout. Oysters are weaker as the consumption has fallen off during the warm weather. Eggs are in splendid demand and prices are now ruling very strong. The bean situation is commented on below. Prices of Manitoba flour are declining and reduced figures are quoted below.

SUGAR.

The trade has been very quiet during the past week. Prices remain unchanged and there does not seem to be any likelihood of an advance in the near future. Several lots of Russian granulated have lately come to hand and been readily taken hold of. Some jobbers reported to "The Grocer" representative that certain houses were not adhering to the prices and in consequence they have refrained from offering or pushing sugars. As the river and shore navigation is drawing to a close quite a little sugar is being forwarded by schooners. Outside of this there is no special feature in connection with the sugar trade this week. We quote :

Granulated, bags and bbls	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, boxes and bbls	4 65
" ½-boxes and ½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	3 35
Cream	3 80
Bright coffee	3 80
" yellow	3 80
No. 3 yellow	3 70
No. 2 "	3 50
No. 1 " bags and bbls	3 35 3 40
Raw Trinidad	3 15
Trinidad crystals	3 20 3 25

SYRUPS AND MOLASSES.

Business continues steady, though prices of Barbados molasses are somewhat conflicting. Genuine pure Barbados is quoted in round lots at 38½ to 39c., while blended stock is being offered from Maritime ports at from 2½ to 3c. per gallon. This mixed molasses is generally fought shy of by the trade having a call for pure Barbados, but occasionally a lot will be passed through that upsets prices for a month. In syrups, good business is going, and although prices are unchanged the corn syrups are meeting with favor. We quote :

Barbados, in puncheons, old	0 42
" new	0 43 0 44
" in barrels	0 42½ 0 44½
" in half-barrels	0 43½ 0 45½

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,

VICTORIA, B. C.

Represented in the Orient by **Mr. A. R. Tufts,** with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.

Our facilities for doing business are second to none.

Winnipeg Brokers.

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WRITE
CAMERON GORDON & Co.
WHOLESALE
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WINNIPEG MANITOBA

M. B. STEELE
Wholesale Commission Merchant and Broker.
Correspondence and Agencies Solicited.
P.O. Box 731. - - WINNIPEG, CANADA.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All EYES are turned on
MANITOBA AND THE WEST.
I
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE ME.
E. NICHOLSON, - WINNIPEG,
Wholesale Commission Merchant and Broker.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

THE
Burlington Canning Co.
Burlington, Ont. Limited
Manufacturers of
ALL KINDS OF CANNED GOODS
Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.
All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls.		0 02¾
" ½-bbls.		0 03
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb.		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

TEAS.

In China greens there has been quite a demand for Moyune 2nd and 3rd, Young Hysons, and particularly Ping Suey and Gunpowders and Young Hysons in boxes during the past two weeks. Such teas as have arrived have been eagerly picked up. It is understood, however, that the bulk of these teas are to arrive by the Suez Canal, which will take till about the middle of February before the major portion of them come to hand; in the meantime these teas are very hard to get for immediate use.

Ceylon and India black low grades are exceedingly close and range from 6½d. to 7½d.

Japans are enquired for freely from the West during the week and import orders have gone forward both from here and the West. for teas ranging from 15½ to 17½. We quote:

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14½	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

Coffees are reported advanced and local coffee-grinders have put up their prices. This was found necessary on account of the gradual rise in price during the last two months. We quote:

Good cucutas	0 08¾	0 09½
Choice "	0 11	0 12
Jamaica coffee	0 08	0 10½
Java	0 17½	0 22

SPICES.

There has been a gradual stiffening of values on all grades and the report of short crop is confirmed.

Cloves are reported high and active again, and as stocks in New York are in two or three hands, the position is very strong and no likelihood of prices easing up.

Nutmegs are steady. Pimento will likely advance before 1905. Cassia is active with no special changes in value. We quote:

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13
Ginger, ground Japan		0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14
Cassin	0 14	0 16

RICE AND TAPIOCA.

Trade is quiet at unchanged prices. We quote:

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

Of course you can't see if you close your eyes,

nor can you hear if you plug up your ears.

That THE CANADIAN GROCER is a most valuable advertising medium for those who seek the trade of the grocers and general storekeepers of Canada is as plain as day—yet some folks can't see it.

Like the man who was looking all over the house for his glasses when they were on his forehead, there be some who are looking for more business among grocers yet can't see that the easiest and cheapest way to get it is through advertising in THE GROCER.

And as long as they won't listen to nor see the reasonableness of our arguments in favor of their advertising in THE GROCER, just so long are they going to be denied the business that GROCER subscribers are continually sending to GROCER advertisers.

See?

The Canadian Grocer
232 McGill St., MONTREAL.
10 Front St. E., TORONTO.

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl			0 02½ 0 03
" seed pearl			0 03 0 03½
" flake			4 00
Imported Italian			0 09
Fancy Head Carolina			0 10

CANNED GOODS.

The trade in canned goods is quiet and outside of the fact that a few sales of tomatoes at a dollar, corn at a dollar, and peas at 85c. have been made, there is nothing of importance to note. Salmon keeps high and scarce. We quote :

Tomatoes		1 05
Corn		0 90
Peas	0 87½	1 40
String beans	0 82½	0 85
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 40	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 40
Sugar beets	0 90	1 00
Salmon, pink	0 90	0 95
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

FOREIGN DRIED FRUITS.

The arrival of the Bellona from Mediterranean ports with figs, dates, currants and raisins has put a little more activity into the dried fruit market. As regards Valencia raisins, importers having supplied their requirements, have shown little interest in the reductions at Denia mentioned in our last report. The currant market continues firm, with tendency to advance.

The earliest of new crop shelled walnuts were shipped from Bordeaux on October 23. These goods are kiln-dried and will arrive considerably in excess of earliest shipments. Earliest natural dried Mayette Grenobles were shipped from Havre on November 7. The first direct shipment of figs is expected this week. Dates are also expected and prices will be in the neighborhood of 5c. per pound.

English manufacturers of candied peel advise a very material advance amounting to 1s. per cwt on lemon and orange, and 3s. on citron. The last mentioned will be very high next year owing to a further failure in the citron crop. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases		0 05
" " cleaned		0 05½
" " in 1-lb. cartons		0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 09

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½	0 07
New, finest off-stalk, per lb		0 07½
Selected, per lb	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	0 90	1 00
Elemes, per box, new	0 75	0 85

DATES.

Dates, Hallowees, per lb	0 04½	0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11	0 12
Peaches "	0 09	0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 25
"Royal Buckingham Clusters," ½-boxes		1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ¼s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb		
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 07½
50-60s		0 07
60-70s		0 06½
70-80s		0 06½
80-90s		0 06
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 07½
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s	0 04¼	0 04½
" " " 100-120s		0 04

GREEN FRUITS.

There is a good demand for fancy stock of apples, fair quality selling from $2 to $2.75. The foreign market is keeping up remarkably well considering the enormous shipments that are being made.

Spanish onions are quoted from $2 to $2.15 per large crate. Red onions, 75-lb. boxes, $1.50, and red onions, 150-lb. boxes $3.10. This high price is due no doubt to the failure of the Canadian crop, and what is selling here is arriving from Michigan.

Cranberries, Nova Scotia, are selling at $9.50 to $10 ; Cape Cod, $11 to $11.50.

No change to report in sweet potatoes. We quote :

Verdilli lemons 300's, fancy		4 00
" " 360's, fancy	3 25	3 50
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	2 00	3 25
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	2 00	2 50
Canadian pears, per basket	0 40	0 50
Grapes, Canadian, blue	0 20	0 25
" red and green		0 30
California Tokay grapes, per box		2 75
Jamaica oranges, in bbls		5 00
" " boxes		3 50
Sweet potatoes, per bbl	2 50	2 75
Spanish onions, cases	2 25	2 50
" " crates	0 75	0 80

FISH.

There has been a good demand for all kinds of fresh fish. Haddock is arriving more freely from Nova Scotia coast and from this out ample supplies are offered from there. Same applies to steak cod. Dore and pike are looked for, as the close season for whitefish and trout commences on November 10. In green codfish there is nothing new to report since our last. The market is still bare of stock, although a small lot was offered from Quebec on Monday last, but this did not have any effect on the market, as the shipment was too small.

Prepared fish show nothing new to note. The demand is good and on setting in of cold weather a better business will be done.

Oysters have been arriving more freely during the past week and owing to the warm weather the consumption has not been up to the receipts, and consequently prices have fallen off some. We quote :

Bloaters, Yarmouth		1 25
Haddies	0 07½	0 08
Smoked herring, per box		0 15
Fresh haddock, per lb		0 04½
Dore, per lb		0 08
Pike, "		0 06
Halibut, frozen, per lb		0 10
Fresh halibut		0 14
Gaspe salmon, frozen, per lb		0 14
Salmon trout, per lb		0 08
Fresh B.C. salmon, per lb		0 15
Steak cod		0 06½
White fish, per lb		0 08
No. 1 Herring, Labrador, per bbl	5 50	5 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb		6 00
No. 2 green cod, bbls. 200		5 00
No. 1 green haddock, bbls. 200		5 50
Green pollock, bbls. 200		4 50
No. 1 large green codfish, new, per 200 lb		6 50
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Skinless cod, cases 100 lb		4 75
Dried codfish, new, per 100-lb. bundles		4 75
B. C. salmon, per bbl		13 50
Standard bulk oysters, per gal		1 40
Selects		1 60
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		0 90
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size per doz		2 25
Shell oysters, No. 1 Malpecques	6 75	7 00
" " " common	5 00	5 50

VEGETABLES.

Prices for potatoes are firmer than at the time of our last issue and it is now said to be difficult to buy under 60c. Spanish onions are now selling freely at prices given last week, viz. : $2.25 to $2.50 for large cases, and crates 70 to 80c. Canadian red onions are reported scarce. We quote :

Cabbage, per doz	0 30	0 45
" red, per doz		0 45
Cucumbers, per doz		0 10
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch		0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 15	0 35
Parsley, per doz		0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 60	1 35

COUNTRY PRODUCE.

EGGS.

The demand still continues good, and is likely to remain so, as there does not seem to be sufficient stock to go round. Late Fall deliveries are selling readily at 23 to 25c., selects 22 to 23c., limed 19c. There is very little No. 2 stock on the market.

BEANS.

The bean situation continues very difficult to estimate. American prices are continuing to decline and many good judges of the Canadian market are confident that prices here will have to be reduced very considerably. On the other hand, some brokers are talking confidently of a rise. This feeling is perhaps due to the scarcity of goods on spot. Beans for immediate shipment are hard to get in any considerable quantity and for "rush" orders producers are holding out for stiff prices. For later delivery, however, prices may generally be said to be easier. We quote the following jobbers' prices which might be increased for immediate delivery :

No. 1 hand-picked, carlots	1 85
Choice prime, per bushel	1 75
" carlots	1 55
Ordinary (off grade), per bush	1 45

HONEY.

There is nothing new in the situation, Buckwheat honey is still very scarce and dealers are unable to secure the supplies needed to supply the demand. Comb honey is also in good demand, but other grades are not wanted at present. Producers are unable to sell their stocks to jobbers, although they are offering low prices. We quote the following unchanged prices to the trade :

Strained, white	0 07½	0 08
Clover and basswood	0 08	0 08½
Buckwheat	0 07	0 07½
Comb honey		0 13

MAPLE PRODUCTS.

Prices are steady in sympathy with an increased inquiry. We quote :

New syrup, in wood, per lb	0 05½	0 06
New syrup, in large tins	0 70	0 75
Old "	0 55	0 60
Old " in wood	0 05½	0 06
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08	0 09

EVAPORATED APPLES.

There have been no changes since last issue and it would now seem that prices have found their level. Wholesale houses are still quoting the following prices to the trade :

New, in carlots	0 05½	0 06
New, in jobbing lots	0 06	0 06½

FLOUR AND GRAIN.

FLOUR.

Some further reductions will be noted below. Prices have been abnormally high for some time back but it would seem that they are now settling to their proper level. We quote :

Manitoba spring wheat patents		4 60
" strong bakers'	4 20	4 30
Winter wheat patents	4 25	4 35
Straight rollers	3 85	4 00
Extra	3 60	3 70
Straight rollers, bags	1 85	1 90
Extra, in bags	1 70	1 75

FEED.

Business is fairly active, with a good demand for all lines. Since last report, Manitoba bran has been reduced 50c. and shorts have also dropped 50c. Other prices are unchanged, and prices now given are firm. We quote :

Ontario bran, in bulk	16 50	17 00
" shorts	19 00	20 00
Manitoba bran, in bags		17 50
" shorts	19 50	20 50
Mouillie	22 00	30 00

CORNMEAL.

A fair business is reported at unchanged prices. We quote :

Gold dust, bags	1 80	1 90
" bbls	3 90	4 00
Ordinary, bags	1 40	1 45

ROLLED OATS.

There have been no changes. Business is only fair. We quote :

Rolled oats, in bbls	3 75	3 80
" " in bags	1 80	1 83

GRAIN.

Business this week has not shown any improvement. Both for local and export account trade is very quiet as bids from foreign buyers are generally out of line, and local dealers are buying only to fill their immediate wants. With the close of navigation at hand, the season may be said to be closed, except for some Ontario deliveries which are expected before the close of the month. We quote :

No. 1 hard Manitoba		0 91
No. 1 Northern		0 88½
Rye	0 57	0 57½
Peas	0 72	0 73
Corn	0 53	0 54
Buckwheat		0 49
Barley	0 50	0 51
Oats		0 34½
Malt	0 75	0 80

BALED HAY.

Shipments to Great Britain have been increasing since our last report. The local trade is, however, far from active, owing to light offerings from the farmers who are busy with Fall plowing. We quote :

No. 1 timothy	10 00	11 00
No. 2 timothy, choice	9 00	9 50
No. 2 timothy, ordinary	8 50	8 75
Clover, carlots	7 50	8 00

LOOSE HAY.

The market is quiet at $7.50 to $8 per load of 100 bundles of 15 lb. each, and old hay, $8 to $8.50.

ASHES.

Receipts continue small and the volume of actual business is not large. The demand is good and prices are strong. We quote :

First pots, per cwt	5 95	6 00
Seconds		5 55
Pearls, per 100 lb	7 00	7 25

HIDES.

Calfskins have declined 1c. from last week's figures. Other prices are unchanged. We quote :

No. 1 beef hides		0 09½
No. 2 "		0 08
No. 3 "		0 07
No. 1 buff sheepskins	0 77	0 79
Lambskins	0 70	0 75
No. 1 calfskins		0 10
No. 2 "		0 08

RAW FURS.

The revised list of prices given last week is again given below. The fine weather has interfered somewhat with sales. Prices as given are not likely to be changed for two months or more. We quote :

	Large	Medi'm	Small	Kitts	Fall Beav. $2.00 to $2.50 per pound.		Spring Beav. $3.00 to $3.25 per pound.	
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50				
" Territory Rocky Mountains and Western								
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75				
Partly Prime, or, No. 2	4.00	3.00	2.00	.50				
Unprime, or, No. 3	3.00	2.00	.25	.40				
Flat, weak, or poor, or, No. 4	2.50	.50	.75	.25				
	Large	Medi'm	Small	2	3	4	Cubs.	Yearl's
BEAR—Black—Choice only	12.00	8.00	6.00	4.50	2.00	.50	$2.00 to $6.00	
" Brown "	10.00	6.00	4.00				1.00 to 4.00	
	1	2	3	4				
BADGER—Of all sections	.50	.25	.10	.05				
	Dark	Brown	Pale	2	3	4		
FISHER—Eastern and far North-Eastern	7.00	5.50	5.00	3.00	1.75	.50		
Territory and Western	7.60	5.50	3.50	2.00	1.00	.50		
	Large	Small	2	3	4			
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	3.00	1.25	.75	.20			
" Territory and Western	4.00	3.00	1.40	.50	.20			
	Dark	Fair	Pale	2	3	4		
" Cross—Value principally as to beauty, also size & richness	15.00	7.00	4.00	2.50	1.50	.50		
" Silver—Eastern and far Northern	125.00	75.00	40.00	20.00	9.00	4.50		
" Pacific Coast, Territory and Western	100.00	50.00	30.00	15.00	5.00	2.50		
	Large	Medi'm	Small	2	3	4		
LYNX—Far North-Eastern	5.00-8.00	3.-4.50	2.25	2.00	.75	.25		
" Territory and Western	5.00-8.00	3.-4.50	2.25	2.00	.60	.20		
	Dark	Brown	Pale	2	3	4		
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25		
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20		
" Quebec and Ontario	3.00-4.00	2.25-3.00	2 to 2.25	1.00	.50	.25		
	Large	Medi'm	Small	2 Large	2 Small	3	4	
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25	
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25	
	Spring	Winter	Fall	Kitts				
MUSKRAT—Eastern, best large	.15 to .18	10 to 15	2 to 7					
Territory and Western	5 to .10	7	2 to 4					
	Large	Small	2	3	4	Cubs		
OTTER—Labrador and far North-Eastern	$10-15	7.00-10	5.00	2.50	2.00	$1.00 to $2.00		
" Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50		
	Large	Small	2	3	4			
RACOON—	75-1.50	.60-1.00	.33-60	.25	.15			
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25			
	Black	Sh'rt St	Long St	White				
SKUNK	75-1.25	.75	.40-.50	.05-15				
	Dark	Brown	Pale	2	3	4		
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25		
CASTOREUM	$5.00 to $6.00 per pound.							

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Nov. 9, 1903.

AFTER some quite cold weather we have had nearly a week of Summer days, perhaps the finest of the year. Business while good has not the snap which the trade expect at this season ; still they are very busy, country storekeepers being anxious to get supplies in before the close of navigation. Winter port matters are still of interest. The great need this year in the face of the large and continued increase of the Winter export business and the absolute need for another year, keeps the matter a live issue. The C.P.R. continue to say they will do nothing in the way of wharf building, but do say they will have to find another port if something is not done. Many feel, however, that from the fact of their own road coming here, and that already they have spent much money, that they will be willing, if necessary, to do considerable before moving.

OILS.

Burning oil is again quoted higher, the advance during the past week being marked. The market is very firm. Business is active, as contracts were largely made when prices were lower. Lubicating oils are very firm, and already many contracts for Spring are being made. Paint oils, that is linseeds, are easy. Turpentine is quite high. Cod oil is very scarce with full prices asked. We quote :

American Water White		0 23
Best Canadian		0 22½
Prime		0 22
Linseed oil, raw		0 54
" boiled		0 57
Turpentine		0 89
Cod Oil	0 34	0 37

SALT.

In Liverpool coarse salt there is a fair stock held. Regular supplies will shortly be received. This will mean rather lower prices where shipments can be made direct from steamer's side, saving storing expenses. In fine salt business is rather quiet. The season has been unsatisfactory because of the difficulty of getting supplies. We quote :

Liverpool coarse, per bag	0 60	0 65
English factory-filled, per bag	1 00	1 10
Canadian, per bag		1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl		3 10
" " 10-lb " "		2 85
" " 20-lb. wood boxes, each		0 25
" " 10 " " "		0 15
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.

The association have made quite an improvement in their reputation here by the deliveries they advise they will make. This is the more noted as several outside packers are short. Prices in corn, peas and tomatoes are very firm. In fruits the supply seems rather small and is controlled by the association. Salmon receipts are now quite large ; prices are very firm. Domestic canned fish, particularly

sardines, are held at full figures.. We quote.

Tomatoes, 3's	1 10	1 25
Corn	0 90	0 95
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 50	1 75
Blueberries	1 00	1 20
Raspberries	1 40	1 50
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3s	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" cohoes	1 25	1 35
" spring	1 35	1 50
" sockeye	....	1 50
Domestic sardines, oils, ¼	3 25	3 35
" mustards, ¼	2 85	3 00
Kippered herring	3 75	4 00
Finnan haddies	3 75	4 00
Corned beef No. 1	1 50	1 60
" No. 2	2 60	2 70

DRIED FRUIT.

Business is active. Malaga loose muscatels, choice and fancy seeded, continue to arrive. While the seeded do not show the high quality of the loose, they are sound, and, at the low prices, being well below California stock, find quite a large sale. A new line of California seeded, called seeded seedless, are offered. While the raisins are small the stock is good and the price attractive. New prunes are slow arriving. Figs find a large sale. Dates are in fair demand. Peels are moving out freely. Direct shipments of new cleaned currants are here. In evaporated apples little has been done; the price in the west is firmer, but dealers here are inclined to look for lower figures. We quote:

VALENCIA RAISINS.

Finest off-stalk, per lb	0 07	0 07½
Selected, per lb	0 07½	0 08
Layers, new, "	0 08½	0 09

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " " ⅛s	1 30	1 40
Loose muscatels, 50s	0 08	0 09
Malaga, choice, seeded	0 09	0 09½
" fancy, seeded	0 10½	0 11
Loose muscatels, per lb	0 08	0 09
" " seeded, in 1-lb. packages	0 09	0 10½

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	0 06	0 06½

PRUNES.

	Per lb.			Per lb.	
30-40s	....	0 08½	70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06	0 06½
50-60s	0 07½	0 08	90-100s	0 05½	0 06
0-70s	0 07	0 07			

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

ONIONS.

Canadian onions, per bbl	3 25	3 50
" " per bag	....	1 50

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	....	0 11
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PEELS.

Citron	0 15	0 15½
Orange	0 12	0 12½
Lemon	0 12	0 12½

GREEN FRUIT.

Dealers are quite busy. Apples are perhaps not as firm, but best stock brings full figures. Nova Scotia shippers send their best fruit to England. Oranges and lemons are unchanged. In Malaga grapes sales are quite active and quality particularly good. Cranberries are firm; some Nova Scotia berries are offered under Cape Cod figures. There are no quinces. We quote:

Jamaica oranges, bbls	5 00	6 00
" " boxes	3 00	3 50
Messina lemons	4 00	4 50
Cocoanuts, per bag of 100	....	3 50
Bananas, per bunch	1 25	2 00
Apples, N.B. and N.S.	1 50	2 75
Grapes, per bbl	4 50	5 50
Sweet potatoes	4 00	4 50
Peaches, per basket	....	....
Grapes "	0 35	0 50
Cranberries	8 00	10 00

SUGAR.

The stocks held are not as large as at times during the past season, but the market is firm. There has been a large Fall business. We quote:

Redpath's granulated	....	4 20
St. Lawrence "	....	4 20
Acadia "	....	4 15
" in bags	....	4 00
Bright yellow	....	3 85
Med. "	....	3 55
Paris lumps, in 50-lb. boxes	0 05	0 05½
Powdered	0 05½	0 05½

MOLASSES.

Prices are firm. There is continued steady sale and prices tend to advance slightly. Porto Rico is held chiefly. We quote:

Barbados	0 40	0 42
Porto Rico	0 42	0 45
New Orleans	0 35	0 38

FISH.

The very firm market continues. Fall is a season of large sales, and, particularly in pickled herring, there has been some difficulty in supplying the demand. The quality of Grand Manan and Bay herring has been good, and the better grades are not offered. Smoked herring keep high. Dry cod and pollock are held at full figures. We quote:

Haddies, per lb	0 04½	0 05
Smoked herring, per lb	0 11	0 12
Fresh haddock and cod	0 02	0 02½
Boneless fish	0 04	0 05
" Pure cod	0 08	0 09
Pollock, per 100 lb	....	2 25
Pickled herring, per ½-bbl	2 25	2 50
Dry cod	4 00	4 25
" small	3 00	3 25
Pickled shad, ½-bbl	....	6 00
Halibut	0 12	0 15

FLOUR, FEED AND MEAL.

In flour, prices are unchanged. There has been a quite active sale. Feed is quite high, with a good demand. Oats and oatmeal are firm. In beans, few are offered. Barley is a light stock. Shippers say they cannot get barrels. Split peas are rather higher. Cornmeal is quoted rather lower. We quote:

Manitoba flour	$5 20	5 40
Best Ontario	4 65	4 70
Medium "	4 15	4 50
Oatmeal	4 10	4 25
Cornmeal	2 65	2 75
Middlings, in small lots	23 00	24 00
Oats	0 38	0 40
Hand-picked beans	2 10	2 25
Prime "	2 05	2 10
Yellow eye "	3 25	3 35
Split peas	5 00	5 25
Barley	4 25	4 40
Hay	10 00	12 00

NOTES.

The first western corn and tomatoes to arrive is the "Quaker" brand, controlled by Dearborn & Co. These goods though on the market but a few years, command the very highest prices.

Upton's home-made jam in full pound bottles and Upton's marmalade in the same style, are offered by The F. E. Williams Co., who are now doing a jobbing business in fine groceries.

The Fall Number of "The Grocer," to hand a week ago, receives everywhere many words of special praise.

Bowman & Cole received another large shipment of choice Malaga seeded raisins this week. These sell well below California stock.

MANITOBA MARKETS.

Winnipeg, November 9, 1903.

THE fine weather still holds. With the exception of Friday, which was cold and windy, the week has been ideally perfect weather. Soft, balmy air, clear blue skies and bright sunshine all day have prevailed, and glorious moonlight nights, further enhanced by the most magnificent displays of the aurora that have been witnessed for many years.

The fine weather is keeping farmers close to their plows and the receipts of wheat continue to be small, and the slow sale of wheat and the fine weather are retarding the sale of heavy Winter goods in the clothing and fur lines, but grocers report business quite as brisk as ever. Fruit men state that the turn over in their business for October was better than last year. The fruit trade is pretty well settled down to apples and will not show much of interest until Christmas supplies begin to arrive. Three wholesale grocers called on this morning in succession made exactly the same reply: "business is very good, no change in prices that I have heard, in fact we are too busy to worry over prices just now."

A word as to the wheat trade may not be without interest. The last returns from terminal elevators show that the receipts are 2,340,000 less than for the same period last year, while shipments are very close to 3,000,000 behind those of last year. If Mr. Foster's predictions for November are as accurate as they have been throughout the season, navigation will be open late, but there is no doubt the crop is moving slowly and a large part of it will be out of the country before the Spring. Exporters report trade very dull in wheat and local prices considerably above export. The farmers are the men who will make the most money out of this crop, for all that has been sold up to the present time has brought very high prices to the farmers. The crop was, in many respects, a cheaper one to harvest than that of last year and though the grade was off considerably, from wet weather, the prices were so much in excess of last year as to cover these difficulties and leave a larger margin.

CANNED GOODS.

The situation is without change. Stock is moving freely and the demand is good at the higher prices. Jobbers are not keen to sell any of the leading lines of vegetables owing to the fact that their orders have not been filled in full.

The goods of factories outside the syndicate do not appear to be coming forward very rapidly, as some retail houses who are known to have bought this stock continue to tell their customers that the new pack of tomatoes is not in yet. We quote:

Tomatoes	$2 75
Corn	2 00
Peas	2 00
Butter beans	1 85
Strawberries	3 10
Blueberries	2 25
Raspberries	3 10
Pears, 2's	3 00
Peaches, 2's	3 60
3-lb. apples	2 15
Gallon apples	1 25
2-lb. sliced pineapples	3 65
Grated pineapple	3 75
Salmon, pink	5 75
" sockeye	6 50

Kippered herring, Canadian, case of 4 doz	4 25
Finnan haddies, 4 doz. in case	4 25
Corned beef, No. 1	3 20
" No. 2	2 85

SUGARS.

The ordinary steady consumptive trade goes on from week to week and no change in price is to be noted, and none seems to be anticipated in the very near future. We quote:

Redpath, St. Lawrence and British Columbia granulated, bbls	$4 65
In bags	4 60
Bright—coffee	4 00
" yellow	4 00

MOLASSES.

Barbados, ½ bbl	0 03½
New Orleans	0 02½

Coffees and teas present no change for the week.

EVAPORATED AND DRIED FRUITS.

The only item of importance is the arrival of direct shipment raisins, which are quoted at $1.90 to $2 for fine off stalk. The prices in primary markets advanced 20 per cent. after orders were placed so that the spread between first shipments and direct is not so large as usual. The new stock is very fine in quality. We quote:

CURRANTS.

Fine Filiatras, per lb. in cases	0 05½
" " cleaned	0 06
" " in 1-lb. cartons	0 08

VALENCIA RAISINS.

Finest off-stalk, new	$1 90	2 00
Selected	1 55	1 95
Layers, new		2 10
London layers, old		1 85
Loose muscatels, 50s, 3 crown		0 08½
Seeded		0 10½

FIGS.

Cooking figs, old stock	0 04½
Elemes, 2 and 3 star	1 10
No. 4	8 00
" 5	3 90

CALIFORNIAN EVAPORATED FRUITS.

Apricots, new, per lb., according to brand	0 12	0 12½
Peaches, unpealed, per lb	0 09½	0 09½
Apples, old, in 50-lb box	0 06½	0 07

PRUNES.

70-80s, old	0 05½
80-90s, "	0 05
90-100s, "	0 04½
40-50s, "	0 08½
50-60s	0 07½
60-70s	0 06½

GREEN FRUITS.

As already stated, the trade now is largely confined to apples, for which there is a heavy demand. Cape Cod cranberries are out of the market and Jerseys have not yet arrived. They are due the coming week and will be quoted at $11 per barrel. The first car of California oranges is booked to arrive about November 20. Prices are as follows: Mexican oranges, $6; lemons, $6; apples, $3.50 to $5 per barrel; Malaga grapes, $8; bananas, $4 a bunch.

PRODUCE.

The slow export trade is having a tendency to glut the local market with beef, and prices are down. Prices are as follows: Beef, 5½ to 6c.; mutton 8c.; lambs, 12c.; hogs, 8½c.

CURED MEATS.

Prices are easier in nearly all lines, quotations for the present week being: Hams, 14½; shoulders, 9c.; breakfast bellies, 13½c.; backs, 12½c.; rolls, 11 to 11½c.; long clear, 10c.; dry salt backs, 11c.; lard in tierces, 9½c.; 50-lb. tubs, $4.70; 20-lb. pails, $1.95; 10-lb. pails, $5.95; 5-lb. pails, $6; and 3-lb. pails, $6.10.

NOVA SCOTIA MARKETS.

Halifax, Nov. 9, 1903.

THE open Autumn weather of the last week has been favorable to trading, and wholesale houses report business better than usual for the first week in November. Farmers are moving their produce to market, necessitating frequent visits to retail centres, which has led to an improvement in sales. Reports to hand from all parts of the province take a very favorable view of the trade outlook, and, with few exceptions, conditions are better than they have been for many years. There is unusual activity in all provincial industries, and whatever the outlook may be elsewhere, there is not apparent in this province any evidence of approaching depression.

* * *

The local cheese market is depressed, and there is very little movement in this article. The local factories are holding out for higher prices than obtain in Quebec, and buyers refuse to operate. The factories want about 11¼ to 11½c. for October make. At the same time there are fairly large stocks in dealers' hands in this city for which 12c. must be had in order to afford a profit. Butter is in good demand, especially choice creamery, which is none too plentiful. Now that some cheese factories have closed down there will be an increase in the butter supply. Really choice dairy butter is in request, but buyers have become quite critical, and the poorer grades are not salable. Eggs are very scarce and high. They are jobbing to-day at 21c.. The time is now past when supplies come from general dealers throughout the province, and a further advance in price is certain, as the Prince Edward Island supply seems to be under strong control this season.

* * *

Large quantities of Prince Edward Island produce arrived by schooners during the last week. Sales, however, have been slow, as buyers have held off for lower prices. Some cargoes of island oats have sold under regular quotations. This has weakened the oat market in spite of the strong position elsewhere. Potatoes are held at 38c., but our buyers refuse to operate above 35c. per bushel. Turnips are selling ex-vessel at 80c. per barrel.

* * *

A good deal of interest centres in dried fruits and peels, for which there is a brisk demand. Seeded raisins are now higher, owing to an advance in first cost. All other varieties are jobbing at about the same price as last year. Retailers are laying in their supplies well in advance of holiday requirements, evidently anticipating that repeat orders will carry higher prices.

* * *

Flour is unchanged with the exception of Manitobas, which are a little easier than last week. American pork is easier, as well as domestic. Sugar is steady, but the demand is lighter than a few weeks ago. Molasses is unchanged; the price remaining quite firm. Beans are a little lower. There is considerable outcry regarding the scarcity of grocery grades of codfish and herring. A small lot of codfish were offered last week at a price which would mean $6 a quintal to the retailer.

* * *

Apple exports continue heavy. So far this season 172,201 barrels have been shipped from Halifax, as against 25,788 barrels up to the like date last year. As a consequence of the strong export very few choice apples are available for the local market. A dealer who spent the greater part of last week in the valley, reports that foreign buyers have taken about everything in sight, and that he had difficulty in getting enough good fruit to supply his trade. At present No. 1 Gravensteins sell here at $3, and No. 2's at $2.50. Blenheims sell for the same, but Kings, Baldwins, Spies and Ribstons are selling at $3.50 for No. 1 and $3 for No. 2. Pears are selling at $3 to $4 per barrel. Bananas are scarce and high, owing to the storm in the West Indies. Fair bunches are worth $2.50 each. Malaga grapes are in good demand at $5 to $6, according to weight and quality. Jamaica oranges arrive regularly by steamer and sell at $5.50 to $6 repacked.

JAPAN TEA TRADE.

Mr. C. M. Bernard, of Chicago, sends THE GROCER the following statistics showing the exportation of tea from Japan to America this season up to September 30, as compared with the same period last season:

New York	11,624,898	11,426,626
Chicago	15,523,570	12,171 082
San Francisco	5,055,942	2,675,903
Canada	3,340,079	2,261,421
Total	35,544,489	28,535,032

This shows an increase this season of 7,009,457 lb., of which the increase to Canada is 1,078,658.

Mr. Bernard says there is no sale for Ceylon greens in Chicago except for mixing with low-grade Japans.

CARE OF ORANGE TREES.

WHEN the engine driver of the railroad train passing through the orange country of Florida blows a prolonged blast with the whistle of the locomotive you can see men, women and children hastening toward the orange groves, as the people in a country town run to put out a fire. The whistle is a signal to them that a cold wave is coming, and unless they take steps to fight it a few hours may mean the loss of a year's work and perhaps ruin. This is why everybody who can help, from grandfather down to the youngster of ten, starts for the orange orchard.

Down in Florida the orange tree is as carefully matured as some of the invalids who go there in Winter for their health. In fact, in the country which is exposed to the frost many of the trees are provided with homes for themselves, and in some cases a whole grove is housed in a mammoth building, sheltered not only from the cold winds, but heated as well as some of the hotels. It is a curious sight to ride through the middle portion of the state during a cold spell. In places it seems as if an army of soldiers was encamped, for row after row of tents stretch away in regular order as far as the eye can reach.

In other places the sheds which enclose the grove cover from five to ten acres, and at a distance look like mammoth stables or exposition buildings, such is their length. Many of the tents are similar in shape to those used for military purposes, and large enough to hold a dozen soldiers comfortably. Where they are made entirely of canvas they are attached to a wooden pole driven into the ground and firmly buried. From the top of the pole extends a cross-piece which supports the top of the canvas when the tent is in use. Below the cross-piece is fastened a wooden hoop large enough to completely encircle the tree. When there is no danger of a frost the canvas covering is folded against the supporting post and tied so loosely that it can be unfastened by a mere pull of the hand. When the engineer gives the warning of an approaching cold snap, as already stated, everybody starts for the orchard.

The canvas fastenings are untied, the cloth pulled around the hoop and over the top by a jerk of the cord attached. Then the ends of the canvas are fastened securely. Only one person is required to cover a single tree, unless it is unusually large. The work of drawing the tent requires but a few seconds, but where there are three thousand or four thousand trees in a grove, time is indeed precious. Only a few hours may elapse before the frost comes, and it is often necessary to work far into the night with the aid of lanterns.

Where the orchards are enclosed in sheds the sides and roofs of the sheds are composed largely of huge frames of glass, so that during the cold weather the trees can have the benefit of the sunlight. The frames are mounted on rollers so that they can be slid to one side and the trees exposed to the air. In some of the sheds there are hundreds of these frames, and the work of closing them is no small task, but if the weather indications are for an unusually cold spell the sheds are heated, as already stated. In some orchards lamps filled with coal oil are placed a few feet apart, all ready to be lighted at a moment's notice. Others have stoves which are made especially to heat a very large area.

Thanks to the United States Weather Bureau, the orange grower in Florida is no longer caught napping.

NEVER DRIP-A-DROP TEA STRAINER.

LAST week in the course of a few minutes conversation with a Montreal business man, a representative of "The Grocer" was shown a little novelty which is soon to be introduced to the Canadian public through the grocery trade, and which, because of its utility and cheapness, should very soon become popular. This little invention is a tea and coffee strainer of quite a different type from those to which we are accustomed. In naming it the promoters were divided between two names, each of which tells of a peculiar merit. These names were, "Never Drip-a-Drop" and "Out of Sight." The strainer is invisible, as it is inserted in the spout of the tea or coffee pot. It is so constructed that it will fit any spout. Like most useful inventions it is very simple, and the wonder is that it was never thought of before. It consists of an annealed rust-proof wire, to which are attached bristles of special quality. As the wire is quite pliable it can be made to fit any spout. The bristles scarcely interfere with the flow of the liquid, but, from experiments made, it is demonstrated that it will not allow any tea leaves or coffee grounds to escape. A good feature—expressed by the name—is that the strainer does not allow of any dripping on the table cloth.

We understand that it is the intention of the promoters to commence an energetic advertising campaign, which should make their strainer familiar to the whole country. It sells for 10c. and allows a good percentage of profit to the retailer. It will be easily handled and will represent only a small investment.

The manager of the company controlling this useful article, is at present in England closing arrangements with a large house there for its sale. The Greig Mfg. Co., Limited, Montreal, have the exclusive right for supplying "Never Drip-a-Drop" tea strainers to the grocery trade of Canada, and those interested should communicate with these parties.

A LARGE TEA PACK.

During last week one of the "Salada" tea-packing machines packed 18,400 lb. of tea. This is a considerably larger quantity than the lot of tea that made a great deal of noise in the world; the tea that was dumped into Boston Harbor, in 1776, for there were only 324 half-chests in the ship from which it was taken.

DIPLOMA FOR MERIT.

The A. F. MacLaren Imperial Cheese Co. have just received a diploma from the Osaka Exhibition, Japan, testifying to the merits of Imperial Cheese exhibited there. They say they have become so accustomed to taking highest awards for Imperial Cheese that the novelty of the thing has long since worn off, as wherever they have shown "Imperial" since the World's Fair, Chicago, they have carried off firsts.

APPLE EXPORT REPORT.

The following comparative summary of the quantity of apples exported from Atlantic ports for the week and season ending November 7 has been given out by Mr. Fred. Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Various.	Total.
Montreal	31,835	8,148	17,820	14,123	71,926
New York	13,777	11,945	6,632	26,566	58,920
Boston	59,120	3,811	4,146	....	67,077
Portland	10,486	....	....	....	10,486
Halifax	....	19,002	....	....	19,002
St. John, N.B.	....	1,200	....	....	1,200
Annapolis, N.S.	....	....	(Last week)	6,414	6,414
Week's total	115,218	44,106	28,598	47,103	235,025
Same week, 1902	72,125	14,701	26,195	13,204	126 225
Season to date	792,303	350,241	278,590	216,118	1,637,252
Last " "	577,731	135,444	214,725	74,550	1,002,450

The following cable from Liverpool was received Wednesday afternoon by Mr. Barker in regard to the apple market there on Wednesday, 11th inst.:

"47,000 bbls. selling; market active at rather lower prices; Baldwins, 13 to 16s.; Greenings, 15 to 18s. 6d.; Spies, 12 to 16s. 6d.; Russets, 13 to 15s. 6d.; Kings, 20 to 23s."

The Winnipeg police are carrying on a crusade against the violators of the early closing by-law.

An eruption of the volcano Santiago, in Nicaragua, has damaged a number of coffee plantations in the neighborhood.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Nov. 9, 1903.

VANCOUVER Board of Trade is still wrestling with the freight rate problem, as applying to the trade in the Northwest Territories, as far east as points parallel with Calgary and Lethbridge.

As reported in "The Grocer" at the time, the C.P.R., in August last, conceded a reduction on all freight rates as far as Calgary, on the main line. No concession on the Crows Nest line to Lethbridge was given, nor was any mention of the matter made by Mr. B. W. Greer, general freight agent at Vancouver, who wrote the letter informing the board of the company's decision. The special committee which had the matter in hand took up this question with Mr. Greer, and through him with Mr. G. M. Bosworth, the company's freight traffic manager at Montreal. On September 14 Mr. Greer wrote to say that the company would not interfere with existing rates to Lethbridge.

The Board of Trade and the Wholesale Grocers' Association, acting in conjunction in the matter, do not consider this satisfactory, as it does not meet the wishes of the coast merchants who hold that a dividing line should be established so that all distributing rates, both class and commodity, shall meet equally at the two points named, Calgary and Lethbridge, and that these rates should always be readjusted at these points should any future tariff changes be made from either end.

In submitting its report, which was endorsed by the Board of Trade, the committee submit in support of their claim that the Great Northern has recognized such a rule, and makes Butte, Montana, the dividing line as between St. Paul on the east and Seattle and San Francisco on the coast. The comparative distances are: Seattle to Butte, Mont., 1,036 miles; St. Paul to Butte, 1,246 miles. Vancouver to Calgary, 642 miles; Winnipeg to Calgary, 840 miles.

The cost per 100 pounds of first-class freight from Vancouver to Calgary is 35-100c. per mile. From Winnipeg to Calgary, 20-100c. per mile. From Seattle to Butte, 24-100c. per mile, and from St. Paul to Butte, 20-100c. per mile.

The committee's report recommends the acceptance of the rates offered by the C.P.R. as the best possible to be obtained under the circumstances, though they enter a strong protest against the failure to give a readjustment of rates on the Crows Nest line similar to that on the main line, holding that existing inequalities unfairly shut the coast wholesale merchants out of a territory rightfully theirs.

A great consideration in the decision to accept the concession is found in the assurance of Mr. McInnes, general traffic manager of the C.P.R., who assured the committee that a similar cut would not be made from Winnipeg west. The reduction granted amounts to a 12½ per cent. advantage over former conditions. Merchants express themselves as fairly well satisfied with the concession, which improves their chances of working up trade, especially in Northern Alberta, in which territory they now meet the Winnipeg merchants on an even basis.

* * *

Many of the independent canners in eastern Canada have notified the trade that they will only be able to fill 70 per cent. of orders for tomatoes. The Consolidated Canners' Co. have made no announcement. Some think it is possible that they are continuing over-selling at the $1.05 price now quoted and will then turn down some early orders altogether. One or two of the independent canners will fill their orders in full. In corn there is a likelihood of a shortage when orders come to be filled, but other lines of vegetables are likely to be filled in full.

Discussing the situation which would have existed had the combine's terms been accepted, one wholesale man said to-day: "We could not do business at all under those conditions. They have not the goods we want, and in their circulars sent out, no proviso of any kind is inserted. There are some lines of fruit, for instance, which we have to get from California. In tomatoes, the situation is plain. The canners are unable to fill our orders as it is. We must look elsewhere for stock. My opinion is that the whole case could be summed up, as far as we are concerned, something like this—We could carry on our business without the combine and we could not do business at all if we conceded their demands."

Canned goods are coming forward freely now, as the western merchants require to take advantage of the lake and rail rate, and to do that orders must be rushed forward now. The same is true with heavy goods, such as salt.

* * *

Discussing with a wholesale man the reason that salt, which can be brought so cheaply by sailing vessel from Liverpool,

It's Mince Pie Time

Make a prominent display of

Clark's Mince Meat

and you will be astonished at the quantity you will sell. There's a lot of Mince Meat used; the better the quality, the more you'll sell.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat.

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. **COCOA**

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

—We don't want to say anything more about

Red Cross Jelly Powder

than this fact—it is made from the purest ingredients money can buy,—it is an attractive package, it pleases your customers and it pays you a good profit—all flavors. Try a sample case **Write us for price**

R. HERRON & CO.
MONTREAL, P.Q.

is largely imported from Windsor, he made the statement that the dairy and coarse salts are almost entirely brought from the Old Country by ship, while the finer table salt is imported by rail from eastern Canada, the rate given being specially low.

* * *

Christmas groceries, such as English candied peels, nuts, seeded raisins, etc., are beginning to come forward. The outlook for Christmas trade is very fair, and the opinion expressed is that the business this year will show a satisfactory growth over last year's total.

All lines of dried fruits are in and prices remain as they opened, firm. The price of raisins is slightly advanced again.

Finer biscuits, such as Christie Brown's, are coming in, partly in anticipation of Christmas trade and partly as the lake and rail rate is taken advantage of to bring the stock forward. Candies are also being received.

In produce lines there are one or two apparent anomalies. While American hams are the stock here, and the price has gone up ¾c., though bacon remains steady; lard is being received in large quantities from eastern Canada. The price of this Canadian lard is low, a base figure of 8c. in tierces, equal to 9c. in smaller packages, at eastern points being the quotation.

Eggs are altogether from the east and fresh eastern case eggs are scarce, and hard to get. They are quoted here at 26 to 28c. now. The local fresh are retailing at 50c. per dozen. It is expected that pickled eggs will come in from the east soon to fill the demand.

Butter and cheese are in practically the same position as last week. Local creameries are selling to the trade at 30c, which is retailing at 35c. Northwest Territories Government creamery is quoted practically at 25c., though the figure is shaded somewhat yet. Dairy is not plentiful, and choice is scarce.

CHEESE FOR CHRISTMAS.

If you are thinking of sending something to your friends in the Old Country and are wondering what is the best thing to send, The A. F. MacLaren Imperial Cheese Co., Limited, recommend that you read their special offer for the holiday season, which you could not do better than embrace, as you would then be saved freight or express charges and be sending a Canadian gift that would be appreciated.

RICE AT ST. LOUIS EXPOSITION.

Louisiana has finally determined to make her rice exhibit at the St. Louis Fair surpass anything of the kind heretofore attempted by the Pelican State. A space of 2,000 feet has been assigned, inside of which will be installed a miniature rice field under irrigation, showing the plant, pumps, canals and ditches watering the same. The machinery employed in cultivating a rice crop, harvesting and threshing it, and finally the rice mill for cleaning, packing and preparing for market is to be in operation, in charge of a practical demonstrator.

Smith & Gregory,
Bristol, England,
MANUFACTURERS
"WINDSOR CASTLE" Blue.
"ELECTRIC" Black Lead (or Paste in Tins).
"BEST OF ALL" Metal Polish.
Gold Medals and Highest Awards, 1882, 1885, 1887, '888, etc.

Want Cash Buying Agents

Useful to pushing cash firms, who have a demand for these articles and want them on best terms.
HIGH-CLASS QUALITY. LOW PRICES.
No advertising except by show cards, but agents would be well supported by this old established firm.

Special Sale of Seasonable Goods.

For the balance of this month we are making special prices on all kinds of Dried Fruits. Cleaned Currants, Cases and Half-cases; Extra Selected and Fine Off-Stalk Raisins; Seeded Raisins in Packages; New Hallowee and Sair Dates; New C. & B. Lemon, Orange and Citron Peels; Shelled Nuts, etc.

It will pay you to ask us for our prices on the above lines. We will also be pleased to submit samples upon application.

The R. & J. H. Simpson Co.,
TEA IMPORTERS AND WHOLESALE GROCERS,
Guelph, Ont.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

Madam Huot's Coffee

The Gem of all Coffees.

"Nectar" Black Tea, in lead packets and fancy tins only.

JUST STOP ONE MINUTE
to see what I offer you this week

IN STORE:

275	Half Chests Kaisow Congou, of good liquoring quality, at	10½ c.
50	" 80 × 1 lb. paper packets each, nice drawing, large siftings, at	9½ c.
63	" choice Japan Tea, at	25 c.

(The "BEE HIVE," splendid leaf and extra liquor.)

7	Bbls., 175 lb. each, Selected Brown Nutmegs, 98 to the lb., at	45 c.

COMING IN 10 DAYS:

63	Half Chests Nice Japan Nibbs, good strong, bright liquor, at	16½ c
25	" Large Fannings (Winnowings), choice liquor, at	11 c.

SPECIALTY OF HIGH-CLASS GOODS IN

Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU,

281-285 St. Paul St., MONTREAL.

"EMD" Baking Powder, Vinegar, Spices, Coffee.

—look here!

—for a $36.00

purchase of our **"Bee"** brand goods (now standard lines obtainable through every Jobber in Canada), we will give you a **14-karat filled case WATCH guaranteed for 10 years.**

See

Current Market Quotations in this paper for list of goods and prices—make up your order.

Give us name of your wholesale grocer and your order and we will arrange for delivery of goods and watch—or ask our travellers.

You'll want a watch for Christmas.

Snowdon, Forbes & Co.

MONTREAL, Que.

Window and Interior Displays

Timely Hints and Suggestions.

THE style of window dressing usually adopted in this country is entirely different from that in England. It is not only that our ideas of an attractive window differ somewhat, but the class of goods consumed in this country requires a different arrangement.

In England there are a hundred pounds of cheese consumed to one in this country, and less fresh meat is obtainable. From this it is a common event for provision and grocery stores to cut up a great number of cheeses on certain days of the week and decorate the window with these. In this country the average grocery carries no more than two or three cheeses at a time, and only one is cut into. The prepared meats and bottled and canned goods which form so large a part of the English grocery store are always elaborately displayed in the window.

It is perhaps on account of the different class of goods demanded that the English style of arrangement differs so materially from ours. The general principle upon which we display goods is the flat or irregular shape, but the English grocer almost invariably starts his trim low at the front, and stacks up to a considerable height at the back. The result is a "stocky" rather than a select display. An immense quantity is contained in all their windows, while we consider that the tasty arrangement of a small quantity is much more effective. The English window, however, is not a breach of good taste or artistic work, but they arrive at results in a different way to what we do.

Park & Thompson, provision merchants, Toronto, almost always use the English method, and their windows are highly thought of, and, according to Mr. Thompson, are a profitable advertisement. The cut shows a recent trim in their pair of windows. One is a cheese arrangement, made up entirely of whole and cut Stilton cheeses and jars of cream cheese. By means of boxes the arrangement slopes up to the back after the English fashion.

In the other window is an assortment of cured meats carefully placed, and a side fixture of bottled goods, standing up four or five feet. On the back partition is a stack of pails of lard, and depending from the ceiling is a figure of a pig.

On the glass are pasted a few very realistic lithographs of cut meats, and some labels, while down the side triangular sign cards contain notices of the lines carried. A bar on the outside is hung with cured meats and fowl, and eggs are placed in the doorway.

The two windows between them show a fair inventory of all the goods carried, and yet are so arranged as to be in no way a breach of taste. The distinctly English tone, differing so much from the style generally seen in Canadian windows, forms one of the attractions of the display,

Park & Thompson—An English Style of Provision Window.

Our Metallic Ceilings and Walls

Are an ideal finish for all kinds of buildings, because they combine both beauty and utility.

We make an almost countless assortment of artistic designs—the plates fitting accurately, the joins imperceptible, and the pattern continuous in perfect precision throughout.

The sanitary superiority, fireproof protection, handsome effect, and moderate cost, appeal to all progressive people.

Full information in our Catalogue—it makes interesting reading.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

A SELLING ARTICLE.

We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. The low price at which we have been able to sell it, notwithstanding the advance. **2. The quality**, which has always been the same.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

We Make Brooms

The kind that sell.

WRITE US. Our prices ar right

THE CANADIAN BROOM CO.,
LIMITED
Mfrs. of Brooms and Whisks
400 Wellington St., OTTAWA

BARBADOS MOLASSES FIGURES.

The exports of molasses from Barbados during the past season were as follows :

Uni ed Kingdom	193	puncheons
United States	1,660	"
Newfoundland	13,371	"
Montreal	1,392	"
Quebec	2,346	"
British Provinces	11,158	"
	30,120	"

Comparing these figures with those of last year the shortage to Montreal this year is 10,489 puncheons and to Quebec 2,042 puncheons, being a total of 12,531 puncheons less than last year, or looking at it from another standpoint the total importations to these two points last year was 16,269 puncheons, and this year only 3,738 puncheons ; the quantity imported into the provinces is 2,350 puncheons in excess of last year, making a total shortage in the Dominion this year, as compared with last year, of about 11,000 puncheons. At it will be nearly six (6) months before any new crop Barbados molasses can arrive in Canada, it would look, judging by these figures, as if there was likely to be a great scarcity in this article about the Spring of the year.

The shortage and high price of Barbados is a matter of very considerable importance in Quebec and the Maritime Provinces, where, as is well known, the consumption is very large.

THE GROCER ran across genial Charley Haystead the other day on St. James street, Montreal. Charley, or Mr. Chas. H. Haystead, is out for Ed. Youngheart & Co., Montreal, manufacturers of Olympia, William Pitt and John Bull cigars, and reports that in business, like in his cigars, he has "no kick coming."

BUY
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealer
See that you get them.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

FOR SALE—Valuable grocery and general jobbing business including large mail business, exceptional opportunity for active merchant to secure on reasonable terms a profitable opening in Toronto. Principals only. Address Box 82, CANADIAN GROCER, Toronto. (47)

SITUATIONS VACANT.

WANTED—An experienced second miller. Apply, stating wages expected, to Box 128, CANADIAN GROCER. (f)

WANTED—Clerk capable of taking charge of general store in small town ; references. Box 129, CANADIAN GROCER, Toronto. (f)

SITUATION WANTED

AS MILLER—Twenty years' experience in up-to-date mills. For particulars apply to Box 124, CANADIAN GROCER, Toronto. (f)

AS MILLER—Any system ; twenty years' experience. Box 125, CANADIAN GROCER, Toronto. (f)

BAKER wants situation as second-hand baker ; four years' experience. Apply to Box 126, CANADIAN GROCER, Toronto. (f)

CONFECTIONER seeks position ; well up in all chocolate and cream work. Box 127, CANADIAN GROCER, Toronto. (f)

TRUCKS
for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, **MONTREAL.**

FLOUR AND CEREAL FOODS

Canadian Made Breakfast Foods.

OUR Vancouver correspondent writes complimenting us upon our Special Fall Number and especially upon the cereal department thereof. He says: "Many flattering remarks were made on the Fall Trade Number of 'The Canadian Grocer.' It attracted general attention. One gentleman was particularly struck with the advertisements of the various newer brands of Canadian-made breakfast foods.

"Why, you could have called it a Canadian Breakfast Food number very appropriately, merely from the attractive advertisements of that line of goods. I was much surprised, for though I am in the trade, I had no idea there were so many new names of breakfast foods which were 'Made in Canada.'"

"The Grocer" is gratified to hear this commendation of our cereal department. That Canada produces the finest cereals in the world is well known. As indicated by our correspondent, our readers are coming to realize that we also manufacture those cereals into the finest breakfast foods in the world.

Wheat Shortage in Russia.

According to statements made in the Russian newspapers there has been a very bad harvest and it will be necessary to purchase wheat abroad. There is great distress among the rural population, and many peasants will be forced to sell their cattle because of the lack of forage.

In the Province of Riazan the hay crop is two million quintals below that of last year. The harvest in Siberia is very bad. The new rye is found to be mixed with ergot, which has already had poisonous effects.

The Movement of Wheat.

THE reduction in the movement of grain since September 1, the beginning of the present crop year, up to and including October 31, amounts to nearly 2,131,000 bushels, according to figures posted in the grain exchange, and compiled by Chief Grain Inspector Horn, says The Winnipeg Telegram.

During the months of September and October of this year there was a total of 11,378 cars of wheat inspected at Winnipeg, compared with 13,509 cars during the same two months in 1902, and 12,419 cars in 1901.

LOWER GRADES.

Not only has the amount inspected shown a falling off, but the quality also is by no means equal to that of the two previous years. The extremely wet and unfavorable weather in August and September had a disastrous effect on grades and while last year 7,731 cars, or 57 per cent. of the total inspected graded 1 hard, this year only 349 cars, or exactly 3 per cent., reached the grade which has made Manitoba famous. No. 1 northern about holds its own, being but 560 cars short of last year, but 3 northern, which in former years totalled much less than either of the two superior grades, this season is more than three times as much as in 1902.

MAKE GOOD FLOUR.

While the hard grades show such a reduction from previous years, grain men assert that the milling quality of 2 and 3 northern grades is this year nearly as good as 1 hard and 1 northern. The great percentage of what would otherwise have graded 1 hard is reduced owing to its being slightly frosted, but it appears that this has not to any great extent injured its nutritive qualities as a bread maker.

At the same time it is to be noted that the grades which generally come under the designation of "sundry grades," are greater in quantity than last year, rejected, no grade and feed wheat making up a formidable proportion of the total inspected.

OTHER GRAINS.

In the other grains, oats, barley and flax, while the movement has been less than in former years, the quality holds well, except possibly barley, while flax arriving is of excellent quality and well up in quantity.

The following table gives the total amount of grain inspected during September and October in each of the two years, 1903 and 1902:

Grain—	1903	1902
Wheat	11,378,000	13,509,000
Oats	240,000	207,600
Flax	212,000	174,000
Barley	57,000	44,000
Speltz	1,000	2,000
Total	11,888,000	13,936,000

INSPECTION FIGURES.

The following table shows in detail the total number of cars of grain inspected during the two months of September and October in each of the years 1901, 1902, and 1903:

Wheat—	1901	1902	1903
No. 1 hard	3,952	7,731	349
No. 1 northern	3,958	3,856	3,296
No. 2 northern	2,940	1,057	4,014
No. 3 northern	291	417	1,964
No. 4	...	124	298
Feed	7	31	129
Rejected one	98	152	178
Rejected two	26	60	102
No grade	1,133	67	975
Feed two	...	...	34
Rejected	3	...	37
Condemned	11	14	2
Total wheat	12,419	13,509	11,378
Speltz	...	1	2
Total inspection	12,805	13,965	11,784

Milling in the Argentine.

MILLING, of Liverpool, states that Argentina can boast of having as fine mills as any country in the world. In Buenos Ayres alone there are several large and excellent plants. One of the best is the Molino Rio de la Plata, which stands by the side of the docks and was built and equipped last year in the space of six months. Its initial capacity was 45 sacks per hour, but a contract to double the capacity was recently awarded.

Another large milling concern is that of the Riachuelo Mill. This was built in 1889 and is now increasing its capacity from 20 to 40 sacks per hour. A silo granary to hold 240,000 bushels of grain is also being constructed, and other improvements are in progress.

Other mills in Buenos Ayres and district are: Weber & Stricker's Palermo Mills, Fisher & Weber's Central Mercado Mills at Barracasal-Sud, a city which adjoins Buenos Ayres, and Vattuone y Vignolo's Mills at Lucia. There are several others in the district which make up a fairly large total output.

The export flour trade of the country has now reached about 500,000 sacks annually. While this is not a large total, it must not be overlooked that in the past the country has had many serious set-backs because of internal political dissensions. It is possible that in the future Argentina flour may be a factor in the world's markets.

The Oats that Named a Town.

The goodness of Tillson's Pan-Dried Oats starts in the fields. From this very best Canadian grain we select the large meaty berries, mill them by our own process, which brings out the richness of flavor and the nutritive value.

Your customers will enjoy

Tillson's PAN-DRIED Oats

A FOOD, NOT A FAD,

THE TILLSON CO., LIMITED,
TILLSONBURG, ONT.

NAPOLI MACARONI

Vermicelli and Fancy Paste for soups.

Made with absolute cleanliness from a specially grown macaroni wheat.

Put up in handsome air-tight, dust-proof 1-lb. packages 24 or 48 to the case.

20-lbs. bulk, packed in odorless boxes.

Full line of samples sent free on request, to any reliable merchant.

Napoli Macaroni is free from all coloring matter.

Send for prices by the case or carload.

Napoli Macaroni Co., Toronto.

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

Estimates of Western Crops.

The Northwest Grain Dealers' Association have issued the following estimates of the wheat and grain crop of 1903 for Manitoba and the Northwest Territories: Wheat, 3,123,663 acres, at 16.1 per acre, 50,290,974 bushels; oats, 1,101,333 acres, at 36.5 per acre, 40,198,654 bushels; barley, 381,135 acres, at 29.7 per acre, 11,319,709 bushels; flax, 64,639 acres, at 9 per acre, 581,751 bushels.

Strong and Weak Flours.

IT may safely be asserted that while some flour is spoiled in the process of manufacture, says The American Miller, a far greater amount is spoiled in the baking, because the baker does not understand the peculiarities of the particular flour being used.

Any one who has had even a limited experience knows that there is a marked difference in the fermentation of various doughs. Some will work much faster than others and if not taken at the proper time will not make a good bread. While these fast-working flours will, with care, produce a good loaf, any abuse will result in flat, coarse-grained, dark-colored bread.

To illustrate this it is only necessary to take a strong and a weak flour and work them under the same conditions. When due care is exercised in the case of both flours the result will be the same, good bread. But treat the flours with the same ferments and give them the same amount of work, neglecting, however, some little detail. For instance, have the temperature of the liquor used in making the dough a few degrees too high, or allow the dough to stand in the pans a little too long before being placed in the oven. The result will be that the bread from the strong flour will be as good as when baked under perfect conditions, while that from the weak flour will be poor, coarse and dark.

Dough made from strong flour will, during the fermentation process, rise up and "drop" and rise again a second and even a third time, but dough from a weak flour will not rise again if allowed to drop once. It is evident, therefore, that weak flours require very careful handling.

Reciprocity with Canada.

AT the seventh annual convention of The Grain Dealers' National Association of the United States, held at Milwaukee recently, Theodore Knappen addressed the delegates upon "Reciprocity with Canada," dwelling at length upon the growth and development of Canada, and saying that free, or freer, trade in natural production should be a matter of mutual convenience and benefit, rather than of trade invasion of each country by the products of the other. Mr. Knappen pointed out that the problem of trade relations with Canada was entirely different from that of such relations with any other country, and contended that the geographical conditions were such as to make free coal, free lumber, and perhaps free grain almost a necessity. He said it was a movement which would benefit the whole country.

These views were heartily indorsed by J. L. McCaul, of Minneapolis, who emphasized the fact that the reciprocity movement was not a sectional one, and that reciprocity with Canada would mean an advance of from five to ten cents a bushel for American wheat, and that it would also bring up the grade of flour manufactured in that country.

Big Yields of Wheat.

Officer Wolfe, of the immigration staff, tells The Winnipeg Telegram that he saw Fall wheat thresh 52 bushels to the acre at Macleod. The crop is also very good in the vicinity of Wolseley and adjoining towns, one tract of 30 acres returning 1,000 bushels of machine measure, or 1,200 bushels ordinary measure. Near Edmonton, Officer Wolfe met a farmer named Staples who came into that country five years ago bearing a debt of $1,000; now he is rated at $10,000. He owns 520 acres of land, 40 head of cattle and nine horses. Staples went in mostly for mixed farming.

The Grain Insurance Dispute.

THE railroads and the underwriters have not yet settled their dispute over the doubling of insurance rates on grain stored at Fort William and Port Arthur. The companies have submitted to the increased rate so far as the ordinary elevators are concerned, but up to date they have refused to insure grain stored in the C.P.R. steel elevator at Fort William or the C.N.R. tile elevator at Port Arthur.

The banks are interested in the matter, and are at present taking the case up. Grain men who, previous to the arrangement with the railway companies regarding insurance, wished to raise money on grain stored in these elevators, were asked by the banks to produce their insurance policies. As the railways are now doing the insuring and refuse to insure grain in the steel and tile elevators at Fort William and Port Arthur respectively, in the regular line companies, it follows that the owner of grain stored therein is unable to produce the policy and can merely furnish the bill of lading showing the promise of the railways to put up for any loss through fire.

The question was, would the banks accept such bill of lading in lieu of the ordinary policy heretofore demanded? The Bankers' Association now has the matter under consideration, but in the meantime banks in Winnipeg have decided to take the bill of lading as security, pending the decision of the head offices.

To Corner Wheat.

A plan to corner the St. Louis December wheat market by the buying of all the possible insurance on the wheat in elevators, both on the east side and in that city is outlined in information given to the Republic by insurance men.

Corwin H. Spencer, John T. Milliken, Thomas Atkin, and Herman Kuehn are mentioned as the leaders in the movement which was begun last September.

Of the 120 insurance companies taking business in St. Louis it is said that every one of them has written policies about $3,500,000.

The insurance far exceeds the visible supply in the elevators, but by taking out insurance for the full capacity of the warehouses at the marginal price of wheat, the bulls hope to make it impossible for outsiders to store their grain which would preclude the insuring of it, and necessarily prevent the borrowing of money on the part of the shorts who would be practically frozen out of the market.

Hand Mangled.

A. W. Maguire, Hamilton, flour and feed merchant, met with a very painful accident on Friday last. He was working with one of the machines when in some manner his hand became entangled in the mechanism, and before it was stopped his hand was seriously mangled. He was removed to St. Joseph's Hospital, and it is considered likely that the hand will have to be amputated.

Kansas Luck.

The latest hard luck story from Kansas is to the effect that farmers there hauling their grain to the elevators have found them full and have been compelled to dump the grain on the ground to rot. It is estimated that from the 4,000,000 bushels harvested, 500,000 will be lost.

Cereal Notes.

The Ogilvie Flour Mills Co. will build a mill on Mill street, Montreal, to cost $25,000.

The flour mills of Minneapolis are gradually starting again, and the trouble has assumed a more agreeable aspect.

W. R. McInnes, freight traffic manager of the C.P.R. expects to see a vastly increased grain acreage in the West next year.

Mr. R. F. McDonald, who conducts the "Scotch Bakery" in Vancouver, B.C., took five first prizes at the Westminster fair this Fall.

October shipments of western grain reported at Montreal were 966,000 bushels, as compared with 886,000 for the same month last year.

Over forty million bushels of wheat can be stored west of Port Arthur. The C. P.R. capacity is 32,555,000 bushels, and the Canadian Northern 7,570,000.

Messrs. Currie, Van Ostrand and Powell, of Toronto, have bought out The Battle Creek Health Food Co., of London, and will continue the business under the same name.

WHEAT

is the one great food base of mankind. The most pleasing form of wheat is

Swiss Food

—a breakfast cereal. **SWISS FOOD** is no new thing, as every Canadian grocer is well aware. It has a definite place in the stock of every grocer who is honestly serving the best interests of his community in the matter of **PURE FOOD.** The sale of **SWISS FOOD** grows annually—no shrinkage such as follows a fad boom.

P. McIntosh & Son,

Millers and Manufacturers, - Toronto.

Taking advantage of the best

is the dealer's duty. He gains the goodwill of his customers when he recommends such reliable and durable goods as

Boeckh's Bamboo-Handle Brooms and Cane's Newmarket Woodenware

Our fair-price banner waves over all. Send your name for our new brochures "Broom-ology" and "Washboard Information" (free).

UNITED FACTORIES,

Head Office: TORONTO, ONT. LIMITED.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

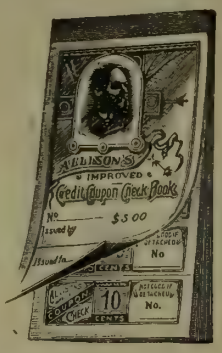
MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

WASTE MEANS LOSS OF PROFITS.

FIRST FLOOR DOUBLE OUTFIT.

THAT'S WHY THERE'S SO LITTLE PROFIT IN HANDLING **OIL OR GASOLINE** IN THE **OLD** WAY.

STOP THE WASTE

CAUSED BY EVAPORATION AND LOSS FROM LEAKY BARRELS AND DIRTY, "SLOPPY" MEASURES BY INSTALLING AN IMPROVED

BOWSER 3 MEASURE SELF MEASURING OIL-TANK

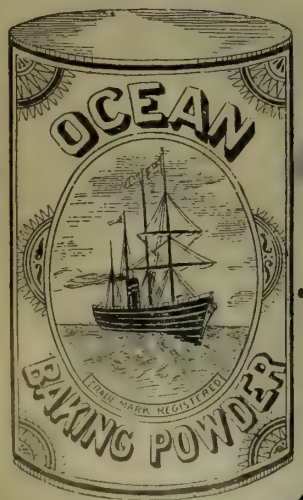
IT'S THE NEW WAY.

It pumps a gallon, half gallon or quart, directly into the customer's can without use of measure or funnel. No waste of oil. No loss of time or labor. No dirty, oil-soaked floors. We shall be glad to explain more fully.

ASK FOR CATALOGUE "B," IT'S FREE.

S. F. BOWSER & CO.

Factory, FORT WAYNE, Ind. **65 Front St. East., Toronto.**



Grocers and General Merchants

Having closed a heavy contract with the largest producers of Baking Powder ingredients in the United States, we are in a position to supply you with a first-class **BAKING POWDER** and at **LOWER PRICES** than any other firm in Canada.

We make a specialty of supplying merchants with Baking Powders under their own labels and trade marks, and of the same quality as our famous brands. We guarantee satisfaction in every case, and will be pleased to submit samples and prices. If you are open for a first-class BAKING POWDER, put up under your own label, we will be pleased to hear from you. **WRITE.**

MANUFACTURED BY

OCEAN MILLS, - Montreal, P.Q.

GOODWILLIE'S

FRUITS

are not only delicious in flavor, beautiful in appearance and good sellers,

BUT

always remind one of the glorious Summer time in which they were picked and put up in **GLASS.**

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

These are some of the reasons for its popularity.

ROSE & LAFLAMME,
Agents,
MONTREAL.

BRAND'S
ESSENCE
OF
BEEF
FOR INVALIDS

(Established over half a century.)

Prescribed by all the leading physicians, and sold throughout the world.

For terms and descriptive advertising matter apply to our agent—

I. S. WOTHERSPOON,
204 Board of Trade Bldgs., Montreal

SOLE MANUFACTURERS,
BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Grimble's

BRAND.

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT.**

If you don't know it, write for sample.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Ottawa Merchants' Trip to New York.

THE most eventful and most enjoyable pleasure trip in the history of The Ottawa Retail Grocers' Association took place when a party numbering 26, composed of business men and a few friends, availed themselves of the invitation extended to them by the "Clique Tourists," of New York and Brooklyn, to visit their city on October 28 and 29.

The Ottawa party consisted of Ex.-Ald. G. W. Shouldis, chairman and manager; Ald. Rosenthal, Ald. Plouffe, G. W. Hunt, Wm. York, C. J. Provost, president Retail Grocers' Association; J. K. Paisley, Ex.-Ald. B. Slinn, J. N. McIntosh, H. H. Leggatt, W. R. Cummings, R. G. Harris, E. Bambrick, J. Graham, J. C. Scott, R. Kennedy, H. W. Booth, J. C. O'Keefe, R. Tunnoch, J. Hawken, C. Dunlop, Chas. Sutherland, H. C. Ellis, secretary Retail Grocers' Association, and party; M. Hugh Convery, Thos. J. Potter and a Mr. Box, of Montreal, joined the Ottawans at Coteau.

A private Pullman was secured which aided in making the journey to New York a pleasant one; such a jolly time was spent that the distance seemed too short.

Mr. Frank W. Meyer, who is manager of the New York clique, boarded the train just outside of the city and presented

G. W. Shouldis, Chairman and Manager of Party.

G. W. Hunt, Vice-Chairman of Party.

each Canadian with an American emblem which, pinned alongside of the Canadian maple leaf with the Ottawa colors attached, made a pleasing effect.

The train pulled into the Grand Central depot about one hour and a quarter late. Rooms were secured at the Grand Union hotel, 42nd street, breakfast was partaken of immediately, and when over, Mr. Meyer, with his committee, composed of Mr. Geo. H. Tiemeyer, president New York and Brooklyn Grocers; Henry Minners, secretary of same organization; Hon. James McInnis, Ald. Geo. L. Wilson, Chas. Volbnier, E. Corbert, Chas. Baessier, Robt. Steele, of The National Biscuit Co., Ellwood Hanson and Mr. L. J. Callanan, one of New York's oldest and most respected grocers, took a special car direct to the down town district. The first place visited was the World building, 28 storeys high, where a panoramic view of the city was had. The next place visited was the Syndicate building, another sky-scraper, 33 storeys high. An appointment at 12.30 with Mayor Seth Low brought the party to the city hall, where each one was introduced to His Worship, who, in a few well-chosen remarks, extended the Canadians a glad welcome and wished them an enjoyable and profitable time while guests in the

Chas. J. Provost, President Ottawa Retail Grocers' Association.

city. In the absence of Mayor Cook, of Ottawa, Ald. Rosenthal replied, thanking New York's Mayor, whom he said he considered it a great honor to have met.

The party were then escorted to the "Hardware Club," one of the most exclusive clubs of the city, where an elaborate luncheon was partaken of.

After luncheon was over the party had the choice of a drive over Brooklyn bridge, or the privilege of walking. Most of the boys walked. On the Brooklyn side a parlor car for sight-seeing was in waiting, laden with refreshments and good cigars. It was boarded and the first stop made was at the city hall of Brooklyn, where some of the officials were met. The next stop was at the large departmental store of Abraham & Strauss, which was gone through from top to bottom.

The car was again boarded and a trip taken to Coney Island, for the purpose of viewing the wide, wide ocean—which was new to a good many. The Summer hotels were all closed, but the magnitude of everything was there and an idea of what goes on during the Summer season could be had.

A visit to some of the leading dancing halls which were still open was made and the party started again for Mr. Meyer's home in Flatbush, a suburb of Brooklyn. Mr. and Mrs. Meyer received the party at their house, which is an ideal home, the pride of Mr. Meyer and his lovely wife. Light refreshments were served after which a presentation was made to Mrs. Meyer, by the Ottawa merchants, of a set of solid silver carvers.

The next event of the day was a banquet at the Cortelyou Clubhouse, given by Mr. and Mrs. F. W. Meyer. The menu card was gotten up very tastefully, with the American and Canadian flags entwined on the front cover, while on the back was a picture of the "Royal Shanty," at Rockliffe, which was visited by the Clique Tourists when in Ottawa last June.

After the toast list, which was responded to by Henry Meyer, the Hon. Jas. H. McInnes, ex-Ald. Shouldis, and others, the party broke up with three cheers for Mr. and Mrs. Meyer and the singing of God Save the King and The Star Spangled Banner.

Thursday morning at 9 a.m. began another day's entertainment as pleasant as already enjoyed. A sight-seeing automobile, which held 35, was in waiting at the hotel, and after all-aboard was sounded, we started to visit the great many interesting points of the city. The Bowery, Chinatown, Brooklyn Bridge, Fish Market, Wall Street, Sub-Treasury, Castle Garden, Rubber Neck Row, Broad Street, Trinity Church, etc., were pointed out.

A stop was made at Mr. L. J. Callaman's grocery store, where the proprietor took the grocers in the party through and explained his mode of doing business.

Ald. Rosenthal, who represented Mayor Cook with Party.

H. C. Ellis, Secretary of Party.

The auto. trip wound up at The National Biscuit Co.'s works, where the party were introduced to Mr. Gowan, the manager, who in a short address, welcomed them and invited them to luncheon in the company's dining-room before going through the factory.

A fast trip was made to the hotel to prepare for the banquet, which took place that evening in Saengerbund Hall, Brooklyn. It was in the form of a dinner and reception of the Clique Tourists in honor of the Canadians present. The toast list was as follows: Geo. H. Tiemeyer, president of the Clique Tourists—

Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French

"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

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146-8 Front St., West, ... TORONTO.

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DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.

106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.

Illustrated Catalogue on request.

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

MANUFACTURERS OF . . . **Crown Brand** Flavoring Extracts and Confectioners' Specialties

SOLE AGENTS FOR CANADA FOR . . . **"Kkovah"** Household Specialties.

"KKOVAH" specialties have established a record wherever introduced. They give every satisfaction to the user and good profit to the grocer.

"KKOVAH" Jellies (all flavors).
"KKOVAH" Custard Powders.
"KKOVAH" Blanc Mange Powders, Etc., Etc.
"SY MUZ" Linen Glosser, unequalled for the laundry.

"NEVER DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. We are agents for the grocery trade.

THE GREIG MANUFACTURING COMPANY, Limited, - MONTREAL.

How is Your Coffee Trade?

Good, Eh!!—

Then you must sell our famous **CLUB COFFEE**

——Put up in 1-lb. and 2-lb. Tins.—— A POPULAR BLEND.

Manufactured only by

S. H. EWING & SONS

96 KING ST., MONTREAL,

Telephone Bell Main 65.
" Merchants 522.

Toronto Branch, 29 CHURCH ST.

TELEPHONE MAIN 686

Telephone orders receive prompt attention.

Welcome; Frank W. Meyer,—Introductory; Henry G. Meyer,—Fond Reminiscences; Fred Cook,—City of Ottawa,—Mayor of Ottawa, Canada; responded to by ex-Ald. Shouldis; Hon. J. H. McInnes,—City of New York; Henry Minners,—Clique Tourists; A. W. Pfluger,—Manhattan; L. J. Callanan,—The Ladies; B. Bischoff,—Our Borough.

A short programme was given in the auditorium of the building, followed by dancing, which was indulged in until about 2 a.m., when the party broke up, after having spent a most enjoyable time. During the evening a presentation was made to Mr. Hugh Convery, manager of Fleischmann & Co., of Montreal, of a travelling valise from the ladies of the Clique Tourists. Mr. Convery was among those responsible to a large extent for having the New York grocers visit Ottawa last June, and they were so favorably impressed that they are coming about 300 strong next year.

Most of the Ottawans stayed in New York until Sunday night and took in what was left to be seen. Mr. F. W. Meyers still showed his great hospitality in having those he could get ahold of take dinner with him at his own house.

A meeting was called for Thursday in the Grocers' Room to wind up the financial part of the trip and take immediate steps to arrange an entertainment for next season, when it is hoped to have the Clique Tourists visit Ottawa again.

MONTREAL TRAVELLERS.

At a meeting of members of The Dominion Commercial Travellers' Association, of Montreal, which will be held in the rooms of the association, Board of Trade Building, at eight o'clock on Saturday evening, November 14, 1903, nomination of officers for the ensuing year will take place.

Mr. Jas. Robinson, wholesale shoe merchant, who served the association as director, vice-president and president, several times elected by acclamation, will be nominated to fill the position of treasurer.

Mr. James S. N. Dougall, of McCaskill, Dougall & Co., varnish manufacturers, Montreal, who served the association as director and treasurer, several times elected by acclamation, and who has been treasurer for the last three years, will be nominated as president.

Both Mr. Dougall and Mr. Robinson have been presented with nomination papers signed by a great number of the members, including nearly all past presidents of the association.

Both the above gentlemen, after considering the representative character of requisition, have consented to accept nominations.

TORONTO RETAIL GROCERS.

The Retail Grocers' Association of Toronto met in St. George's Hall Monday night with President David Bell in the chair, and a fair representation of the members present.

After approving the minutes the application of Mr. Riley for membership was accepted on the motion of Messrs. Snow and Van Loan.

A letter was read from The "Force" Food Co. acknowledging the receipt of the association's communication in which complaint was made that The T. Eaton Co. were selling "Force" at 10c. per package. The "Force" people regretted the fact, but declared themselves powerless in the matter. They sold only to and through the wholesale trade, and it would be impossible for them to prevent any person from obtaining "Force" and selling it below cost if he chose so to do. The letter was received.

On motion of Messrs. Van Loan and Johnston, Mr. Panter, who is retiring from business, was made an honorary member.

The Executive recommended that $10 be granted the Excursion Committee in re-embursement of expenses incurred in going to the Falls to arrange the excursion. The recommendation was adopted on the motion of Messrs. Snow and Clarke.

The question of the annual "At Home" was next brought up. After some little discussion it was decided to again hold the "At Home," the date probably some time in February, and the further details to be left to the Executive Committee with power.

Under general topics the discussion turned on the bakers' agreement and the price of bread. Complaint was made that the agreement was not lived up to and that large loaves were being sold at lest than 10c. A more definite complaint was the clause in the agreement allowing families using 15 large loaves per week to get bread on the wholesale basis at 8c. per large loaf. A committee composed of President Bell, Vice-President Johnston and Treasurer Schoales was appointed to interview the master bakers and obtain their views.

The meeting then adjourned.

A PROSPEROUS SEASON.

Purnell, Webb & Co., of Bristol, England, have had a record season for the sale of their pure malt vinegars in the Dominion, ending up with the two largest orders they have ever received from Canadian buyers. Between October 19 and 26 they received orders for 4,150 gallons, distributed between Montreal, Toronto and Vancouver, and a large proportion of their increased trade has been done with new buyers. They look forward with great confidence to a further development of trade next year, and admit with the greatest pleasure that they owe much of their success to the advertising they have done in THE CANADIAN GROCER.

Christmas Boxes.

We have without doubt the largest assortment of Fancy Boxes of Confectionery on the market, suitable for this season. See them. Our travellers are now on the road.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. **King and Bathurst Streets, TORONTO.**

Their cost is so trifling

and their convenience so great that the wonder is that merchants do without **RUBBER STAMPS**.

Tell us what you would like and we'll tell you the cost.

C. G. Young Co., 1 Adelaide E., **Toronto**

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co. HALIFAX, N.S. ESTABLISHED 1844 — IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

---

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate,** put up in **Blue Wrappers and Yellow Labels,** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White.

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

"Crown" Hard-Boiled Candies

A PROFITABLE LINE

Stock them for the holidays. **Stock them now.**

FLAVORS are more varied, true and delightful than any other on the market, domestic or foreign.

COLORS are perfect, and absolutely harmless.

New Flavors:

ALMOND BLOSSOM
TANGERINE ORANGE
PISTACHIO
GUAVA
CATAWBA GRAPE
CACHOU

Regular Flavors:

ORANGE
LEMON
STRAWBERRY
PEAR
PINEAPPLE
BANANA
RASPBERRY
MORELLA CHERRY
SWEET BIRCH
MAPLE, PEPPERMINT, ETC.

CROWN MFG. CO.

LIMITED

785 Yonge Street, TORONTO

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

WE ARE GROWING!

We have moved to larger quarters, and with increased plant and facilities, are better able than ever to handle your work. Drop us a card, we would like to write you about it.

G. A. WEESE & SON, 44 YONGE STREET.

(Note new name and address)

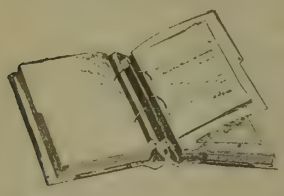
STATIONERS and PRINTERS.

WHEN YOU STOP TO THINK

how much the success of your business and the comfort of your household depend on communication with others you will appreciate the fact that telephone service is worth a great deal more than it costs.

Metallic Circuit Service—efficient, rapid, constant

The Bell Telephone Co. of Canada



TENGWALL TIME SAVERS

TENGWALL AND OPALLA LOOSE LEAF LEDGERS

—AND—

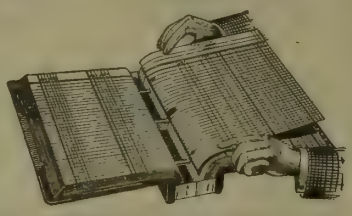
LOOSE LEAF BINDERS FOR ALL KINDS OF LOOSE LEAF SYSTEMS.

SEND FOR COMPLETE NEW CATALOGUE.

HART & RIDDELL

Manufacturing Stationers . . .

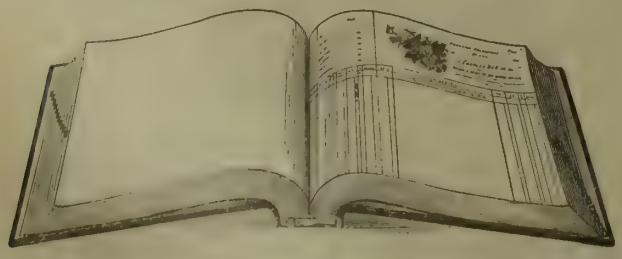
40 Wellington St. East TORONTO.



SAVE TIME

BY

KEEPING YOUR BILLS ALWAYS MADE OUT.



The Briggs Ledger System Co., Limited

75 York St., - - TORONTO, ONT.

Write for Catalogue.

FORD & FEATHERSTONE

Importers and dealers in

FIREPROOF SAFES, STEEL BANK SAFES, VAULTS, TIME LOCKS, DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855

TAYLOR'S DOUBLE TONGUE & GROOVE SAFES

145 & 147 FRONT ST. EAST. TORONTO.

The Hallwood

David killed Goliath——Goliath the monster, Goliath the boaster. **THE HALLWOOD** is as honest as the day is long, is clad with simplicity, is modest as to price.

If there's a merchant in Canada about to buy a Cash Rigister, he simply cannot afford to pass over **THE HALLWOOD**. If The Hallwood won't stand comparison on every point, don't buy it. It costs nothing but time to examine a Hallwood — the register is taken to you—and the time given to an examination is worth to a bright merchant a good many dollars a minute.

THE

Hallwood Cash Register Co. of Canada

78-80 King St. E., - TORONTO.

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

MODERN BUSINESS METHODS.

By Will Payne.

I ONCE called on the comptroller of a very important corporation to find out the amounts of certain payments, which had been made to the corporation quarterly during several years by one of its licensees. The comptroller summoned a clerk and directed that the information be given me. The clerk and I retired to the outer office and a season of trouble ensued. There was a more or less vague theory that the payments should appear on the cash book, but the cash book, upon examination, failed miserably to support this theory. Some payments were there and some were not. My friend scratched his head, and finally brightened up with the idea that a fellow-clerk, who knew all about that particular business, would return to the office next day. I called again the next day and was so fortunate as to get the ear of the expert, but the expert himself went to sea over the lapses of the cash book. The payments had surely been made and there was surely somewhere or other something or other which would disclose them. In the general distress I was invited to try my luck the next day. I did so. It was remembered that a statement from the licensee accompanied the payment, and that theoretically these statements were filed away. A vault, which from my view outside the railing seemed to be mostly dust and waste paper heaps, was valiantly explored, and, in the course of time, some rumpled sheets were produced which contained the desired data. So at the cost of much time and soiled linen the information was forthcoming. The same corporation, in one of its many departments, acts as the trustee of funds contributed by hundreds of thousands of persons. Not long after my experience it was discovered that the trust funds were hopelessly confused. Receipts had been credited and payments charged with a haphazard disregard for accuracy which perhaps could not have been matched elsewhere outside of comic opera. The corporation was actually compelled to suspend all payments, to the vast disadvantage of its clients, and to pay a firm of expert accountants $65,000 to write a new set of books.

You wish to know the name of this important corporation which did business with so wonderful a lack of system? It is the City of Chicago.

As a matter of course, any private enterprise that attempted to get on with such a lack of system would have found itself in a receiver's hands long ago.

First and last, system is the machinery by which the business moves, and the business simply cannot move beyond its machinery.

A CRITERION.

No doubt the best test of any particular business undertaking is a test of its system. If you go into an office, as in the melancholy case I have cited, and find that nobody knows just where anything is to be found, you are very safe in guessing that the concern is in a poor way. Take the most prosperous concern you know, and you may be quite sure that any item of any importance will be forthcoming at the touch of a button. I have had considerable opportunity of applying this test and have never known it to fail. The difference between a successful management and an unsuccessful one may be pretty accurately gauged by the ability, through a proper system, to at once command any special information of whatever sort that is of real importance. You are pretty safe in forming final conclusions according to whether the furnishing of any particular information is a matter of scratching the head and guessing that somebody else possibly knows something about it and of laboriously searching records and files that fail to "pan out," or whether it is a matter of touching a button and having the item laid on the desk. So in a general way the measure of a manager's capacity lies in his ability to develop the right system.

Many men are able enough within the narrow limits of their own personal, bodily powers—that is, they can do well whatever comes within the touch of their own fingers or directly under their own eyes, and they may be very successful in the small way which this limitation implies. But they lack the higher ability to devise a machine for other hands to operate. In short, they cannot make a system, and so they cannot be successful on a large scale. Broadly speaking, the man who is most successful is he who has the greatest capacity for making a machine or developing a system.

ELIMINATION OF PERSONAL SUPERVISION.

One may venture upon a personal illustration. There were several men in the meat-packing trade in the earlier days than whom there was none abler so far as concerns what they could do with their own hands—that is, through their own immediate, personal supervision. Nobody could get more out of a hog or a steer; nobody knew the provision trade any better. But as the meat-packing industry developed possibilities of enormous expansion these men and their concerns were left far to the rear, because they had a few great competitors who, in addition to the purely personal capacity, had the higher capacity to create a system that would employ the energy of scores of subordinates. These great competitors could operate a dozen plants as well as one, do a business of $200,000,000 a year as well as the personally conducted business of a tenth of that. And the really big business man appreciates this power of creating a system as highly as it deserves.

Not long ago I happened to hear A boasting to B of the ability of his general manager; his tremendous industry—he spent 12 hours a day at the plant and always came down of a Sunday; his indefatigable loyalty—why, three of their special cars were missing and the manager tramped around the freight yards two days until he found them. The cruel B advised his friend to get a new manager. "If he has to spend 12 hours a day and Sundays at the office and tramp around looking for his cars he isn't up to his job," said B. He recognized that the manager was unable to create a proper system, and if there be no proper system any one man's energy amounts to little. Mere human energy is cheaper than steam horsepower. If it is a matter of energy only you might as well praise a man for running upstairs instead of taking the elevator.

A young man runs from the bank, dodges a cab, sprints across the bows of an automobile, flings himself on a street car and catches his breath. He is a praiseworthy young man, but in fact he is a messenger, receiving $25 a month and worth no more at present. In a corner of the bank, in a very comfortable room, a man sits at a desk, doing nothing much except to talk at ease with his callers and, in the intervals, glance over a balance sheet, ring for a subordinate, give a few directions—all in a leisurely, unrumpled sort of way. He receives $30,000 a year, and is very likely worth double that. He has a system and knows how to control the energy of a hundred or five hundred other men thereby.

It is a commonplace that this is not the day of the small concern. Business is coalescing in larger and larger units, bigger and bigger machines, which means steadily increasing need of perfection in the system and greater and greater prizes for the man who has the ability to develop the right system.—System.

HOW A BUSINESS WAS SAVED.

A CERTAIN manufacturing concern in the West found itself doing a large business. It was very busy and apparently was making great strides in securing for its product a large place in public favor. Among those holding a subordinate executive position was a keen young man who was not easily satisfied by exterior appearances, but had the digging habit.

"You are doing lots of business," he told his superior. "Almost every week you are adding more help to the office force; your correspondence is steadily increasing, and apparently the business is right on the crest of the prosperity wave. But if you will overhaul everything and find out just where you stand, I'll miss my guess if you are really making substantial headway or satisfactory profits."

This rather startled the managers of the business, but the young man was so much in earnest that a careful and thorough examination into the affairs of the enterprise was made.

It verified every prophecy that the young "kicker" had made.

"Now," he continued, "I'm convinced that the leakage of profits is in the very department which is the pet and pride of the house—the one that brings the most correspondence, that calls for the most of the new help, that 'keeps things doing' and gives the place the busiest appearance."

"Nonsense!" replied the manager. "You were right on the general situation. But this time you are wrong."

"But," insisted the digger, "I'll tell you right now that of the seven methods you are using to put your goods on the market the one which you think the best is the very one that is cutting down your profits. Call in an expert who is able to sift this matter right down to a finish and you'll find I'm right."

This was done, with the result which verified to the letter the prediction of the young man.

TENGWALL LOOSE LEAF BINDERS.

THE "Tengwall" is one of the most practical binders on the market for all kinds of loose leaf sheets. It consists of covers in various bindings, with a hinged or divided back, which opens on pressing a thumb-spring. This is a most ingenious device. By a simple pressing of the thumb a leaf can be inserted or taken out at any opening. Curved metal prongs are securely fastened to the back, one pair on each side. On closing the covers, the back locks automatically. The advantage of the Tengwall idea is easily seen: loose sheets and business papers of all kinds can be filed securely, yet a single sheet can be removed from or inserted in any part of the file instantly, without disturbing the remaining sheets. Hart & Riddell, Toronto, are the Canadian manufacturers. They have issued handsome illustrated catalogues, which will be sent on request.

DEAD LETTERS.

"THE letter that never came" isn't giving half so much trouble to the world as the letter which did come, but contained no address to enable the recipient to reply to it.

Every large mail-order house receives these letters by the score, and nearly always they contain money. Some firms maintain a regular staff of handwriting experts to discover from whence the letters come, and though they are largely successful, yet there remains an average of 25 per cent. of the number unidentified.

Recently several of the large concerns in Chicago distributed a total of $25,000 to local charities as a disposition of the funds accumulated from letters which had become "dead" through the carelessness or ignorance of writers all over the country.

Often a first letter of this character, necessarily left unanswered, will be followed by several others from the same source, all indignantly complaining, but never giving a hint of identity or location which would insure the answer. Here is one specimen, marked by extreme moderation:

"Gents,—What are you going to do about my order for which I sent you 90c. last month aint you got any flat iron if so what do you say so fer in the catalog. Dont send anything to the postmaster, cause he steals everything he always says they aint no mail fer me."

Oftener the writers employ phraseology that is more picturesque than courteous.

All of which serves to remind us to be very careful indeed in our corresponding moments to give some plain signs as to our habitation and family cognomen.

DO YOU WORK FOR ANOTHER?

What is your object in working?

What is your employer's object in hiring you?

A frank answer and conclusion in regard to these two questions will put you square with yourself, and lead to a change of attitude, perhaps.

First, do you work for the pleasure of it, from a sense of duty, or "because you need the money?"

It should be obvious to all (but it isn't!) that real happiness lies in work well done. We should then, equally of course, work from a love of work, and to accomplish unselfish purposes. Incidentally "the servant is worthy of his hire"—and will get it. All the surer will he get it, and the more, if this be his attitude rather than that other which looks to the salary and the week's end as the primary objects.

Your employer gladly hires you when your work yields him a profit; and when it doesn't—and he finds it out—your name is among the missing of that business household, and properly. He must handle his workers as he does other materials; and on each must realize a profitable difference between cost and selling price. The great laws of commerce are back of this simple truth, and we should accept the consequences, and adopt the means to properly meet the case: a decision to give value, to try to accomplish the most for our employers irrespective of salary, and to hold fast to faith in the happiness produced by "the sweat of the brow."

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant,
Auditor,
Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

F. H. KIDD,
Chartered Accountant, Auditor, Assignee, Etc.
Room 50, 77 York St., Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street. Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices:
18 Wellington St. E., Toronto, Ont.

WILLIAM FAHEY,
Accountant and Auditor.
402 McKinnon Building, Toronto.

GEO. O. MERSON,
Chartered Accountant,
Trustee, Assignee, Liquidator,
Auditor, Etc.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

Cable Address: "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

This space $15 a year.

This space $15 a year.

This space $15 a year.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

BEATTY, BLACKSTOCK, FASKEN & RIDDELL,
BEATTY, BLACKSTOCK, CHADWICK & GALT,
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel., Main 3813. Toronto, Ont.

JAS. H. BURRITT, K.C.
Solicitor, Notary, Etc.
Pembroke, - - Ont.

D. O. CAMERON, Barrister.
Equity Chambers, Toronto.
Branch Office, Oakville, Ont.

WM. M. DOUGLAS, K.C.,
Barrister, Solicitor, Etc.
Rooms 70—72, Home Life Bldg.,
Toronto.

TUPPER, PHIPPEN & TUPPER,
Barristers, Solicitors, Etc.
Winnipeg, - - Canada.

J. C. HAMILTON, LL.B.,
Barrister, Solicitor and Notary.
McKinnon Building, Toronto.
'Phone, Main 65.

This space $15 a year.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper:

Business Education.

Courses by mail in

BOOKKEEPING — BUSINESS CORRESPONDENCE
SHORTHAND — COMMERCIAL FRENCH
ARITHMETIC — PENMANSHIP
COMMERCIAL LAW — etc., etc.

A PURELY CANADIAN COLLEGE.

Canadian Correspondence College, Limited,
40-46 King W., - TORONTO, ONT.

Western Business College

Cor. College and Spadina avenue, **TORONTO.**

Thorough courses in Bookkeeping, Stenography, Typewriting and **Penmanship**; individual instruction.

A. J. HOARE, Principal.

St. Margaret's College, Toronto

A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.

GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal.

You Can Trust

our paper to protect your parcel from injury. Our brown and manilla wrapping papers are manufactured with a view to toughness and durability. They always give satisfaction.

CANADA PAPER CO., Limited
Toronto, Montreal and Windsor Mills, Que.

James Ewart

MANUFACTURER OF
High-Grade Delivery
WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 118

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Look to Your Smokers' Department.

A WELL-BALANCED tobacco department will include pipes and cigars. Of course nowadays there are very few groceries that do not carry the fragrant herb in plug and package form, and it is possible that some may not consider it profitable to go into tobacco any more extensively. But is this belief well founded?

It depends largely on circumstances, and at some seasons of the year it might be a matter of doubt, but with the holidays coming on this doubt vanishes. At this season people are more free with their money, and are more than ordinarily inclined to indulge in the luxury of a new pipe or a box of cigars. There is, moreover, the good old custom of making gifts at Christmas time that should be considered. A box of cigars or a well-turned pipe, sent with the compliments of the season, is a graceful method of discharging a social obligation or repaying any other favor. When the large proportion of men who smoke is thought of, to any of whom such a gift would be welcome, the opening in this line will not appear insignificent.

In stocking cigars for the holiday trade the small boxes put up for just this purpose should not be overlooked, and by adding a few good reliable lines a connection may be built up in the next couple of months that will prove a very pretty source of revenue subsequently.

In regard to pipes, as noted in last week's issue, jobbers are now putting up assorted lots for the grocer who is just beginning or who handles them in a small way. It is not necessary therefore to invest a very considerable sum of money in order to stock a very respectable little tobacco department.

It should always be remembered that tobacco and cigars require practically no extra help. The sale is a matter of but a few seconds or minutes at the most, and the profit, especially on pipes and the better class of cigars, is very inviting.

The grocer should have this profit rather than the druggist or barber, who in many places are making a strong bid for it.

London Tips.

The following are the Inland Revenue returns for the month of October, 1903:

Spirits, ex-warehouse.....	$	6,238 17
Malt, "		6,952 27
Tobacco, "		1,548 87
Rawleaf, "		7,453 80
Cigars, ex-factory.....		12,471 21
		3,610 20
		24
	$	38,274 76

London was favored with a visit some days since from Mr. Oscar Hammerstein, the well-known theatrical manager of New York. In addition to Mr. Hammerstein's numerous theatrical enterprises he is the inventor of a machine for the manufacturing of cigars, which is pronounced by those who have seen it and tested it to be the acme of perfection, it being impossible to distinguish the machine-made cigar from that turned out by hand, while of course the cost of production is very materially reduced. It is not known positively that Mr. Hammerstein will succeed in placing any of his machines in this city, but his visit here at all in connection with them is an indication that the manufacturers, or at least some of them, are preparing to get even with the strike of employes of some months since. Since returning to New York Mr. Hammerstein has been most seriously ill, having been threatened with an attack of appendicitis, but is happily now quite recovered.

October was a busy month with all our manufacturers, being for the most of them largely in excess of the same month last year as regards output.

The Portuguese Tobacco Monopoly.

In 1891 the company known at the Societe des Tabacs de Portugal was granted the exclusive right of manufac-

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

PLUG CHEWING TOBACCO

Its Success Tells All.

Sold by all Leading Wholesale Houses.

The Empire Tobacco Co., Limited

Want Christmas Trade ?

About this time look out for the woman who is after highest quality for the family's Christmas Dinner.

Get at the woman through the husband—get at the husband by selling him my Cigars. **Get on the soft side of hubby!** **Payne's Cigars**

(Trial order at my expense.)

J. BRUCE PAYNE, Limited
Granby, Que.

From Sea to Sea!

Yes, from where the rude Atlantic tosses her giant billows against the granite cliffs of Newfoundland, to where the soft Pacific croons a love song to British Columbia's shores, these brands are known and prized by the connoisseur.

Harold H.
Kim
La Fama
Cigars

BRENER BROS.

Cigar Mfrs., - - **LONDON, CAN.**

I. II. III.

There are three good reasons why grocers should sell **T & B** Tobacco. **I.**—It is not an upstart tobacco; it has endured time's test. **II.**—It adds dignity to a grocer's tobacco department. If **T & B** brand is omitted, there is a weakness that will soon be discovered, and loss of business results. **III.**—Tuckett's tobaccos are widely advertised. Thus they are readily sold. The more easily sold, the greater the profit.

T & B, 10-cent size, is a trade builder.

The GEO. E. TUCKETT & SON CO., Limited,
HAMILTON.

Sell Pipes.

Easily sold. Profits most satisfactory. The best season of the year is at hand.

Our special offer: 3 dozen Pipes, assorted, at average price of $2.00 per dozen, sent on approbation, charges paid. If not satisfactory can be returned at our expense.

A GREAT BUILDER FOR THE TOBACCO DEPARTMENT. WRITE NOW.

58 Yonge Street. **W. B. REID & CO.,** Wholesale Tobacconists, Toronto.

UNION JACK

TOBACCO.

HORROCKS'

RONTO

5c. Cigar

NOT MADE BY A TRUST.

T. J. Horrocks,
TORONTO

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

These Brands ARE Worthy.

CHEWING	SMOKING
British Navy,	Tonka,
King's Navy,	Solid Comfort,
Beaver,	Pinchin's
Apricot.	Hand-Made.
UNION MADE	UNION MADE

Old Grocers

know it. Their trade in McAlpin Tobaccos has grown steadily year by year. The quality of the tobaccos and their excellent flavor are responsible.

New Grocers

East, West and everywhere will find McAlpin Tobaccos at once satisfactory and profitable. The guarantee of this is others' experience.

THE
McALPIN
Consumers Tobacco Co., Limited
TORONTO.

turing tobacco in the country for 35 years, the Government reserving to itself the right of terminating the concession at the end of the sixteenth year on giving two years' notice. The Government in the same year also contracted with the tobacco company a loan for £9,950,000 ($48,456,500), and these bonds, carrying interest at the rate of 4½ per cent. per annum, have been circulated; they are absolutely guaranteed by the company, while they constitute a direct charge upon the state. It has been stated in Lisbon by The Diario de Noticias that the Government has recently redeemed a large block of railway debentures, which it had deposited with the tobacco company as security for an advance of 23,700,000 francs ($4,574,100), "required to pay off the Delagoa Bay indemnity," and the inference is that the Government is thinking of exercising its option to cancel the concession in 1907. — Western Tobacco Journal.

Wives for Tobacco.

In the early history of Virginia and Maryland tobacco was by all odds the most important crop, and it was even possible at times to secure a wife in exchange for a moderate amount of tobacco, as in later days in the West a squaw could be of whisky. In 1732, at Jamestown, obtained in exchange for a small amount tobacco was made a legal tender for all debts, including customs. In about a dozen years after the founding of Jamestown by Captain John Smith, an English nobleman, Sir Edwin Sandys brought over with a shipload of supplies 90 young English maids, who, immediately upon their arrival, were wooed and married by the colonists, each being paid for at the rate of "120 pounds of good tobacco." As late as 1777 the annual poll-tax of Baltimore City and County was fixed at 172 pounds of tobacco. Tobacco, it is well known, was a native Indian crop in America before the advent of Columbus.

Mexico's Exports.

The exportation of tobacco from Mexico is increasing rapidly, and is keeping pace with increasing production. In six months after planting the crop can be gathered and sold and the returns received. A very large part of the last crop was shipped to England, France, Spain and Belgium from the Vera Cruz and Tobasco plantations. The tobacco prospects of Mexico, in fact, are becoming daily more and more satisfactory and promising.

Failure of the Tobacco Crop in Hanover.

Owing to the severe hailstorms in the Eichsfeld district of the Province of Hanover during the past Summer, the tobacco crop has been almost entirely destroyed, writes B. H. Warner, jr., U.S. Consul, Leipzig, Germany. Many of the farmers—in order to avoid the payment of the production tax—have waived all claims to their tobacco crops. At the fair which was held at Solingen last Fall over 40,000 marks' ($9,520) worth of tobacco was sold; this year, however, hardly a pound will be even offered for sale. As the tobacco crop was not insured, the farmers have sustained very considerable losses.

Did the Ancients Smoke?

The frequency with which old pipes made of clay, wood and metal have been found in England, Ireland, Germany, Switzerland and France, has led archaeologists to the belief that the ancients may have smoked. The belief receives some color from passages in ancient authors. Herodotus remarks that the inhabitants of the Araxes islands, supposed to be the modern Volga, "were wont to throw piles of fruit on a fire and then to inhale the vapor, with the result that they became as drunk as ever the Greeks became after drinking wine, and the more fruit they threw on the fire the more drunk they became." Pomponius Mela talks in a similar strain of certain Thracian tribes. Pliny asserts that the vapor of plants was used to cure diseases, and says that in some instances it was even inhaled through a tube.

Cigar Counter Philosophy.

Arguments between sellers and buyers are invariably business killers, at least so far as the seller is concerned.

A buyer must be accorded every courtesy, provided the seller expects to do business with him. Friction will sometimes occur, but no matter what the cause, hot-shot should never be fired by the seller of goods.

A sarcastic tongue in a salesman may be likened to a two edged sword that cuts deeply in many directions. It kills customers, slashes profits, and eventually cuts his own throat.

A smiling face and an affable manner will always win the day and make friends. This may be said to be the secret of success of the man behind the counter.

A cigar drummer shot a business man who objected to his flirting with his stenographer. There are certain rights and privileges that must not be denied to drummers—such, it would seem, is the unwritten law.

PIPE STOCK.

Our pipe stock is now in the best possible shape. Everything known to pipedom is in stock and at prices that ridicule opposition.

Write for Catalogue Containing Cuts and Quotations.

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

McDougall's Scotch Clay
PIPES
are the standard of the world.
D. McDougall & Co., Glasgow. Scotland.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

Tobacco Notes.

The W. H. Steele Co., Scott street, Toronto, report their pipe business as largely in excess of that of former years.

The Horrocks Co., Toronto, secured a bronze medal for their very attractive display of tobaccos at the Dominion Exhibition.

Mr. and Mrs. Ed. O. Youngheart, formerly of Toronto, have taken up their residence at 1062 Dorchester street, Montreal.

It will be noticed by reference to our advertising columns that a pipe department in connection with the sale of tobacco is being urged upon grocers. The special offer made last week and repeated this week by W. B. Reid Co. is worthy of every grocer's attention.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising THE CANADIAN GROCER.

Don't Neglect Things. When you Receive a Business Letter that Requires an Answer, Acknowledge its Receipt at Once, and Answer it at your Earliest Opportunity.

THERE is nothing so annoying to me as that very common occurrence—the absence of any reply—or even acknowledgment—to letters I have written. Nor do I think that I am the only one to experience it.

Just try the shoe on yourself. Suppose a customer came into your store and you obligingly waited on her to see wherein you could be of service to her; you inquired if she would like to have some of this or that—remarking that so-and-so was very nice—imagine her ignoring your presence altogether and paying no attention to what you said. What would you think of it?

Then think of the manufacturer, wholesaler or other business man addressing you, and question whether or not you are justified in altogether ignoring your business correspondents.

This does not pertain to advertising—and yet it does. Anything that indicates the manner in which you conduct your business affairs is either good or bad advertising for you, and most retailers need the kind of advertising that commands the respect of those from whom they buy and with whom they deal as much as any other kind of advertising.

Give all sides of your business proper attention—your every action gives you some kind of advertising, and whether it is favorable or unfavorable to the extension of your business depends entirely on yourself.

It only requires a few minutes to attend to your correspondence when it is received, and in the long run you'll find it well worth your while to be courteous to all who approach you in a business way.

Someone under the name of A. L. Bogan has written a few rhyming lines in an endeavor to immortalize the ad.-man, and a correspondent sends them to me with the comment: "There is no poetry in an ad. except the dollars that are glinting through every line."

I'll pass it on to you with this remark: There is seldom "cent"-iment in the poetic advertisement, and none of it is very "touching" unless it reaches the pockets. They say there is not much sentiment in business. There usually is in poetry. There's the clash.

SOMETHING AD-DITIONAL.

Who couldn't sing of birds and trees;
Of sun and moon and stars?
Who couldn't write of far-off climes,
Or voyages to Mars?
But it's quite a different story
Quoting facts, not fancy fads,
And cloaking them with beauty
Like
The man
Who writes
The ads.

Who couldn't weave a romance
Of kings and queens and knights;
Of courtiers brave and gallant;
Of intrigues and of fights?
But it's hard to talk of shoe-strings,
Patent pills and liver pads,
With the fascinating interest
Of
The man
Who writes
The ads.

A Flour Sale at Bradley's

Choice Family Flour { 42c. per sack. $1.65 per cwt.

To-morrow (Saturday), the Bradley store places on sale a special purchase of five tons of choice family flour. This is a timely sale and demonstrates the forethought of this store. At present, when farmers, millers and storekeepers are talking about "dollar wheat" the housekeepers are talking about "dollar wheat" the housekeeper needs to take a peep into the future and think about "winter bread." With a good supply of flour in the pantry "dollar wheat" won't worry you.

Here is your chance to provide for winter and save money as well. At our special sale price you save 8c. per sack or 35c. per cwt. on present regular prices—a splendid bargain even if there were no possibility of higher prices.

Of course every special sale has a reason and this is no exception. A miller in a nearby town was forced to give up business. The flour on hand had to be sold. The purchaser knowing the distributing power of the Bradley store offered us the entire lot in shape for retail selling—We bought.

Instead of holding for higher prices you share the profits of our purchase to-morrow.

The quality is there. The flour has been tested before being offered for sale.

Buy to-morrow. Next week there may be none left.

Delivered to any part of the city, Merritton, Thorold or Port Dalhousie. Mail and telephone orders will be promptly filled.

Bradley & Son,
RETAIL GROCERS,
64 St. Paul St. Phone 232.

Advertising Deeds.

The announcement of the advertising competition made a few weeks ago hardly brought as many entries as I had expected. To be sure, the prize money wouldn't pay many advertising bills, but it strikes me it would be worth while entering an ad. in the competition even though no prizes were offered. Surely there are a number of grocer readers who consider that they are doing fairly good advertising, and here I am almost begging the opportunity to help them all to do better advertising. Curious state of affairs, isn't it?

Some half dozen entries came in during October, and they were pretty well scattered over Canada. One came from Nova Scotia and another from British Columbia, one from the Northwest, another from Quebec and the others from Ontario.

The one adjudged best came from St. Catharines, and is reproduced herewith, together with the letter that accompanied it:

W. Arthur Lydiatt, Toronto, Ont.

Dear Sir,—Enclosed find advertisement to enter in the prize competition.

This ad. appeared in the Friday, August 28, Daily Standard, and was intended to create new business for the Bradley store. As a rule we only have one ton of flour in stock, so that five tons was an extra large purchase for us. The flour was sold at a small margin so as to make a genuine bargain. At that time the millers here were charging from $1.70 to $1.80 per cwt. for flour, wholesale. This flour cost us $1.50 per cwt. and we sold it at $1.65.

The result of this advertisement was greater than we anticipated. People who had never visited the store before came in to order flour and also their other groceries. In two days 4½ tons of the flour was sold and spoken for.

On the Saturday of the sale the cash receipts were the biggest in the history of the store (Christmas not excepted).

Trusting this may land the prize, I remain,
Yours truly,
GEORGE. R. BRADLEY.

This letter relieves me of the necessity of making any comment on the ad. It sold lots of goods—that's enough—and you won't wonder why when you read the ad.

We'll continue the competition for another month to give those who are thinking about it an opportunity to send in some of their best recent advertisements. It might be well to state that the ads. sent in should be those that have been used within the last three months.

If you are making any effort to do good advertising send in some of your ads. and I'll gladly comment on same, omitting mention of the name of the sender when requested.

Tell me why you wrote the ad.—why you thought it ought to sell goods—and why you think it is a good one—when you send anything along. It is the experience and expression of opinion that I want as much as the ad.

CUP QUALITY COUNTS—Therefore handle

Established 1845

S. H. & A. S. EWING'S High-Grade COFFEES

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR Delicate in Flavor and Aroma. Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS. 403 St. Paul St., MONTREAL.

FORGING AHEAD !

Dwight's Baking Soda still leading.

Storms of competition have come, and passed, leaving

DWIGHT'S BAKING SODA

Ahead of all others.

Quality and sure selling does it.

John Dwight & Co., Manufacturers

Current Market Quotations for Proprietary Articles

November 12, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend -	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
1-lb. tins, 3 " "	1 25
1 lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50
Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50

Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size.

Full price list on application.

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland 9 50	10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	1 80

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ½'s, 12-lb. boxes	....
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per o
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

Our CROWN Syrup

—is a table delicacy, pure,
—wholesome, delicious and
—strengthening.

CROWN Syrup is the very Essence of Corn—absolutely clean and pure.

Put up in 2-lb., 5-lb., 10-lb. and 20-lb. tins.
Also barrels, ½-barrels and kegs.

Look for the CROWN on the package.

MANUFACTURED ONLY BY

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, QUE.

Cocoanut.

L. SCHEPP & CO.

	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
¼ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
⅛ and ¼-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.
$1 00 to 3 00 books .....3 cents each
5 00 books .....4 "
10 00 " .....5½ "
15 00 " .....6½ "
20 00 " .....7½ "
25 00 " .....8 "
50 00 " .....12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant elly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case
1 case of 4 doz.	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00

Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35

"Old Crow," 12-lb. boxes—

¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked "	"	1 90

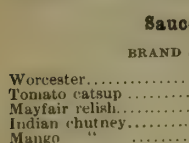
Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }		2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8 oz., cases, 120 pkgs.	Per
" " 10 oz., cases, 96 pkgs.	case
" " 16 oz., cases, 60 pkgs.	$2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Star hes—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06½

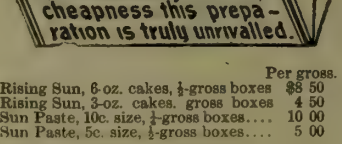
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

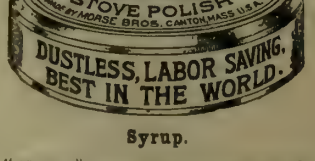
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4. less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

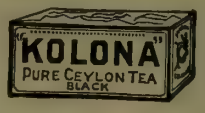
	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	}	0 35
" " 30 1-lb.	}	
" " 120 ½-lb.		0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes		$0 42
" II 40-lb. boxes		0 40
" III 80-lb. "		0 37
EMD AAA Japan, 40 lb " at		0 35
" AA " 40 "		0 32½
Blue Jay, basket fired Japan, 70 lbs.,		0 30
"Condor" IV 80-lb. "		0 43
" V 80-lb. "		0 30
" XXXX 80-lb. boxes		0 25
" XXXX 30-lb. "		0 26
" XXX 80-lb. "		0 22½
" XXX 30-lb. "		0 23½
" XX 80-lb. "		0 20
" XX 30-lb. "		0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 30

Black Teas—"Nectar" in lead packets—

Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail	0 60 at 0 40

Black Teas "Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

		Per doz.
Washboards, Victor		$1 35
" Crown		1 45
" Improved Globe		1 60
" Standard Globe		1 70
" Original Solid Globe		2 00
" Superior Sld. Bk. Globe		2 15
" Jubilee		2 10
" Pony		1 15
Dominion King (glass)		3 10
Tubs, No. 0		10 50
" " 1		8 50
" " 2		7 50
" " 3		6 50
Pails, No. 1, 2 hoops		1 75
" " 3		1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " " 3 doz. 5c	1 00
" " " 3 doz. 10c	1 80

A new line for Fall

Instant Powdered

This is put up in packets of **1-doz.,** making 1-quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

ARTHUR P. TIPPET & CO.,
General Agents.

Montreal and
Toronto.

Pure Cane.

Consumers are becoming more critical in their tastes every day, and, more than ever before, are insisting on the best of everything. Sugar is an article very easily judged by the average housekeeper; keep up your reputation for fine goods.

ST. LAWRENCE EXTRA GRANULATED

is perfection. Made from pure West India cane sugar. No blueing at all used in its process of manufacture.

The St. Lawrence Sugar Refining Co., Limited,

MONTREAL.

ARE YOU USING OUR

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG Limited

MERCHANTS.

The Toledo Automatic Computing Scale SHOWS TO EVERY CUSTOMER in LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY FOR the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

SCHEPP'S COCOANUT
EDELWEISS BRAND

QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.

NEW YORK.

Saving Pennies

This is one of the first things a careful parent teaches a child.

Why not give your clerks a post-graduate course in this same lesson?

KEEP IT EVER BEFORE THEM.

They can make your business blossom like a rose.

A DAYTON MONEYWEIGHT SCALE

does all this more effectually than anything else.

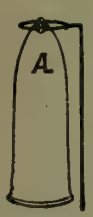
Ask Dept. M. for catalogue.

THE COMPUTING SCALE CO. OF CANADA Limited
164 King St. West, Toronto, Canada.

OUR TRADE A MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

A Statement of Facts.

We make the strongest mantles.
Our mantles gives the most light.
We use the purest and most costly chemicals.
We anneal our mantles with pressure gas.
Our mantles won't shrink or fray out.
Our trade mark A is on the best mantles.



We make mantles with any private mark on them, your own name if you desire.

WE MAKE

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
High-Pressure Mantles.	Acetylene Mantles.

In single, double or triple weave.

Lowest prices on Mantles, Shades, Chimneys and Sundries.

Write us if you are interested.

AUER LIGHT CO., - - MONTREAL.

JAPAN TEA

goes well

because it is the BEST

A Japanese Tea-House Garden.

THE MOST PROFITABLE to the GROCER and MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

LOOKING INTO THE FUTURE

what do you see? A mighty struggle for the almighty dollar.

Competition is becoming keener and keener. The grocer who handles the goods that give satisfaction gets his competitor's customers nine times out of ten.

"Imperial" Brand Maple Syrup

is a business getter for you. It holds your customers because of its **UNIFORM HIGH QUALITY.**

ROSE & LAFLAMME, Agents,
MONTREAL.

PATERSON'S WORCESTER SAUCE

GOOD VALUE.

100 cents worth of real solid sauce satisfaction has given Paterson's the high reputation it possesses.

ROSE & LAFLAMME
Agents
MONTREAL.

CEYLON

The fine delicate aroma and flavor of Ceylon Tea has made it the favorite tea of the Canadian people. No other tea approaches it in popularity.

A
wise
grocer
will
give
his
customers
what
they
want.
If
you
wish
to
retain
your
custom
and
build
up
your
trade
stock
up
with

Ceylon

Black and Green.

Black and Green.

Some Salmon Sellers.

In selling salmon the greatest care should be taken in the selection of brands that are strictly first-class and stay first-class, brands that you can absolutely rely on.

Maple Leaf Salmon

Lowe Inlet Salmon

These are two brands which you may sell with positive satisfaction. Ask for them. They are put up by

The British Columbia Packers' Association

VANCOUVER, B.C.

If You're a Grocer Who Advertises

—who is going to advertise or who should advertise—in fact, if you want to sell the most goods and make the most money possible, you ought to have a copy of "100 Good Ads for a Grocery Store," a book of ideas for ads — thought-stimulators and business-getters—every one of them.

Each one presents some convincing argument about your business — about the goods in your store—just as well as though specially written for you.

Sufficient copy for a year's advertising, allowing two ads a week—a lot of bright remarks suitable for ad headlines, show cards, etc., and an introductory talk on best methods for grocers.

All for one dollar—truly a big dollar's worth,

SEND A DOLLAR FOR A COPY—NOW.

MacLean Publishing Co.,
TORONTO.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
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BRITISH OFFICES:
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CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

Lytle's Mince Meat

is the reliable kind.

The rapid sale of our Mince Meat speaks volumes for its quality. No good cook will risk a questionable Mince Meat in her pies. Sell her the reliable kind and count on a future demand.

Put up in convenient sized fibre and wooden pails.

The **T. A. LYTLE COMPANY, Limited**

124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

Has stood the test of every climate.

Purest and best for all purposes.

The **ST. CHARLES CONDENSING CO.,** producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

Home Office and Address:

St. CHARLES, ILL., U.S.A.

Correspondence and trade orders solicited.

FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.

FALL TRADE

Cold weather is upon us, and the summer fly has left us, and you are now perfectly safe in stocking freely, and displaying on your shelves without fear of labels being spoiled.

Reindeer Condensed Milk
Jersey Evaporated Cream
ARE ALWAYS RIGHT.

W. G A. LAMBE & CO., Agents.

Notwithstanding Short Pack

we will positively guarantee delivery for your season's requirements of

TOMATOES, CORN and PEAS.

"Boulter's," "Little Chief," "Lakeport," "Simcoe," "Aylmer," "Log Cabin.'

The F. J. CASTLE CO., Limited, OTTAWA

P.S.—The above holds good until our stock is exhausted.

LEES AND LANGLEY.

Canada's Ideal

Worcestershire Sauce.

MALAGA FRUITS.

CHOICE CLUSTERS,
BLACK BASKETS,
DEHESA CLUSTERS,
IN ¼ and ½ BOXES.

G and ATLAS PEELS, are brands of superior quality.

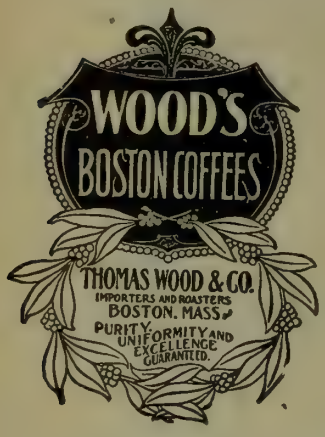
NEW ELEME FIGS, 2 inch, 2¼ inch and 2½ inch, in 10, 20 and 28 lb. boxes.

The above are only a few of the many attractive lines of seasonable fruits we have to offer the wide-awake grocer.

Orders by mail receive as careful attention and close prices as if given through our travellers.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.



FOUR QUESTIONS—ONE ANSWER.

What shall I buy - - if best?
What sells best - - - if bought?
What suits best - - - if sold?
What is liked best - - if used?

You have the business field mapped out before you in these queries. You need not waste time in hard study behind a knitted brow to get the answer—

WOOD'S COFFEES.

THOMAS WOOD & CO.

Canadian Factory and Salesroom, **No. 428 St. Paul St., - MONTREAL.**

Rice

JUST ARRIVED.

Patna No. 1 - 4¾c.
Fancy Patna, - 5¼c.
Diamond Bright, 4¼c.

The latter is fine quality and equal to a Japan

Brazil Nuts

SHIPMENT NOW HERE.

We quote, - 11¾c.

Tea

Market is still advancing. We have large quantities coming on. It will pay you to get our prices and samples.

CLEANED

Currants

Greek dry cleaned just to hand. Quality fine and prices are right.

Salmon

Salad Brand

$3 30 per case.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main. / 870 "

48 WELLINGTON ST. EAST, TORONTO.

THE MANUFACTURERS AND THE GREAT WEST

A Symposium of Some of Their Impressions Gathered During Their Recent Trip to the Pacific Coast.

(*Continued from last issue*)

IN the last two issues of "The Grocer" a couple of pages have been devoted to the impressions of the Great West as received by some of the gentlemen who crossed the continent with the Canadian Manufacturers' Association. In this issue these impressions are continued. The questions submitted to the excursionists by "The Grocer" were as follows:

QUESTIONS SUBMITTED.

FIRST—What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND—What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD—In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH—How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

S. D. Joubert, of H. Lamontagne & Cie., Montreal.

First. What impressed me most is the great future for business we people of the east have in Manitoba and the Northwest Territories, but at the present time, with their small population, the placing of goods by manufacturers and jobbers is overdone, hence the keen competition which results in reducing the legitimate profits that a manufacturer must make, and is not in accordance with the heavy travelling expenses. As for British Columbia, better leave it alone for the present.

Second. I consider that there is no advantage whatever for manufacturing establishments in the West for ten or twelve years to come. Let it be an absolutely grain-producing country, so that the farmers' sons may not be tempted to leave the beautiful fields for the smoky cities.

Third. By getting cheaper transportation rates, and keeping their goods constantly on the market, and doing all in their power to improve in quality and finish.

Fourth. I leave this question in better hands than mine, but would say that a G.T.P. road would bring a wonderful result in the development of all that western country.

John Bertram, of The John Bertram & Sons Co., Limited, Dundas.

Regarding your first question I may state that going over the ground twelve years ago gives me more advantage than if it had been a first trip. Taking the Great West as a whole the progress all along the line is unmistakable. This is evidenced by the great growth of all the business centres, particularly Winnipeg, Portage la Prairie, Brandon, Calgary and Edmonton, and others, while Vancouver has tripled itself since I saw it in 1891. This means that back of all these growing centres there is an immensely increasing productive element, and business men seem to be pushed to the utmost to cope with the rapid increase.

Regarding your second question, I think that for some time the Prairie Provinces will not manufacture the great staples needed, such as harvesting machinery, but I find at Winnipeg and other centres some very fine machine shops, well equipped for light and heavy structural work, as well as for repair of engines and harvesting machinery. But I find, regarding Vancouver and Victoria, some live companies going largely into steamboat building and marine repairs, and as a large amount of machinery for these is being made in Britain, I could see plainly that in the course of a few years nearly the whole of these boats will be made in the above ports and cite the case of the C.P.R. steamer "Princess Victoria," with engines of 6,000 horse power, and able to attain a speed of twenty-three miles per hour. The engines for this steamer were built at Newcastle, England, and the boat at the coast, and to handle the machinery, plants had to be used nearly reaching the manufacturing point.

Regarding your third question, I may say that we saw a great deal of American harvesting machinery, but this will soon right itself, as the importing firms are now building extensive works at Hamilton and elsewhere, which will insure to Canada this large internal trade, but I think that a higher duty would have more quickly emphasized the location of American industries here.

As to your fourth question, I am not prepared to give a detailed answer, but only state that the business men in the east stuck loyally to the first inception of railway communication from ocean to ocean, which, to a certain extent, made the West what it is to-day, and I have no doubt that they will do their part in the present railways now projected and building across the northern part of the continent. There is one point which might be enlarged upon, and that is the large amount of American silver in circulation in the Northwest and British Columbia. These pewter cartwheels were everywhere and suggested to our tourists the necessity of buckskin pockets to take change. What the cause is for this influx it is for the financial men to say.

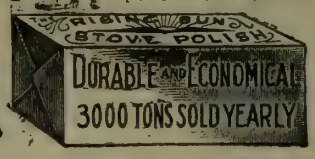
Just another word outside of your questions, and that is that the tourists on the manufacturers' train were received with open arms and a hospitality they were not prepared for in every city and town, and handshaking was the order of the day as old friends met.

Lloyd Harris, of Harris, Cook & Co., bankers, Brantford.

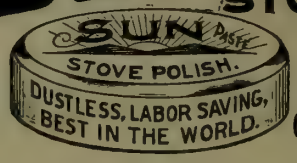
First. What most impressed me from a business standpoint on our recent excursion to the Pacific coast was the extraordinary purchasing power of the people of the West. I had heard it said that the income of the people in Manitoba and the Northwest Territories is larger per capita than in any other part of the world, and, judging from the large purchasing power they have, and the desire on their part to buy the best class of goods available, I think this must be correct.

Second. My opinion as to the future of Manitoba and British Columbia as manufacturing centres is that British Columbia and the western parts of the Northwest Territories must eventually develop large manufacturing industries for the reason that raw materials will be plentiful and cheap. In Manitoba they are not so well situated, as the transporting of raw materials and fuel will always be a serious question, so that the natural situation for industries will be nearer the base of supplies for the raw materials, and this will be found in great abundance in the

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

eastern part of British Columbia, and also cheap power should be available in that section. As soon as the population of the Territories warrants it, I have no doubt but that many manufacturing industries will be started in that section of Canada, as, if the market is available, those situated there would have a tremendous advantage over those in the eastern part of Canada.

Third. The manufacturers of the east can secure a large share of the trade of the Great West, some of which is now going to the United States, by simply going after it, and when they have got it, taking care of it. I was impressed with the fact that the western people want Canadian goods if they can get them, and it is up to the manufacturers in the east to supply them with the goods, but they must get the trade and supply the goods which are demanded the same as is necessary in doing business anywhere.

Fourth. The business men in the east can best assist the people in Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country by going out and studying existing conditions, and by getting an intelligent idea of the problems which western Canadians have to face. We have been believing too much in what we have read in the newspapers and from politicians, and what is wanted in Canada is that Canadians should individually understand their country and the great problems which they have to solve in the different sections. I believe that the recent excursion of the Canadian Manufacturers' Association is destined to do more good in this direction than anything which has ever occurred, and more excursions of this kind should be planned and carried out. I sincerely hope that the suggestion which was made on different occasions by the Canadian Manufacturers' Association party, that a representative party of western Canadians should come east in a body, will be acted upon, as, if we can get such a party to visit the industrial sections of the east, and talk with them over the questions we have to solve, I am sure that there would be a lot more sympathy and friendly feeling between the east and the West.

John M. Taylor, of The Taylor-Forbes Co., Guelph.

First. I was most impressed, from a business view, with the great quantity of stock that was necessary to be carried by the large jobbing houses to meet the demand of the western country, and, further, the anticipated extensions to these already big warehouses to handle the vastly greater trade than has been.

Second. Manufacturing in Manitoba and British Columbia is not a subject for present consideration, nor will it be until railway facilities are sufficient in quantity and low enough in rates to encourage a manufacturer to set up in business; besides, we shall have to wait a little while until the country is more thickly populated and the mines developed—then I think that manufacturing in north-west Manitoba will be a decided success.

Third. Our Canadian manufacturers, I believe, can secure the bulk of the trade of the Great West, provided they make first-class goods, that they try to meet the prices, and that they systematically look after the needs of the distributors and consumers of the wares that we make.

Fourth. We can best assist our friends in the West by standing shoulder to shoulder with them in their endeavor to get whatever they think, know and believe to be absolutely necessary to the good and welfare of their respective provinces. We can further help them by forgetting that politics ever existed and assist in electing men to govern our country broad enough and big enough to forget themselves and their own pockets, who are statesmen first, last and always, with their watchword "Canada for Canadians."

D. J. Waterous, of Waterous, Brantford.

First. The great purchasing power of the people.

Second. Would not think either likely to be good for varied manufacturing for many years to come.

Third and Fourth. By supplying the demand with goods that are best suited to the country, and by having them on the spot with live active men to push sales. In implements especially, samples, with repairs, to my mind, should be found in all towns having a population of 500 and up. If this was the case the manufacturers here in the east would soon notice the difference in the volume of business coming from our western people. Or, in other words, go after the business in exactly the same manner as the American manufacturers do.

W. H. Steele, of The W. H. Steele Co., Limited, Toronto.

First. The vast country and the up-to-date high class of goods sold in the West from Winnipeg to Vancouver.

Second. As to manufacturing centres my opinion is Winnipeg, Regina and Edmonton are the places for the manufacturers of the east to branch to.

Third. By having the manufacturers of the east build factories any place between Winnipeg and Edmonton according to their line of business.

Fourth. By establishing branch factories and warehouses and sending out good men, lots of capital and advocate more lines of railways.

Lucas, Steele & Bristol are now completing shipments of all their Aylmer Canned Goods and trust in the next week or ten days to finish shipments of Currants, Raisins, etc.

Their stock is now replete of all Foreign Goods and prompt shipment is guaranteed.

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

Closing Our Toronto Warehouse

To devote our attention to

Jersey Cream Yeast Cakes and
Our Standard Canning Factory

Toronto Warehouse to be closed Dec. 31.

Stock, which amounts to about $50,000, must be sold. Call at 9 Front St. East., we will try and make it worth your while.

LUMSDEN BROS., - - - - TORONTO

BROOMS

Our brands are:

"Standard" and "Signal"

The above brands are the best, we believe, on the market to-day. TRY a sample 6-DOZ LOT, and we know you will be pleased.

Crosse & Blackwell's Goods:

Just arrived, a full assortment, so send in your orders.

JAMES TURNER & CO.

Wholesale Grocers, = = = HAMILTON, ONT.

NEW EVAPORATED APRICOTS,
NEW EVAPORATED PEACHES,
NEW TAP. FIGS,

NOW IN STORE.

Thos. Kinnear & Co.,

Wholesale Grocers, - - 49 Front St. E., Toronto.

UNSOLICITED.

BROOKLYN, N.Y., Oct. 21, 1903.

A. F. MacLaren Imperial Cheese Co., Limited, Toronto, Canada.

GENTLEMEN,—

It gives me great pleasure to tell you what I think of MacLaren's Imperial Cheese.

My acquaintance with it dates back about six years, and in that time whenever I have used it for cooking or eating, it has always been just right. While essentially a cheese for eating, I have used it constantly in my lectures and demonstrating, because it is always the same in flavor and consistency and gives perfect results.

When cooking with it, I use one-third less than the recipe calls for, because from its richness less is required than is the case with store cheese.

One hears it said sometimes that MacLaren's Imperial is more costly than cheese bought by the pound, but I refute the statement, for MacLaren's Imperial Cheese can be used to the last crumb without a particle of waste or dryness.

I hope always to be able to obtain it for my own sake, as well as for its merit, for I know that I can depend upon it.

Yours very truly,

(Signed) LILY HAXWORTH.

Gold Medallist Graduate of National Training School of Cookery, London, England.

"NOTHING BETTER."

Business Changes

ONTARIO.

W. J. DACK, grocer, Toronto, has made an assignment to N. L. Martin & Co. A meeting of creditors was held on 17th inst.

G. Powell, grocer, Essex, is dead.

G. W. White, general merchant, Fargo, has sold out.

F. Commo, grocer, Chatham, has sold out to F. Charron.

F. Krapps, confectioner and fruit dealer, Hamilton, has sold out.

T. Daly, general merchant, Egmondville, has sold out to W. Aberhart.

J. H. Sudden, general merchant, Chatsworth, has sold out to W. G. Merriam.

The business of W. A. Day, general merchant, Port Stanley, is advertised for sale.

The stock of W. Peters, flour and feed dealer, Kingston, has been damaged by fire.

The stock of J. Buckley, grocer, Wingham, is being offered for sale at 50c. on the dollar.

The stock of The Tuckahoe Lithia Water Co., Limited, Toronto, was advertised for sale by auction on the 19th inst.

QUEBEC.

Charbonneau & Fils, grocers, Magog, have made an assignment.

J. C. Drewett, general merchant, St. Donat, is dead.

J. A. Milot, butter and cheese dealer, Three Rivers, is dead.

The assets of O. Blanchard, grocer, Granby, are to be sold.

J. Morris has registered the H. & H. cigar factory, Montreal.

Mme. C. Duplessis, grocer, St. Janvier, has made an assignment.

Baril & Piche, general merchants, Ste. Thecle, have dissolved partnership.

M. Boivin, general merchant, Girard, has sold out to J. C. Bissonnette.

The manufacturers of La Reina aerated waters, Montreal, have registered.

J. Trudeau, grocer and liquor dealer, Montreal, has sold out to J. W. Duhamel.

The assets of E. Dallaire, general merchant, St. Ludger, are to be sold on 25th inst.

W. J. Shea, confectioner, Westmount, has compromised, and is giving up business.

Beaudet & Boisclair, grocers, Victoriaville, have sold out to Langlois & Langlois.

Miller & Riopelle, general merchants, Ville Marie, have obtained an extension of time.

A meeting of the creditors of G. Hercure, general merchant, St. Paul's Bay, is announced.

The stock of J. Pigeon, general merchant, Beloeil, has been offered for sale at 65c. on the dollar, cash.

A meeting of the creditors of the estate of J. B. Beauchamp, grocer and hardware dealer, Montreal, was announced for 12th inst.

Messrs. Kent and Turcotte have been appointed curators for Longtin Bros. & Co., wholesale grocers and liquor dealers, St. Johns.

NEW BRUNSWICK.

B. K. Lisson, general merchant, Jeffrey, has sold out to W. Gregory.

The stock of H. E. Graves, general merchant, Harvey Bank, was sold by auction, on 12th inst.

S. C. Stewart, grocery and crockery dealer, St. Stephen, has sold out to Hughes & Maxwell.

The stock of J. Ogden, confectioner and fruit merchant, Port Elgin (deceased), including fixtures, is advertised for sale by tender.

A. Foster, grocer, St. John, has assigned to D. W. Duff; liabilities about $11,000, assets, $400; meeting of creditors called for 19th inst.

The stock of S. Aizanman, general merchant, Rexton, has been damaged by fire; also that of F. Jaillett, grocer, and E. McInerney, lobster packer, both of Rexton.

MANITOBA AND N.W.T.

H. J. Morrison, grocer, Napinka, has sold out to W. Scott.

M. E. Gray, general merchant, Neudorf, has sold out to The Neudorf Trading Co.

The stock of F. S. Beynon, grocer, Winnipeg, has been damaged by fire.

Hafl & McNab, grain dealers, Rosthern, have been succeeded by Hall, McNab & Co.

Dunn & Walker, general merchants, Rokeby, have dissolved partnership; A. H. Walker continues in business.

D. W. Dulmage, general merchant, Nutana, has transferred his stock to his sons, who are removing it to Saskatoon.

A meeting of the creditors of The Winnipeg Creamery and Produce Co., Limited, Winnipeg, was announced for the 17th inst.

P. L. Finklestein, general merchant, McGregor, has assigned to C. H. Newton, Winnipeg; meeting of creditors called for 20th inst.

The Stuartburn Trading Co., general merchants, Stuartburn, have dissolved partnership; L. Muldoware continues in business.

The stock of C. F. Wood, general merchant and lumber dealer., Treesbank, has been destroyed by fire.

NOVA SCOTIA.

The husband of Rebecca Fine, grocer and baker, Glace Bay, has registered his consent for her to do business in her own name at Hornesville.

BRITISH COLUMBIA.

The stock and premises of T. Embleton, grocer, Rossland, have been damaged by fire.

Large quantities of hickory nuts are being shipped to Montreal. The crop in Prince Edward, as well as Adolphustown, has been an unusually large one.

UPTON'S

JAMS, JELLIES,

—AND—

MARMALADE.

A MARMALADE WITHOUT A NAME AND A REPUTATION BEHIND IT IS LIKE A BENCH DOG WITHOUT A PEDIGREE.

UPTON'S GOODS HAVE BOTH THE NAME AND REPUTATION THAT WILL SATISFY THE MOST EXACTING CUSTOMERS.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,

SELLING AGENTS,

TORONTO.

IN STORE

NEW

Grenoble

WALNUTS

Tarragona

ALMONDS

Sicily

FILBERTS

PRICES RIGHT

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

OUTLOOK FOR THE COOKED MEAT TRADE.

A RECENT interview with an enterprising grocer elicited the interesting information that of the various departments of his business none had proved more popular or profitable that the cooked meat department. Three years ago the trade in cooked meats may be said to have been confined entirely to half-a-dozen staple lines, such as cooked ham, bologna sausage, corned beef, etc., with which everyone is familiar. To-day it has increased its former dimensions three fold. There are now on the market no less than 30 different kinds of cooked meats—jellied veal, turkey, chicken, ox-tongue, veal-tongue, lamb-tongue, pork tongue, tenderloin, hocks, brisket, cooked heart, pigs feet, spiced beef and pork, ham, pressed beef, head-cheese, minced meat, weiner sausages, ham, chicken and tongue, sausages, pork pies, and black and white pudding. Nor do these exhaust the list. In some of the largest establishments poultry is cooked to order, in season or out. You order a roast chicken or turkey, and in an incredibly short time it is delivered ready for the table.

A most interesting feature of the large up-to-date grocery is undoubtedly its process and cold-storage department. No longer do Canadian grocers need to import their prepared meats from the United States. Everything is now manufactured here. The cold-storage plant in many places is sufficiently large to keep meat for months ahead if necessary. In one compartment are stored the ordinary rounds of meat in which there is a regular daily turn over; in another are to be found as early as the month of November, legs of lamb and mutton and chickens frozen solid for next Spring's trade, when these articles will be scarce.

Not an ounce of anything is allowed to go to waste. Scraps go to the sausage-machine; certain of the by-products are manufactured into lard; livers, hearts and other serviceable morsels that cannot be used on the spot are put in pickle, and reach the consumer in the fulness of time under a nom de-plume.

The grocer in question when asked his opinion as to the possibilities of the cooked meat trade for the average retailer, shrugged his shoulders. There would be no trouble in creating a demand for cooked meats, he thought. Somehow or other, people nowadays are apt to catch at anything by which labor is lessened. If they can procure cooked meat at a reasonable price, particularly during the hot weather, other things being equal, they will buy rather than cook it themselves. This rule will not apply to country districts, where meat is cheap as a rule and every housewife prides herself upon her cooking.

A stock of cooked meats, such as cooked ham, spiced beef, bologna, chicken, sausage, and other lines, which will keep for considerable time, cannot but prove an attractive and valuable feature in any retail grocery establishment. Unless a grocer has proper cold-storage facilities however, he had better fight shy of the jellied meat trade. The ordinary refrigerator in which dairy produce, etc., is kept, will not answer. It must have compartments where the temperature can be adjusted to suit the article in storage. It is said that in a good cold-storage plant fowl can be preserved for ten years. A quick turn-over is the prime requisite. Jellied meats must reach the consumer within a day or two, else they begin to turn black and become practically worthless.

Where the grocer has the proper facilities and fairly large clientele the cooked meat trade should offer a good field for development.

Fattening of Chickens.

THE Dominion Department of Agriculture have illustration chicken-fattening stations located at Sandwich, Ont., Stanford, Que., Rogersville, N.B., East Amherst and Northeast Margaree, N.S., Alberton, Glenfinnan, Montague Bridge, Mount Stewart and Eldon, P.E.I. These illustration stations purchase chickens from the farmers for fattening. The stations have an equipment of fattening crates, shaping boards, etc. The chickens are fatted for 24 days in the crates, and at the completion of that time are starved 36 hours, killed by dislocation of the neck, pressed into a square shape and packed into boxes.

This year it is the intention of the Dominion Department of Agriculture to sell fatted farmers' chickens on all the principal Canadian markets and to show the consumers the improved quality of crate-fed chickens. Up to the present time no chickens have been exported by the department to Great Britain. The price received per pound is from 10 to 13 cents, plucked weight. This course will be pursued so that farmers in any part of Canada fattening their chickens can sell them to dealers who recognize the value of fatted chickens, and pay increased prices per pound for them.

Cheese Markets.

London, Ont., Nov. 14.—Four thousand and fifty boxes offered at cheese market to-day. No sales. Bidding from 10 to 10½c.

Canton, N.Y., Nov. 15.—Twin cheese, 10c.; butter, 21c.

Watertown, N.Y., Nov. 14.—Cheese sales, 3,500, at 10 to 10¼c. for large and small.

Belleville, Ont., Nov. 14.—At the meeting of the Cheese Board, held here to-day, there were offered 2,869 white and 290 colored, October and November make. Sales were: Watkins, 60; Alexander, 100; Hodgson, 625; at 10⅜c., and Hodgson, 120 at 10 5-16c.

THE PROVISION MARKETS.
Toronto.

There seems to be an easier tone to the provision markets this week. Some dealers are of the opinion that a quotable change has not yet taken place, while others hold that the market is a half-cent lower than recently. Dressed hogs are being bought cheaper now and are coming in in better quantities, and account in a measure for the easier tendency. The demand keeps fairly good, especially for the north, and promises to hold so at least till the close of navigation. We quote:

Long clear bacon, per lb	$ 0 09¾	$0 10¼
Smoked breakfast bacon, per lb	0 14	0 14¾
Roll bacon, per lb	0 10¼	0 10¾
Medium hams, per lb	0 13	0 13¾
Large hams, per lb	0 12	0 12¾
Shoulder hams, per lb	0 10	0 10¾
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	17 00	18 00
Short cut, per bbl	19 00	20 50
Shoulder mess pork, per bbl	15 50	16 50
Lard, tierces, per lb	....	0 08¾
" tubs "	....	0 08¾
" pails "	....	0 08¾
" compounds, per lb	0 07¾	0 08
Dressed hogs, light weights, per 100 lb	6 75	7 00
" heavy "	6 50	6 75
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	6 50	8 50
" front quarters	4 00	5 50
" choice carcases	....	7 00
" medium	5 00	5 50
" common	4 00	4 50
Mutton	5 00	6 00
Lamb	6 00	7 00
Veal	7 00	9 00

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

MINCE MEAT

We are pleased to tell you that our sales of Mince Meat are larger than ever. We regret some little delay in shipping orders, owing to the non-arrival of Choice California Raisins. These are now to hand and we can fill all orders. We say our Mince Meat is the finest on the market. Try it and see for yourself.

PUT UP IN

Kegs, 70 lbs.
Pails, 5, 12 and 27-lbs. each.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

Montreal.

The market for hog products is quiet and easy. There is a good trade in smoked meats, prices for bacon being steady and for hams firm. On the English market there has been a splendid demand during the last week for bacon. We quote :

Canadian short cut mess pork	$18 50	$20 00
American short cut clear	18 00	19 00
American fat back	19 00	20 00
Bacon, Wiltshire, per lb	0 13	0 14
Hams, per lb	0 12½	0 13
Extra plate beef, per bbl	11 00	12 00

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.,

Wilbert Hooey, Manager.

54 Noble St., TORONTO.

This cut represents No. 13. Phone Park 513.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

Lard is in good demand at prices noted in last issue. We quote :

"Boar's Head" brand		0 08⅜
Carloads, less		0 00½
20-lb. tin pails, tierce basis		
Half-bbls., over tierce		0 00½
60-lb. tubs, "		0 00½
20-lb. wood pails "		0 00½
10-lb. tins, "		0 00½
5-lb. tins, "		0 00½
3-lb. tins, "		0 01

Wood net, tin gross weight—

	Wood.	Tin.
1 to 25 pails	1 78	1 68
26 to 49 pails	1 76	1 66
50 pails and over	1 72½	1 62½

St. John N.B.

Pork, which is so much lower than a year ago, is having a free sale, though the unsteady market has somewhat taken the snap out of business. Beef does not show as great a difference. Prices are more even, tending rather easier. A steady trade is being done. Hams and rolls hold quite high. The business here is largely in the hands of local curers. Lard is very low, and while selling freely, is easy in price. Refined has shown a decline, but not so low in proportion. Fresh meats are easy. In western beef prices are lower than for some time. Domestic is dull. Lamb is plentiful and low. Mutton is freely offered. Pork is in light supply with prices easy. Poultry is more freely offered. We quote :

Mess pork, per bbl	$18 00	$19 00
Clear pork "	18 00	20 00
Plate beef "	13 00	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 05	0 06
Lamb "	0 05	0 06
Pork "	0 06	0 06½
Hams "	0 13	0 15
Rolls "	0 12	0 14
Lard, pure, tubs "	0 09½	0 10
" " pails "	0 09¾	0 10½
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09½
" Fairbank's refined, tubs, per lb	0 09½	0 09¾
" " " pails "	0 09¾	0 10

DAIRY PRODUCE

Toronto.

BUTTER.

The butter market this week has been slow, receipts of good quality stock being light. There has, however, been an improvement in the quantity of dairy butter coming forward owing to the closing of the cheese factories. The demand is good, both for creamery and good quality dairy. We quote :

	Per lb.	
Creamery prints	0 22	0 24
" solids, fresh	0 21	0 22
Dairy rolls, large	0 17	0 18
" prints	0 18	0 20
" in tubs, best	0 17	0 18
Under qualities	0 14	0 15

CHEESE.

The market for cheese is quiet and steady with no change from last week's quotations. We quote :

	Per lb.	
Cheese, large	0 11¼	0 11½
" twins	0 11½	0 11¾

Montreal.

BUTTER

The market continues firm, the demand being almost entirely for butter for local consumption. The Eastern Townships' make is small, and is being very readily snapped up. At present it is thought that the Eastern Townships' make is much less than last season. We quote finest Eastern Townships, 21 to 22c.; western, 20 to 21c.; fresh dairy rolls, 17 to 17½c.; dairy tubs, 14 to 15c.

CHEESE.

The local market is unchanged. The mild fresh make sells for 11 to 11½c.; Summer strong cheese, 12 to 12½c.

St. John, N.B.

BUTTER

There is little change in price. The market is quite well supplied. There is always a steady sale for really first-class stock. It is not, however, easy to get. It always commands a price. Creamery stock is scarce. We quote :

Butter, creamery prints, per lb	0 24	0 25
" creamery solids (fresh made), per lb	0 22	0 23
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 17	0 19

EGGS.

There is a steady sale at rather higher prices. Supplies are rather light. Dealers have to pay more attention to quality. We quote :

Eggs, new laid, per doz	0 20	0 22
" case stock, per doz	0 18	0 20

CHEESE.

There is but a fair supply. Twins are quite scarce. The market is quite firm. Present prices are thought to be full value. We quote :

Cheese, per lb	0 11½	0 12
" twins	0 12	0 12½

Mr. Potter, representing The N. K. Fairbank Co., is in the city this week.

Cheese.

DIFFERENT minds, different manners. It is the same with cheese, says London, Eng., Grocery. Every country has its own. England has its typical Cheddar, first made in the town of that name. Scotland has its blue cheese, not known outside its borders. Switzerland has Gruyere, which is made of goats' milk, and is full of holes caused by the gases during fermentation. An imitation "Gruyere" chese is at present being imported from America—more Free Trade. Brie is a popular French soft cheese ; and Camembert, originating in Normandy, is another. These cheeses are cured in caves, where the temperature never rises above 12 to 14 degrees. They are ready for marketing in May and November. Roquefort, a celebrated French cheese, is made from the mingled milk of goats and sheep that browse on the thyme-clad banks of the Arno. These cheeses are also ripened in caves, but the temperature is kept at 40 degrees. Akin to the Roquefort cheese is that called Gorgonzola, alleged to be made in Italy, after similar processes. It is milder than Roquefort, and not quite so good.

Provision Notes.

The Brockville Cheese Board complain that the Brockville brand is being used by outside factories.

To Canada belongs the honor of establishing the dead meat trade between America and Britain. Dickson Bros. first made this trade a success in 1873.

The arrivals of Canadian acttle at Liverpool up to November 1 have been 91,000, together with 30,000 sheep. This is double the supply for the corresponding period of last year.

Mr. W. E. Beith, of Carleton Place, cheesemaker, has purchased from Mr. R. E. McLenahan, the cheese factory at Tennyson, and purposes operating it himself next season.

You have noticed an increased demand for

Blue Ribbon *Ceylon* Tea

in common with every other Canadian grocer, otherwise your customers are going elsewhere for the good tea.

Push the Red Label Brand. Each Grocer our agent.

Tales of MAGIC

Let us tell you about

MAGIC BAKING POWDER

In the first place IT is **pure** and **wholesome**; secondly, IT is well advertised and an easy seller. IT does absolutely the best of work, and, what interests you particularly, **IT PAYS YOU A GOOD PROFIT.**

Order from your Jobber.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments Up to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

WHEN Nature laid out the vast prairies of the Great West and built its magnificent mountains He was in a bountiful spirit. The people of the Great West seem to have inherited the same spirit; towards us, at any rate, they exhibited it. It is true we were occasionally told that the east did not know as much about the Great West as it should, but the next moment they took us to their bosom and were lavish in their kindness towards us. I am sure that if we could have put the mountains in our trunks, rolled up the prairies like a scroll, and carried them away under our arms, we would have been welcome to them. As we were travelling along in a sort of free and easy style, without much regard to schedule time, the hour of our arrival at different points was by no means always certain. But this did not deter the citizens of several places from sitting up nearly all the night or waiting nearly all day for the purpose of giving us a hearty welcome. In one or two instances they waited fully 24 hours for us. The good people of Deloraine, for example, waited fully that long. When we reached that progressive and pretty little place, they had a feast prepared for us in the town hall, which reminded me of an old-time Methodist tea meeting on account of the multiplicity and variety of the good things with which a number of small tables were loaded in the hall, to say nothing of the cordial handshaking with which we were greeted. But their patient waiting seemed to have made all the keener their desire to entertain us. At any rate, if one place in the Great West exceeded all others in the warmth and heartiness of its entertainment, it was Deloraine. The vastness of the prairies and the magnificence of the mountains in the Great West are indelibly impressed upon our memory, but so is the hospitality of its people. Personally, I am in a quandary between two opinions as to what to admire most the Great West or its people.

* * *

If there are any doubting Thomases in Eastern Canada in regard to the fruit-growing possibilities of British Columbia I wish they would take a trip to that province about the same time of the year that we did. British Columbians do not boast a great deal about their grapes and peaches, but even these fruits are by no means foreign to that province, but when it comes to apples, pears and plums they do not hesitate to sing their praises. Their plums are delicious, but the particular pride of the British Columbians is in their apples. In size, these apples put Ontario fruit to blush. They are simply giants in the apple family, one of which, in some varieties, would be more than enough to satisfy the appetite of any apple stealing boy. Some of the apples seem by nature to be more designed for a family feast than for the appetite of an individual. Even the varieties common to Ontario and Quebec

The Chalet at Lake Louise.

Main Street, Winnipeg.

Messrs. Noel Marshall, J. M. Fortier, J. O. Thorn, and W. C. Gurney looking on.

YOUR XMAS STOCKS?

We are **WELL PREPARED** to fill your orders for **ALL LINES** of seasonable goods for **XMAS TRADE.** Our stocks are large, of well-assorted brands, and bought on the **LOWEST MARKETS,** enabling us to offer you the **BEST VALUES** and **LOWEST PRICES** in the trade.

ORDER AT ONCE—IF IN NEED OF ANY OF THE FOLLOWING LINES

FIGS **PRUNES** **NUTS**

DATES **PEELS**

CURRANTS **RAISINS**

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS, TORONTO.

when grown in British Columbia seem to become ambitious to conform to the peculiarities of the Pacific province and they invariably succeed, at least as far as I could see, and this I had a good opportunity of doing at the exhibition in

The end of Car 7 Major J. S. Hamilton on Duty on Reception Day.

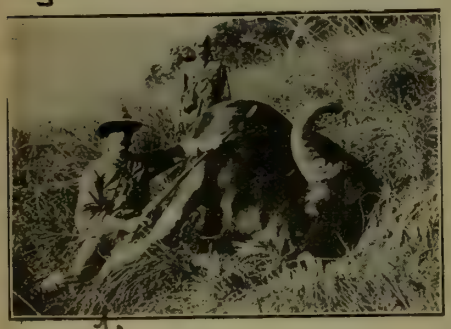
New Westminster, where the extent and variety of the display simply astonished our party. Eastern apples, like eastern people, when they go to British Columbia, seem to take on so much flesh as to in time become almost unrecognizable by their friends. The climate of British Columbia also imparts beautiful and delicate tints to the apples grown in that province. As to flavor and comparison with the fruit grown in Eastern Canada I am not competent to judge. Mr. Palmer, a well-known authority in British Columbia claimed that in point of flavor the apples in his province compared very well with those grown in the east, while the thicker skin which characterized them gave the western apple better cooking qualities. One thing at the New Westminster exhibition that astonished the most of us a great deal was a display of dried prunes grown and cured in that province. Mr. Palmer, who represented the Provincial Government, informed us that the prospects for the development of the prune industry in British Columbia was fairly good as far as climatic conditions were concerned. In some of the valleys in the interior Italian prunes were being grown extensively, and a year ago one firm had evaporated about 10,000 pounds, but what surprised us as much as the exhibit of provincial-grown and evaporated prunes was the packages which contained them. One lot, for example, was put up in a box which at some distant period or other contained California dried apricots, even the label being retained. Another was in the box of an eastern starch company, and again the original label was retained, while the third lot was packed in an old biscuit box. The quality of the prunes was not

Putting in time at Schreiber Messrs. J. P. Steedman, and F. M. Ellis in the foreground. Mr. A. Ramsay, of Montreal, can be seen in the background.

bad although no attempt had been made to size them, small and large being all packed together, but it struck us as poor judgment indeed that the fruit should have been packed in old, second-hand boxes.

TEA AND BIG GAME.

THROUGH the courtesy of Mr. P. C. Larkin THE GROCER is enabled to give to its readers the accompanying hunting scenes from the tea country of Southern India. The films for these pictures were received by Mr. Larkin from



A Bull Bison.

his friend, Mr. H. Drummond-Deane, of Peermaad Travancore, Southern India, and show a number of the beasts shot by the latter, near his estate, during the last two years. In most of the pictures Mr. Drummond-Deane is taken with his quarry. These include a bison bull, measuring 18½ hands at wither; two "bucks," Neilgherry hill goats, a bear, a tiger, and a black panther. Mr. Drummond-Deane is a tea planter of note, and is further distinguished as the inventor of the process, a process still in use, of making Ceylon and Indian green tea. From the pictures herewith published it may be gathered that Mr. Drummond-Deane is also a hunter of no little prowess.

CANADA'S BEET SUGAR INDUSTRY.

TO anyone who is interested in the development of the new industries of our country—and who is there that is not—nothing could be more enjoyable and at the same time more instructive than a visit to one of the beet sugar factories of Canada. Ontario can now boast of four beet sugar factories, located at Dresden, Wallaceburg, Berlin and Wiarton, and the Northwest factory at Raymond, Alta. The first three have a capacity of 600 tons of beets per day and the last, although it has at present a capacity of only 350 tons per day, is so constructed that with very little expense it can double its capacity.

An Indian Tiger.

Of course the first requirement for the success of the beet sugar factory is a plentiful supply of beets. To many, considering the fertility of our soil, this may seem a small matter, but when we consider that the Dresden factory can only obtain a supply of beets sufficient to keep their plant in operation for about six weeks in the year we see that it is a vital question. Let us look into this matter and see if it really pays the farmer to grow beets. The uniform price of beets this year is four dollars per ton for beets yielding 12 per cent. sugar; and an advance of 33 1-3 per cent. in price for every additional one per cent. of sugar in beets. Farmers can produce beets yielding as high as 20 per cent. sugar, and they can grow as many as from 15 to 20 tons to the acre. Taking the average price as $4 per ton and the yield as 15 tons to the acre, we have the farmer getting $60 per acre for growing beets. Now the farmer has two objections to growing beets: in the first case, he dislikes the work connected with beet growing; to get down on his knees and work among roots is always distasteful to the farmer (and especially to the hired man). To drive a binder or a mower is much more congenial work. In the second case, and probably this is the more serious objection, for the high price would probably counteract the first, he considers it impoverishes the soil. At first this objection seems to have considerable weight, for it must be admitted that beets take a great deal of nutriment out of the soil. On the other hand, scientists have found, and it is claimed that the agricultural college staff have reached the same conclusion from experiments, that the nutriment taken from the soil is mostly contained in the top of the beet where we find the green stalks. This, of course, is always cut off and thrown back into the soil. In the lower end of the beet is found the purest sugar juice.

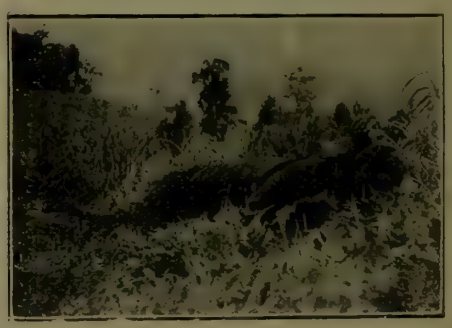
Neilgherry Hill Goats.

As to the price paid for beets, this is affected by the bounty paid by the Ontario Government. They refused at first to give any bounty to the beet sugar industries and it was only when the proposition was made to the Minister of

An Indian Bear.

Agriculture that the bounty should go directly to the farmer by guaranteeing him at least four dollars per ton that $75,000 was voted to be divided among the factories, according to their output. This sum was granted for three years. The manufacturers, some of whom had already bought beets for three dollars and three dollars and a half per ton, were compelled to pay a flat rate of at least four dollars per ton for beets of any description. This gave to the farmer a higher price than he would have otherwise received.

But to come back to the actual manufacture of the beets into sugar. At the Dresden factory, in which about a million dollars has been invested, the beets are stored in a building about 400 feet in length. This building is about 50 feet from the main factory. There are some dozen bins and in the middle of each bin there is what resembles a box drain. Through this a 12-inch stream of water is run; while the men shovel the beets into this they are carried to the main factory, and of course washed at the same time. They are then carried up to the cutters. Before passing into the cutter they are automatically weighed and the weight registered. In passing through the cutter they are cut or



A Black Panther.

--a package Tea to be right must be,

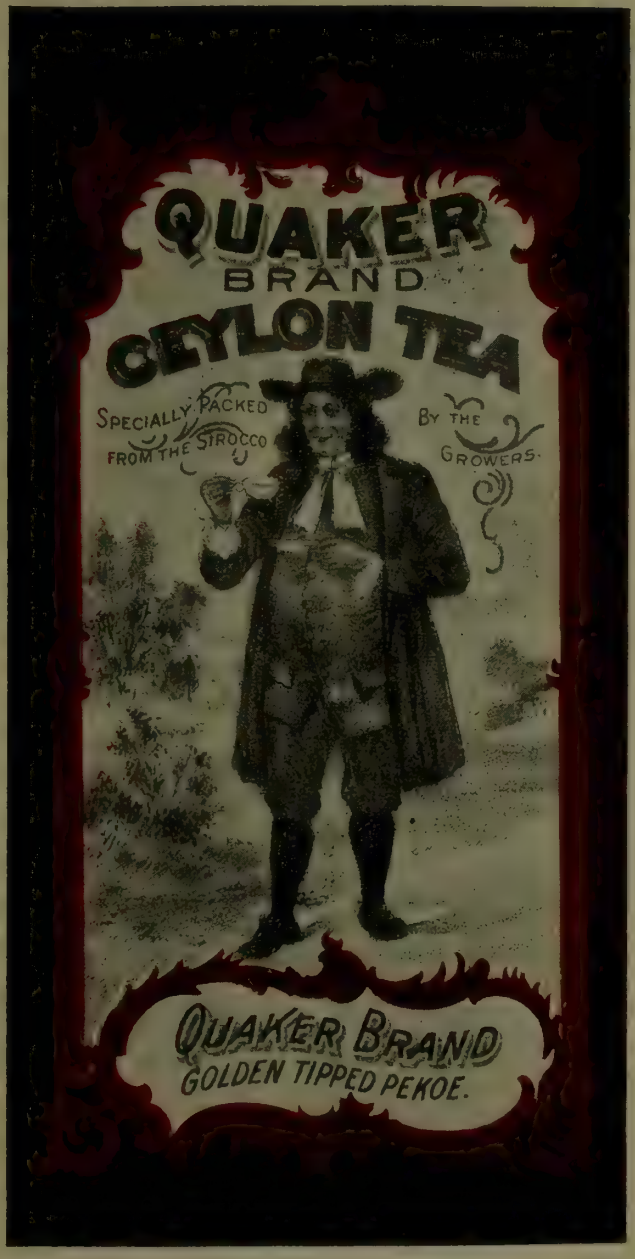
1st.—clean
2nd.—pure
3rd.—healthy and invigorating
4th.—attractively packed

"Quaker" Ceylon Tea

has
all
these
attributes

and

several
more.



"Quaker" Ceylon Tea

will (once tried)
hold
your
customers' trade.

Send for sample, try it, compare it with other lines, your verdict will be:

"Just what we wanted."

"Quaker" Ceylon Tea is packed—either Green or Black—½-lb. and 1-lb. lead packages—packed on the estate where grown.

☞ A post card will bring you sample with full particulars.

J. A. Mathewson & Co.,

Wholesale Agents for Canada.

MONTREAL, P.Q.

shredded into long strips about the size of an ordinary lead pencil. They then pass into a large vat and the sugar juice is taken out by running water through them. The juice is then conducted to the evaporator while the pulp is taken to the drying kiln. It might just be remarked here that this pulp makes an excellent feed for cattle and sells very readily for twelve dollars per ton.

Owing to the fact that the beet sugar factories last year produced sugar of a very fine crystal the belief has become prevalent that this is the only kind of sugar that can be produced from beets. This, however, is not the case, for sugar can be produced as coarse or fine as is wished.

The beet sugar industry should become an important factor in our country. When the farmers find that it is really profitable to grow beets, and when further developments have been made in cold storage, we may look forward to the time when the beet sugar factories will not be running for six weeks in the year, but for a much longer period; when the output will be greatly in excess of the 14,000 barrels per factory, as at present; and when the factories will be much more widely distributed.

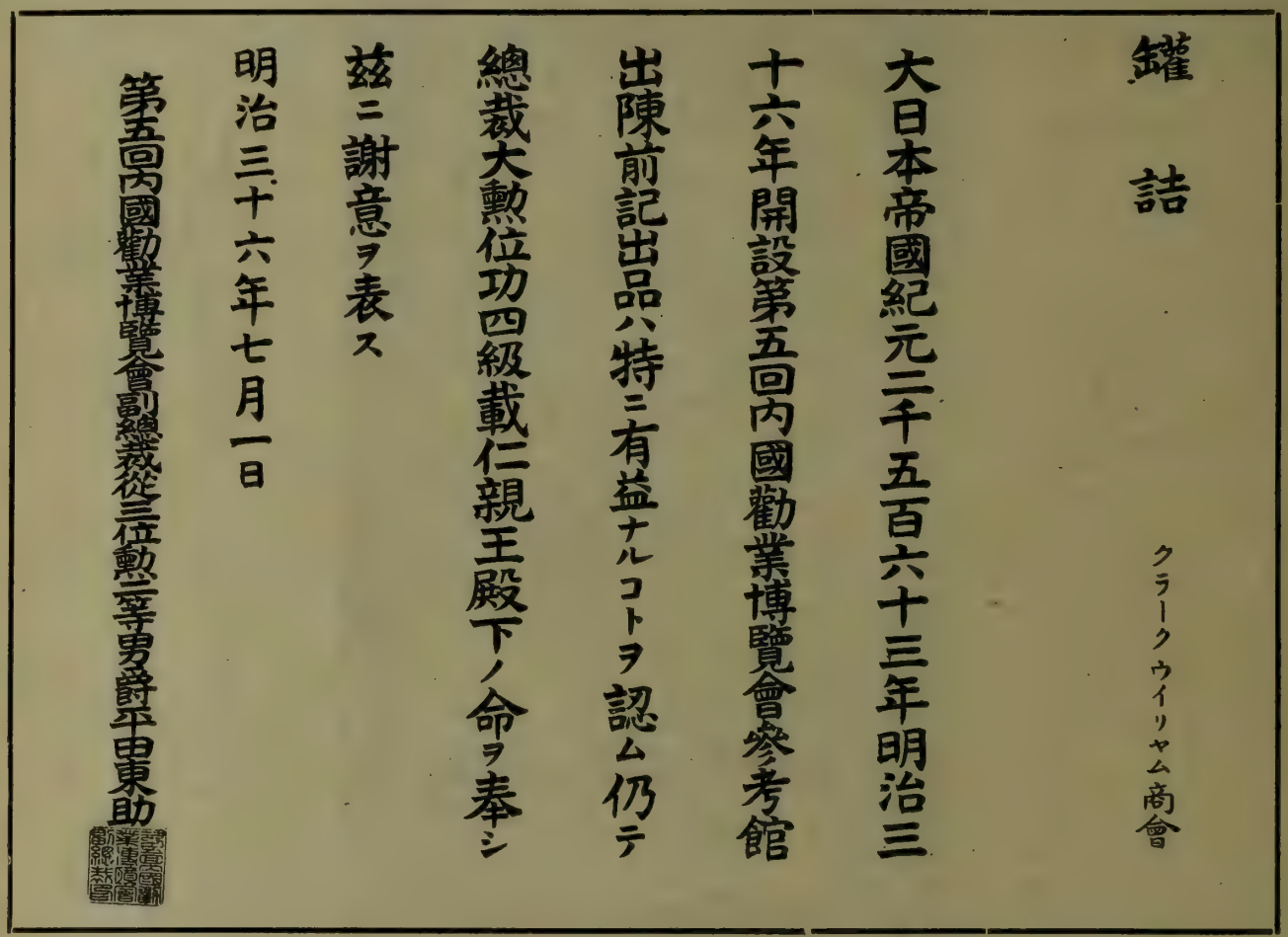
W. CLARK'S CANNED MEAT EXHIBIT.

THE Canadian exhibitors who made such creditable displays of Canadian products at the Osaka Exhibition are receiving the thanks of the Japanese authorities for the interest they took in the national exhibition. W. Clark, of Montreal, who made a fine exhibit of his canned meats, has received a letter of acknowledgment, a fac-simile of which appears herewith.

Translated (reading from left to right) it is as follows:

"Canned Meats,

"W. Clark, exhibitor,



"We, by the order of H.I.H. the Prince Kotohito, President of the Fifth National Industrial Exhibition of Japan, hereby express our thanks for the valuable display of the above-mentioned articles, which proved to be special object lessons to our people in the Canada Building of the Fifth National Industrial Exhibition, held in the 36th year of Meiji.

"(Signed) Baron Hirata,
Vice-President of the Fifth National Industrial Exhibition.

"The 1st day of the 7th month of the 36th year of Meiji."

ACCEPTABLE CHRISTMAS GIFT.

The MacLaren Imperial Cheese Co., Toronto, are packing, shipping and delivering, carriage paid, to any address in Great Britain, boxes of half a dozen or a dozen jars of Imperial Cheese, a truly Canadian product and a most acceptable gift; a gift also that shows that in cheese making Canada is second to none. Only the regular price is charged for either quantity of any size jar. The MacLaren Imperial Cheese Co. cannot guarantee delivery for Christmas of orders received after December 5. Cards sent with order will be enclosed in consignment.

MUSTARD AGENCY.

A firm of mustard manufacturers in England, who have been established over 150 years, are about to place their goods on this market. A good opportunity thus offers for a competent manufacturers' agent or wholesale house to secure this agency. Enquiries in our care will be forwarded.

Coffee has been cultivated in Venezuela only since 1879, and yet it is now that country's chief commercial product.

THE OLD RELIABLE

Absolutely Pure

THERE IS NO SUBSTITUTE

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit.

BROKERS AND RETAILERS.

COMPLAINT has been heard of late that brokers were dealing with the retail trade direct and quoting wholesale prices. The matter has been taken up by the Ontario Wholesale Grocers' Guild Executive, and a circular addressed to the brokers and manufacturers has been sent out by the secretary, Mr. T. B. Escott, asking for a definition of the position.

The circular reads as follows :

Gentlemen,—Doubtless you are aware that there are springing up in Canada several firms of retailers and others formed into a joint stock company, for the purpose of buying goods at the same price as legitimate wholesale grocers. Two of these firms have lately come into existence in Toronto, one in Hamilton and one in London. Their method of doing business is to divide the profits at stated intervals between themselves. This you can readily see is unfair to outside retailers who are not members of the companies; it is also unfair to the wholesale grocers who have capital invested and carry a large stock for the convenience of the retail trade. I think, therefore, that you will agree with me that the wholesale grocery trade is entitled to the support of the broker and manufacturer against such unfair competition, as these companies are practically co-operative concerns and any broker or manufacturer might just as well sell direct to the retail grocer as to sell to firms of this kind. They style themselves wholesale grocers, but it is plain that they are so only in name. It is my duty to ascertain from you, if possible, your attitude towards firms of this description, and whether or not you consider it proper for you to sell goods to them direct, and also whether you confine your business to the strictly wholesale grocer, or do you sell any of the retail trade in this province.

Factory of T. Upton & Co., Hamilton.

WELL KEPT FACTORY.

During the past season the factory of The T. Upton Co., Hamilton, has been the admiration of many visitors. The vines on the building presented a very pretty effect, and the rockery and floral decorations in the grounds surrounding it reflected great credit on the firm and their staff of employes.

Mr. R. T. Steele, of the firm of Messrs. Lucas, Steele & Co., and who has done excellent work in his position of president of the Hamilton Improvement Society, was enthusiastic in its praise when spoken to with reference to the matter. He described Upton's as one of the prettiest spots in Hamilton, and hoped it might prove an incentive to other factories to make a move in the same direction.

PRINCE EDWARD OYSTERS.

A new chapter has been opened in the oyster business of Summerside, says The Summerside Pioneer, by the importation recently of oysters from New Brunswick. While the imported article is very much inferior to the Richmond Bay and Bedeque oyster, it still counts, and the demand had to be filled somehow. So far, we understand, only a few barrels have been brought over, but if the scarcity continues, it is quite probable that more will follow. Our local fishermen report an unprecedented scarcity, while the windy weather has also contributed to the famine conditions. It looks now as if a rest of several years were required to bring the Richmond Bay Klondyke to its former status.

BEWARE OF MAN WITH TALL HAT.

A man with a high hat enters a grocery. He is smooth and suave. He bets the grocer that the high hat will hold five gallons of molasses. The grocer knows better, and the bet is made. The molasses is poured into the hat, which runs over before the five gallons are exhausted. The man is mad because he loses. He quarrels with the delighted grocer and presently, in an excess of rage, claps the hat on the grocer's head and pulls it down. Then he coolly cleans out the money drawer and hies away; the grocer meanwhile wildly struggling to relieve himself from his sticky extinguisher.

This is the neat little game that has been successfully played on an eastern tradesman, and grocers with molasses to waste and with tills to tap are warned to look out for it.—Cleveland Plain-Dealer.

TENDERS FOR ARMY SUPPLIES.

The War Office has forwarded to the Agricultural Department forms of tender for the supply of bread, forage, groceries, and meat to the troops in South Africa. Tenders must be received at Pretoria by January 19, and further particulars may be had on application to W. W. Moore, Agricultural Department, Ottawa. Canadians have a chance to supply bread, flour, yeast and baking powder, alfalfa, mealies, meal, oat hay, oats, bran, rock salt, linseed, sulphur, green fodder, dry grass for bedding, coffee, tea, chicory, sugar, salt, and pepper, and meats, fresh, frozen, and refrigerated.

BRANTFORD MERCHANTS ORGANIZE.

The retail merchants of Brantford met in the Council Chamber of the City Hall last week and completed the organization of an association. The Dominion secretary, Mr. E. M. Trowern,, and the provincial organizer, Mr. James Eadie, were present and addressed the meeting. The secretary briefly laid the aims and objects of the association before the meeting, and Mr. Eadie stated that he had called upon nearly all the merchants in the city and they had all expressed themselves as being favorable to having an association formed.

The election of officers was then proceeded with, with the following result :

President, E. S. Harris.
1st Vice-Pres., G. H. Day.
2nd Vice-Pres., C. Gress.
Treasurer, F. C. Harp.
Secretary, J. S. Howie.

ADVERTISING STARCH.

In a recent shipment consisting of an entire train load of starch, The Corn Products Co, of Oswego, N.Y., took advantage of the opportunity and distributed 50,000 sample packages of its products along the route. The train consisted of twenty-four cars, each of which was loaded with 35,000 pounds of starch, making a total of nearly 1,000,000 pounds. This was the largest shipment of its kind on record, and in small towns the inhabitants met the train in a body to receive the promised free package, and, incidentally, to give further evidence to the skeptical that advertising pays.

Pure Gold Flavoring Extracts

True to name. Make cookery "Like Mother's." The flavors of the fruits and flowers caught on the wing and bottled for fine trade. Well done, too. Buy the goods that increase your profitable trade.

Ask for our beautifully illustrated new catalogue.

PURE GOLD MFG. CO., TORONTO

LIMITED

Bar-le-Duc Jellies

We have in stock the following assortment:

—RED CURRANT
—WHITE "
—RED STRAWBERRY
—WHITE "
—MIRABELLES (Yellow Plum)
—GREEN GAGES
—PEACHES
—APRICOTS

These goods are packed in boxes of 1 doz. each. Sold by the best class grocery trade. They are well-known and served in all the principal clubs and hotels in the United States—usually served with cream cheese. They are a fine delicacy.

For reference as to how these goods are used, glance at the bills-of-fare of

Delmonico's,
Waldorf,
Holland,
Sherry's,
Martin's,

or all the principal first-class hotels.

HENRI JONAS & CO.

MONTREAL, P. Q.

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Ammonia.
Harvey, John T., Todmorden, Ont.

Baking Powder.
Gillett, E. W. Co., Toronto.
Lumsden Bros., Hamilton and Toronto.
McLaren, W. D., Montreal.
Royal Baking Powder Co., New York.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Canada Maple Exchange, Montreal.
Christie, Brown & Co., Toronto.
Crown Mfg. Co., Toronto.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Oakey, John, & Sons, London, Eng.
Reckitt's Blue—Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
Canadian Broom Co., Ottawa.
Turner, James, & Co., Hamilton.
Waterloo Broom and Brush Co., Waterloo, Ont.

Butter Tubs.
Woods, Walter, & Co., Hamilton.

Canned Goods
Anglo-British Columbia Packing Co., Vancouver, B.C.
British Columbia Packers' Ass'n, Vancouver, B.C.
Burlington Canning Co., Burlington, Ont.
Castle, F. J., Co., Ottawa.
Lucas, Steele & Bristol, Hamilton.
Todd, J. H., & Son, Toronto.

Cocoanut.
Schepp, L., Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Brener Bros., London, Ont.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Pitts, Wigle & Co., Kingsville, Ont.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoas and Chocolates.
Epps, James, Co., London, Eng.
Cowan Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Dawson Commission Co., Toronto.
Duck, Geo. H., Toronto.
Nicholson, E., Winnipeg.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Sipes, Milford, & Co., Detroit, Mich.
Stagg, M. G., & Co., Toronto.
Steele, M. B., Winnipeg.

Computing Scales.
Computing Scale Co. of Canada, Toronto
Toledo Computing Scale Co., Toledo.

Condensed Milk and Cream.
Canadian Condensed Milk Co., Toronto.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Financial Institutions.
Bradstreet Co.

Flours and Cereals
American Cereal Co., Peterborough, Ont.
Carter, G., Son & Co., St. Mary's, Ont.
Greig, Robt., Co., Toronto.
Keen, Robinson & Co., London, Eng.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont,

Fish.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.

Flavoring Extracts.
Greig Mfg. Co., Montreal.
Pure Gold Mfg. Co., Toronto.

Foreign Importers.
Kessel, F., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Chaput L., Fils & Cie., Montreal.
Clemes Bros., Toronto.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Gibb, W. A., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
McWilliam & Everist, Toronto.
Simpson, R. & J. H., Co., Guelph, Ont.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.
Tippet, A. P., & Co., Montreal.

General Groceries.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton
Turner, James, & Co., Hamilton.
Snowdon, Forbes & Co., Montreal.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.

Honey.
McWilliam & Everist, Toronto.

Hides.
Page, C. S., Hyde Park, Vt.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.
Bennett Mfg., Co., Pickering, Ont.
Dominion Show Case Co., Toronto.
Turner Bros. Co., Toronto,

Jams, Jellies, Etc.
Greig Mfg. Co., Montreal.
Jonas, Henri, & Co., Toronto.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Hamilton.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Mustard.
Colman, J. & J., London, Eng.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Peels.
Batger's—Rose & Laflamme, Montreal.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Ewing, S. H., & Sons, Montreal.
Colson, C. E., & Son, Montreal.
Lees & Langley, Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.
Turner, James, & Co., Hamilton.

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes, Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont

Powdered Lye.
Gillett, E. W., Co., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Snowdon, Forbes & Co., Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
Snowdon, Forbes & Co., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Eckardt, H. P., & Co., Toronto.
St. Lawrence Sugar Refining Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
Wiarton Beet Sugar Mfg. Co., Guelph.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Canada Brokerage Co., Toronto.
Ceylon Tea Traders' Ass'n.
"Commissioner" Tea, London, England.
Ewing, S. H. & A. S., Montreal.
Japan Tea Traders' Ass'n.
Marceau, E. D., Montreal.
Mathewson, J. A., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Snowdon, Forbes & Co., Montreal.
Wood, Thos., & Co., Montreal.

Vinegars.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Wines, Liquors and Beer.
Dominion Brewery Co., Toronto.
Hudon, Hebert & Cie., Montreal.

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Canada Paper Co., Toronto.

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There will be no half-way satisfaction when you sell Windsor Salt. "It is best for you and your customer, too." And we use the word "best" in its deepest meaning —best by test!

Pure, white, dry, crystaline. The Salt that doesn't cake because every particle of moisture is dried out. Sifted, not ground. "Best for you" because there is no half-way satisfaction in selling it.

Windsor Salt.

The Canadian Salt Co., Limited,
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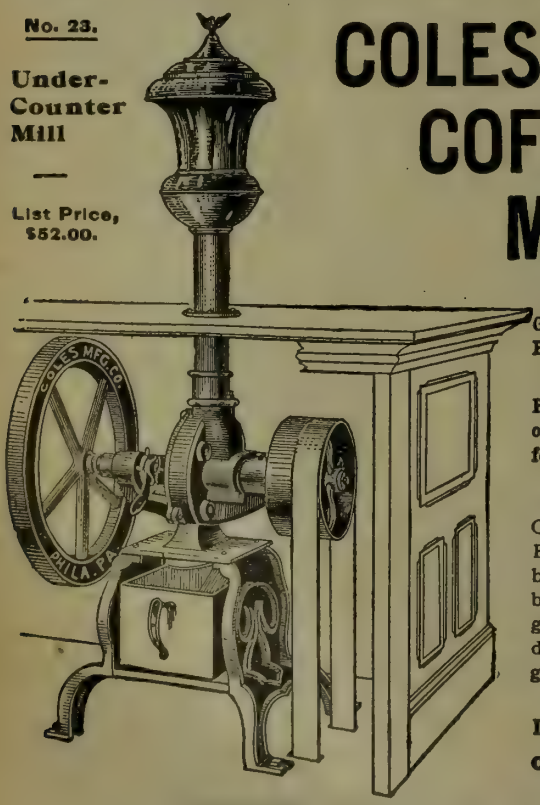
No. 23.

Under-Counter Mill

List Price, $52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

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Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

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A brain, nerve and muscle-building flour especially prepared for invalids, and particularly that large class who suffer from weak digestion, acidity of the stomach, etc.

Invaluable for Diabetes.

It contains all the nutritive elements of the wheat, and is as nearly free from starch as it is practicable to make a flour suited to general daily use.

All grocers have more or less call for this. No need now to pay fancy prices for foreign flours when the same can be obtained at home, and at half the cost.

Greig's Gluten Flour is put up in nice white cotton sacks. Trial size, 5 lbs. Regular size, 49 lbs. Also in barrels. Inquiries carefully responded to.

The Robert Greig Co., Limited, Toronto.

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

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A BUSINESS MEN'S PARLIAMENT.

THE indications point to a general election in the not distant future. The party organs are beginning to gather together their wares and dilate on the virtues of their friends and the iniquities of their enemies. The politicians are turning their attention to local organization, and are estimating the effects of the recent redistribution. Committee meetings are the order of the day, or rather of the night. All this portends what? That the battle is soon to be on and the country plunged into the excitement, pleasurable or otherwise, of a royal battle all along the line.

To the politician it is merely a battle, but to the ordinary business man and citizen it is or should be more. The board of directors of this great company of ours, which we delight to call the Dominion of Canada, are about to be elected. Every stockholder, no matter what the size of his share, has a vote and with the exception of in one province, only one. The directors in their five year term of office will raise and disburse something over $300,000,000 on our account. They will direct the policy of our business, decide on capital expenditure, pass by-laws for the regulation of the company's affairs, and generally transact the business which is transacted by the directors of a large and important company like ours.

In electing those directors we have rather peculiar notions. When we elect the directors of a bank or a loan company in which we are financially interested, we invariably choose the men who, by success achieved in their private affairs, have proved their fitness to take a place at the council board of the larger company. He may not be a brilliant talker, but he must be honest, he must be capable or we will not elect him to the directorate of our bank. But when we come to elect the directors of the company known as the Dominion of Canada, we forget all about the principles upon which we acted in choosing other directors. If he is a Liberal, if he is a Conservative, that settles it.

Need we wonder that so many misfits get elected to Parliament?

It is true that the party system prevails with us and is not without its advantages where there are important issues, but that only throws back the problem to the party convention. Why do not the parties bring out business men as candidates?

The blame rests in a measure with the business men themselves; with them rests also the remedy if they will but apply it. They have left the selection of candidates to the professional politicians. If they will turn out and take hold of the party organization they can insist on capable men as candidates.

The party conventions and nominations have in most constituencies not yet been held. There is time yet for the business community to make their influence felt in the selection of the men who are to represent us in the next Parliament. The great development which is just before us demands the trained experienced minds of men of affairs in our national councils. The next parliament should be known as the Business Men's Parliament. The business men of Canada can make it so if they go about it with sufficient energy and determination.

TRANSATLANTIC RATES.

THERE is a flurry among the transatlantic steamship lines owing to the fact that in pursuance of extensive colonization plans the Canadian Pacific is making through rates to the Northwest by means of its recently acquired steamers which cannot be approached by the New York and Boston lines. It is reported that the Canadian Pacific is making very low rates via Halifax and Portland and that the Morgan combination directors have freed the Dominion Line from all agreements in order to meet competition. This applies to Dominion Line's Portland and Montreal services, as its Boston service has been combined with the White Star Line.

If this rate competition results in increased immigration to Canada the rival companies will receive our national commendation and thanks.

FUNCTION OF THE MANAGER.

AN article in last week's GROCER suggests an inquiry into the true function of the manager or head of a business. Has he any right to so overload himself with detail as to be unable to spare the time necessary to receive courteously those who may have business with his firm? We venture to answer no.

The manager has no business to encumber himself with detail. There are plenty of men who, at nominal salaries, can be hired to do routine work. The work of the manager should be something higher. It is his business to organize his staff so that the routine work of the business may run on smoothly without his immediate and constant supervision. His subordinates should be given a share of responsibility and be made answerable for what has been put under their care. If the manager has failed to so organize his work he has demonstrated his incapacity for the managership, and should be relegated to a subordinate position, where he can exercise his talent for detail to advantage, and give place to a man who has a proper conception of his duties.

The manager's true function is the direction of the larger policy of the business, and this he cannot do properly if

his time is absorbed with matters of secondary importance. In managing a business the most enterprising and successful leaders have recognized the importance of the personal element. It is a great advantage for the manager to have the personal acquaintance of his customers, actual and possible. For one thing, he will, thereafter, be in a better position to understand their peculiar positions, and wants, and dispositions ; and, moreover, if he is a man of the right stamp he should win their personal confidence, esteem, and regard, a matter of more importance than some may be inclined to concede, as was instanced by an item in the columns of THE GROCER a few weeks ago of a merchant who had been the constant customer of one firm for over thirty years.

Again, the general conditions of trade, the requirements of the market, plans for extending the business, meeting the competition of rivals, are all subjects which should engage the attention of the manager, and are subjects which can only be adequately dealt with by a man who is in constant touch with his constituency, through meeting from day to day those with whom he has business relations.

CANADIAN CATTLE AT ST. LOUIS.

THE decision of the representatives of The Canadian Live Stock Associations not to take part in the St. Louis Exhibition under the present unfair conditions, is one, which although regretted, must be approved.

The stringent conditions governing the exhibition of cattle are such as put Canadians practically out in the cold. A daily newspaper commenting on the conditions says :

> They stipulate, to begin with, that every importer for exhibition purposes must be a citizen of the United States. Then the Customs regulations have been so arranged that if a Canadian animal at the show were to be sold it would be necessary for it to be brought all the way back to Canada before it could be shipped to the buyer, even if he lived only ten miles from the exhibition grounds. This would be necessary in order to collect the duty at the frontier. Further, it is stipulated that all cattle for exhibition must undergo the tuberculin test, but no provision is made for this test in Canada, while if made in St. Louis it would for a time spoil the most healthy animal for show purposes.

The fifty representatives of all the live stock associations in Canada at the meeting recently held at the Rossin House, Toronto, after fully discussing the situation, decided that unless the regulations of the Fair were modified to the same character as those of the World's Fair at Chicago and the Pan American at Buffalo, Canada would not be represented.

While it is desirable that our cattle should be represented at St. Louis our cattlemen are perfectly right in refusing to submit to unjust conditions. As our cattle carried everything before them at Chicago, and were still more signally successful at Buffalo, we are not absolutely dependent upon the St. Louis Fair for the reputation of our cattle.

The Canadian stockmen are perfectly content to exhibit if they are given equitable treatment, and since the meeting above referred to, the Canadian case has been submitted to the St. Louis authorities in black and white, and it is possible that a workable arrangement may yet be arrived at.

SUGGESTION IN DECORATIONS.

PEOPLE are influenced more largely than is generally supposed by suggestion. No one likes to be dictated to or told what to buy, but a delicate suggestion will often turn a customer's mind in a direction quite undreamed of before. In this fact lies the value of a well-conceived window and a cleverly arranged interior. The idea that she should have this or that is suggested to the customer by seeing the article displayed in a more or less attractive manner.

In planning out his campaign for the Christmas trade the grocer should never lose sight of the facts just noted. If he wants to sell seasonable goods he should make everything in his store suggest the season. Christmas should peep out from every corner in the store. Money spent in decorations is a good investment. Evergreens are always in good taste and smack of yuletide and the holiday season. Holly is not expensive, and at once brightens the appearance of the interior and reminds the beholder how a generous holly wreath tied with a bow of red ribbon would look hung over the mantel or in the window at home. A Christmas tree hung with articles from stock which would prove suitable for Christmas presents would be interesting to customers, while at the same time suggesting appropriate gifts for their friends. Everything which is not related to the Christmas trade should be put in the background, and everything of a holiday nature should be put forward and in a manner to suggest its use.

Once get people inspired with the enthusiasm of Christmas and tight purse strings will be unloosened with surprising readiness. People are always ready to buy if their imaginations are sufficiently stimulated. Your Christmas trade will be doubled if you can manage to make your store redolent with the suggestion of Christmas.

ASIATIC TRADE.

AMERICANS are growing alarmed over their declining trade with the Chinese Empire, and are looking askance at the advances Russia is making in that market, while rapidly estimating the lines in which the latter may prove a competitor.

The United States is keenly alive to the importance of the Oriental market, and the whole labyrinth of Russian diplomacy is directed to capturing this commercial prize. In a recent issue of THE GROCER an article from the pen of Mr. J. D. Allan directed attention to the marvellous possibilities of the Oriental market and the natural advantages of Canada in the matter of trade with the trans-Pacific nations.

The keen jealousy of the United States and the unswerving pertinacity of the Russian should be an inspiration for the Canadian. The trade is there, and we are in the most advantageous position, geographically, to secure it, if we will only go after it with sufficient determination.

The trouble with our transcontinental roads has been that by far the greatest amount of traffic has been eastbound. If we can develop this Oriental trade we will have a westbound traffic that will balance up matters and equalize freight rates.

There is only one thing to do, and that is, a vigorous campaign in the Oriental markets. The Government should take hold of the matter and establish commercial agencies there, through whom our manufacturers can get in touch with the merchants of Eastern Asia. The time should come when our Asiatic market is of no less importance than that of Europe.

PERSONAL MENTION.

Mr. J. E. Adams, for over 13 years in business in Omemee, has removed to Lindsay, having purchased the grocery and provision business of T. Blackwell.

Mr. C. W. Gregory, Western Ontario representative of Snowdon, Forbes & Co., Montreal, is at present confined to his home through illness, but expects shortly to be able to be among his customers.

Mr. P. E. Sobotker, representing Borden's Condensed Milk Co., New York, is in Montreal this week in the interests of his company. Mr. Sobotker is visiting the trade in company with Mr. W. H. Dunn, Montreal representative.

Mr. A. J. Williams, Montreal representative of Crosfield, Lampard, Clarke & Co., London, Calcutta and Colombo, is at present in New York. Mr. Williams left on Thursday, November 12, and will visit Philadelphia, Boston and other large eastern centres in the interests of Ceylon and Indian teas.

The High-Grade Coffee & Specialties Co., Ltd., of Ottawa, have opened up a branch office in Toronto, at 167 King street west, Princess Theatre building. The office will be in charge of Mr. R. J. Laughlin. An active campaign in this firm's goods will be made. The success of their brands in the home market has been such as to disprove the old saying, that "a prophet is not without honor save in his own country," and in Ottawa, where the goods are prepared, there are very few stores that do not handle them.

MET IN OTTAWA.

A representative of "The Grocer" when in Ottawa last week ran across a number of old travellers whose interests are directly connected with the grocery and provision trade. At the Grand Union were met Mr. John Christie, representing Carter, Galbraith & Co., Montreal. Mr. Christie has a reputation for knowing teas thoroughly, and as a salesman in that line his orders testify to his ability.

Mr. N. N. Munro, who has for many years represented The Hamilton Coffee & Spice Co., Hamilton, has been spending the past week in Ottawa, Hull and vicinity; and MacLaren's jelly powders, extracts, coffees and spices are in evidence in the stores. Mr. Munro's territory is between Toronto and Montreal. He is an old and experienced grocer and thoroughly knows what will sell and what is required.

Mr. F. W. Mallette, representing The Park, Blackwell Co., Ltd., Toronto, provision merchants, was visiting the trade in Ottawa during the week. Mr. Mallette, who represents his firm in Eastern Ontario, reports business most satisfactory.

Mr. A. J. Hughes, representing The Ozo Co., Ltd., Montreal, was met in Ottawa this week by a representative of "The Grocer." If the number of orders received testify to ability as a salesman, Mr. Hughes certainly holds his own.

SPECIALIZING IN SPECIALTIES.

Lumsden Bros., of Hamilton and Toronto, are closing out the general grocery end of their Toronto wholesale business, which will hereafter be handled by the Hamilton branch. In Toronto it is the intention of the firm to confine themselves to their own specialties, which will be pushed vigorously. The change will take place on December 31. It is rumored that Lumsden Bros. will build a larger canning factory next year. Mr. H. D. Reid will be in charge of the reorganized Toronto office and warehouse.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

The Eby, Blain Co., Ltd., are offering a decided Christmas novelty in their line of Christmas stockings. Grocers will find this one of the most profitable and quickest selling lines ever handled.

Three carloads of onions expected by McWilliam & Everist during the week will be sold at prices that will interest the trade.

H. P. Eckardt & Co. are selling shelled walnuts at a very low price.

The St. Lawrence Sugar Refinery Co. draw attention to the fact that their sugars are made from West Indian cane sugar.

McWilliam & Everist have paid special attention to their nut imports this season and buyers will find their stock worthy of attention.

The Eby, Blain Co., Ltd., report that they can now fill all orders promptly for match-safe tacks. Grocers interested in quick-selling Christmas novelties should get sample and quotations.

Henri Jonas & Co., Montreal, are offering their usual stock of crystallized fruits in fancy boxes and baskets. They report a splendid trade in fancy French syrups in decanters.

McWilliam & Everist expect the arrival of three cars of onions during the week.

"Simcoe" brand chicken soup may be had from H. P. Eckardt & Co.

Special prices are offered by Henri Jonas & Co., Montreal, on the balance of their Fall arrival of macaroni, vermicelli and spaghetti.

The F. J. Castle Co., Ltd., Ottawa, advise having filled all their orders in full for canned goods. They have still on hand a large supply of all lines. Dealers open will do well to communicate with them. See their ad. in another column.

The ad. of E. D. Marceau, in another part of this issue, is an interesting inducement to tea buyers. Values offered are specially low.

The attention of grocers handling fancy and high-class grocery specialties is directed to the ad. of Henri Jonas & Co., Montreal, in this week's issue. The goods advertised are exceptionally fine and adapted for fancy hotel, club and private family trade.

Neilson's Mince Meat in pails and tubs is on sale with The F. J. Castle Co., Ltd., Ottawa, who report that the quality of the goods is fast making friends for them in the east.

A full line of Rowat's Pickles, all grades and sizes, has been received by Joseph Grant, Ottawa. Buyers should place orders before cold weather sets in.

New crop Sicily filberts and Tarr. S.S. almonds are in stock with The Eby, Blain Co., Ltd.

Joseph Grant, wholesale grocer, Ottawa, has arriving next week two carloads of No. 1 Scotch herrings in barrels and half barrels, which he quotes at especially interesting figures.

Hudon, Hebert & Cie., Montreal, advise receipt of a round lot of "Sportsman" brand of sardines. As only about 600 cases of these desirable goods were received in Canada this year, catch being short, buyers should find them splendid value.

S. J. Major, Ottawa, advises receipt of carload of fine Japan tea, which he is offering at 17c. This price should clear out the line.

Cleaned currants (1902) in half cases, also 4-Crown layer raisins and finest selected valencias are offered this week by S. J. Major, wholesale grocer, Ottawa.

L. Chaput, Fils & Cie., Montreal, have a large assortment of table raisins in boxes and quarter boxes, in all grades. Also Malaga seeded raisins in 1-K. car. Also Malaga seeded raisins in 1-lb. cartons; sultanas, 1-lb.'s—all 1903 crop and offered at interesting prices.

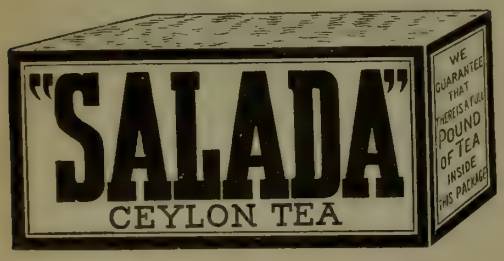
Trenor's 1902 Valencia raisins, cold-storage kept fruit, in good condition, are offered to the trade this week at 4¾c. per pound, by L. Chaput, Fils & Cie., Montreal.

The Wiarton Beet Sugar Co. inform the trade that their factory is in full operation and turning out an excellent grade of sugar.

So many grocers throughout Canada have shown their appreciation of the special pipe offer being made by W. B. Reid & Co., wholesale tobacconists, Toronto, that it is manifest that a pipe stock is likely to become with many grocers a regular feature. The liberal offer Reid & Co. make should be accepted.

. . . Have you noticed that the sale of the old time colored and doctored teas of "Japan" is rapidly becoming

A DEAD BUSINESS



"SALADA" Natural Leaf Ceylon Green Teas have met with such pronounced approval by a quality discerning public, as to have displaced "Japans" wherever they have come in competition. If you are not already aware of this "fact" you must be trading with your eyes shut.

Montreal.
St. John.
Halifax.
Winnipeg.
Vancouver.
New York.
Boston.
Chicago.
Buffalo.
Betroit.
Pittsburgh.
Cleveland.
Philadelphia.
Washington.
Indianapolis.
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco.

The Statistical Departments at Ottawa or Washington can readily supply the proof.

We would appreciate the opportunity of sending you a sample case, yes, and guaranteeing the sale.

Sealed Packets only. Same form as the famous Black Teas of "SALADA" Brand.

12 Million Packets sold annually. } **This is a certificate of character that none dare question**

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade

We would like to hear from the merchant who doesn't sell Celluloid Starch. We can put him in the way of making more money.

PUT

Celluloid Starch

Never Sticks Requires no Cooking.

in stock and let your customers know you have it. You'll get more trade from the better class of grocery-buyers in your neighborhood. The goodness of Celluloid Starch will reflect on your other lines.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, November 19, 1903.

GROCERIES.

OPTIMISM is the dominant tone on the street this week. Wholesalers report trade in all staple lines satisfactory and the volume of general business in excess of the corresponding week last year. Both wholesalers and retailers are confident as to the outlook. Collections are very fair. There are few changes to note in the markets for although conditions have shifted somewhat in some lines quotable changes are few. The interest in canned goods centres round corn now that the anxiety relative to tomatoes is relieved. Jobbers have not had their orders filled and a scarcity is anticipated. Coffees continue steady and firm on the local market with strong upward tendency in New York. Spices are still firm, while cloves and black pepper have advanced ¼c. per lb. on the London market. There is no change in the molasses and syrup situation. A fair demand is being met at recent quotations. Rice is quiet. The market is reported bare of finest imported Japan. Tapioca is strong and unchanged. Teas maintain the strong position recently developed. There is a demand locally for cheap teas. Japans are scarce and a fair demand is met for Indian and Ceylon. On the London market Indian has maintained position and Ceylon has strengthened. Foreign dried fruits are being forwarded to retail trade. Valencia raisins are stronger locally and currants are also firmer in consequence of advices from Patras. Bordeaux and Marbot walnuts have advanced 2 to 2½ frs. on primal markets. In sugars, an easier tendency developing in raws has imparted a weaker feeling to New York refined, which at latest advices was being shaded 5c. per 100 lb. for granulated; at time of writing the local market had not been affected. Maple Leaf granulated has been withdrawn from the local list. Berlin lists a No. 1 yellow.

CANNED GOODS.

Jobbing houses are still busy filling back orders for canned goods. Corn is the strong feature just at present and jobbers have not been able to have their orders filled in full by the canners. Tomato orders, however, are being filled all right. Prices are very firm in all the three staple lines, tomatoes, corn and peas. We quote:

Apples, 3's		0 80
" gallons		2 20
Asparagus		3 50
Beets, 2's		0 90
Beets, 3's		1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	0 90	1 00
Cherries, red, pitted, 2's		2 20
" white		2 40
Peas, 2's	0 87½	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's		0 95
" gallon		2 50
Rhubarb, 3's		1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's		1 00
Tomatoes, 3's		1 05
Lobster, talls		3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes		1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s		0 15
" " ½'s		0 23½
" Sportsman ¼'s		0 14
" ½'s		0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03¾	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies		1 00
Kippered herrings, domestic		1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "		9 00
" 14-lb. "		20 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "		6 00
English brawn, 1-lb.	1 50	1 60
Engilsh brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "		2 20
Soups and Boull, 2-lb. "		1 80
" 6-lb. "		4 50
Sliced smoked beef, ½'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

Locally the coffee market is strong and steady with practically no change since last writing. A very fair demand is being met from the retail trade. New York reports a strong market showing slight advances. We quote:

	Per lb.	
Green Rios, No. 7		0 07½
" " No. 6		0 08½
" " No. 5		0 08¾
" " No. 4		0 09¼
" " No. 3	0 10	0 11
Mocha	0 21	0 25
Java	0 22	0 30
Santos	0 10½	0 11½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 14	0 20

SUGAR.

The dulness noted in our last has been again the prevailing feature and there have been only small sales of raws to United States refiners, totalling about 1,000 tons centrifugals, on spot and to arrive, to The American Sugar Refining Co. These sales have been made on basis of 3 7-16c. duty paid, for 96 test. On this basis the offerings have been light, but an easier feeling has since developed and there are now no buyers at over 3 5-16c. Europe has developed an easier tendency, quotation for 88 beet now being 8s. 5½d., basis f.o.b. Hamburg, for November shipment. This is an equivalent to the parity of 83.78 for 96 test centrifugals, duty paid, New York. The weakness in raws has imparted a weaker feeling to the refined situation and latest advices are that New York refiners are shading granulated .05c. per 100 lb., but so far this has had no apparent effect upon the local situation in Canada, list prices remaining as last advised. The prevailing feeling, however, is one of extreme caution and purchases are only made for absolute requirements, which seems to be the wisest policy to pursue at present time.

Latest cable from Magdeburg, Germany, regarding the growing beet crop reads: "No change in the situation." And this tends to keep the market easy. At same time the apparent reason for the weakness in New York is the prospective ratification of the Cuban reciprocity treaty. When passed this will probably have the effect of releasing the greater part of the 124,500 tons held on the island, along with 23,400 tons in importers' hands at United States ports, and, naturally, pending a settlement of this long outstanding question, the tendency is for refiners and other buyers to hold off. As opposed to this there has been a further reduction in United States stocks by nearly 9,000 tons, receipts for week ending November 11 being 21,447 tons, with meltings maintained at former figures of 30,000 tons, leaving total stock in all hands 112,064, which is fully 73,000 tons less than same time last year. Combined stocks of Europe and America, at latest uneven dates, were 1,194,564 tons, a decrease against same period last year of 5,261 tons. Regarding list of quotations at foot, it will be observed that "Maple Leaf" granulated has been withdrawn from the list. We quote:

Paris lumps, in 50-lb. boxes	4 83
" in 100-lb. "	4 73
St. Lawrence granulated	4 18
Redpath's granulated	4 18
Acadia granulated	4 08
Berlin granulated	4 08
Standard granulated (Wallaceburg)	4 08
Crystal granulated (Wallaceburg), 1902	3 98
Imperial " (Dresden)	4 03
Beaver " (Wiarton)	4 03
Phoenix	4 03
Bright coffee	4 03
Bright yellow	3 88
No. 3 yellow	3 83
No. 2 "	3 78
No. 1 "	3 58
No. 1 " (Wallaceburg)	3 48
No. 1 " (Berlin)	3 48

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES

The market generally is firm and the expectations are for higher prices. As it is cloves are up ¼c. per lb. in London, and Singapore black pepper is also up ¼c. Cocoa butter is considerably dearer. Locally, wholesalers are meeting with a fairly good demand. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 20	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

The situation locally is little changed from last writing. There is a fairly good demand, especially for corn syrup. In New Orleans there has been a good demand for attractive grocery grades molasses, with light offerings. In New York the syrup market has been quiet on former basis. We quote:

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Bright		

YOUR CANDY TRADE

builds itself up fast if you sell

McGregor-Harris

Confectionery. Purity of material, years of experience, perfect machinery, are reasons for the wonderful expansion of our candy trade. Sell confectionery that will make you a name in your community.

Write us to-day a letter of inquiry re Xmas offerings.

McGregor-Harris Co., Limited

33 Pearl St., TORONTO.

We are the people who make "Quaker" Marmalade

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs

Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., ... Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Corn syrup, bbl., per lb.		0 02¾
" ½ bbls., "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 20	0 30
" open kettle	0 45	0 50
Barbados	0 47½	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

RICE AND TAPIOCA.

The demand for these lines is quiet. There is practically no finest imported Japan rice in stock. There are, however, considerable stocks of English milled rice. Tapioca is strong and unchanged. We quote :

	Per lb.		Per lb.
Rice, stand. B...	0 03¾	Sago	0 03¾ 0 04
Patna	0 05 0 05½	Tapioca	0 03½ 0 03¾
Japan	0 05½ 0 06	Carolina	0 10

TEAS

The tea market continues strong. Locally buyers are still looking for cheap teas and have had to advance a little to get them. Teas for price are up quite ½c. on recent values. Japans are in poor supply. Ceylon and Indian blacks continue very strong, with prices fully maintained, and teas with good cup quality are scarce. Ceylon and Indian greens are unchanged, fair supply with considerable business doing in these sorts. On the London market Indians maintain their position, with fair receipts, and Ceylons are perhaps a little stronger in consequence of diminishing offerings. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
" caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
" Assam Pekoes	0 20	0 40
" Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
" Pekoes	0 27	0 30
" Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" " half-chests, ordinary firsts	0 22	0 28
" Young Hyson, cases, sifted, extra firsts	0 42	0 50
" " cases, small leaf, firsts	0 35	0 40
" " half-chests, ordinary firsts	0 28	0 38
" " " seconds		0 23
" " " thirds	0 16	0 18
" " " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" " half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
" Choice	0 33	0 37
" Finest	0 30	0 32
" Fine	0 27	0 30
" Good medium	0 25	0 28
" Medium	0 21	0 23
" Good common		0 20
" Common		0 19

FOREIGN DRIED FRUITS.

The advance in Valencia raisins announced last week has stiffened the knees of some wholesalers who were disposed to shade prices. Valencias are at present quite firm. Currants are firming up. Advices from Patras announce an advance of 3d. to 6d. per cwt. on Filiatra fruit. Higher grades have not advanced in equal proportions. There is no new feature in California fruit. Importations have ceased now and not much more in the jobbing line will be done till after Christmas. A cable from Bordeaux advises shipment of new Bordeaux and Marbot walnuts. The market is considerably stronger, showing an advance of 2½ frs. on Bordeaux and 2frs. on Marbot walnuts. The first dates arrived in New York this last week and will be at hand shortly. Wholesalers continue to report filling of back orders for dried fruits. The splendid quality this year, one remarked, would probably result in large consumption. We quote :

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,

VICTORIA, B. C.

Represented in the Orient by Mr. A. R. Tufts, with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.

Our facilities for doing business are second to none.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of ...

Skinner's Queensland Turtle Soup

Dealers in ...

Fraser River Canned Salmon

British Columbia Herrings

IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

The popularity of our seal quarts is evidensed by our sales. Are you handling this up-to-date style of package? The housekeeper's verdict being, it pays to get the big bottle.

Are you still using soap in bath or have you reached that pinnacle of fashion where Perfumed Toilet Ammonia is craved for?

JOHN C. HARVEY,

Manufacturing Chemist, Todmorden, Ont.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

Do you use .. FOSTER'S POTS?

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.

A post card brings price list and all particulars.

The FOSTER POTTERY CO.

HAMILTON, ONT. Limited

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 05 up	Vostizzas	0 07 0 08
Patras	0 06½ 0 06¾		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 07 0 08
" selected	0 07½ 0 09
" selected layers	0 08 0 09½
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards	0 07½ 0 08
Sairs	0 04½ 0 04¾		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04½	60-70s	0 07 0 07½
90-100s	0 04¾ 0 05½	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 04	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

NUTS.

Hickory nuts, per basket	0 65 0 75
Cocoanuts, per sack	4 00

COUNTRY PRODUCE.

EGGS.

The receipt of strictly fresh stock for local requirements are small and buyers are now filling orders with cold storage stock. There is a very good steady demand, especially for what newly-laid are coming to hand. Prices are fully maintained with an upward tendency. Candled are firm and pickled a little stronger. We quote :

Eggs, strictly new laid, per doz	0 23 0 24
" candled, per doz	0 20 0 21
" pickled, per doz	0 18 0 19

WHITE BEANS.

A good active demand, especially from the north, is reported for white beans. Beans are coming forward somewhat better and prices are maintained at about previous quotations. We quote :

Beans, mixed, per bush	1 50
" prime, "	1 75 1 80
" handpicked, per bush	1 90 2 00

HONEY

The honey market shows no particular features this week. The enquiries are not very heavy but prices are maintained on recent basis. We quote :

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz	1 00 1 50

DRIED APPLES.

The dried apple market continues featureless. We quote :

Apples, dried, per lb	0 03½ 0 04
" evaporated	0 06 0 06½

POULTRY.

There is little change in the poultry situation. The receipts are fair and about on a par with the demand. Chickens and geese show a slightly firmer tendency. We quote :

Chickens, live per lb	0 07 0 08
Old hens " "	0 05
Ducks " "	0 08 0 09
Turkeys " "	0 09 0 10
Chickens, dressed, per lb	0 09 0 10
Old hens, " "	0 06 0 07
Turkeys, " "	0 11 0 12
Geese, " "	0 06 0 08
Ducks, " "	0 09 0 11

FISH.

Trade in fish is very well maintained. Supplies continue quite ample, while a very satisfactory demand is met with. Finan haddie are quoted at 8½ to 9, and bloaters at $1.25 per box. No other changes are noted. We quote :

Whitefish, frozen, per lb	0 08
Trout, frozen, per lb	0 08
Herrings, fresh, per lb	0 07
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 05
Mackerel, each	0 20
Haddock, per lb	0 07
Cod, per lb	0 08
Finnan haddies, per lb	0 08½ 0 09
Bloaters, per box	1 25
Oysters, standard, per small pail	4 05
" selects "	5 25

GREEN FRUITS.

The green fruit market is not showing any great activity just at present. Oranges and lemons, however, are being called for in very fair volume and from all accounts apples are meeting with a very good demand. A few choice California tomatoes to take the place of the Canadian article now off the market were seen this week. They sell at from $2.50 to $3 per box of 20 lb. net. Jamaica oranges are a little easier. We quote :

Jamaica oranges, per bbl	5 00
Florida " per box	3 75
Bananas, large bunches	2 00 2 75
" small bunches	1 25 1 50
Verdilli lemons, 360's, per box	3 50
Florida " "	4 50 5 50
California lemons, per box	5 00
Apples, per bbl	1 50 2 50
Pears, winter varieties, per basket	0 25 0 40
Almeria grapes, per keg	5 50 6 50
Florida grape fruit, per box	6 00 6 50
Cranberries, dark, Cape Cod, per bbl	10 00
" " " per case	3 50 3 75
" Jersey, per bbl	9 50
Limes, per case	1 25

VEGETABLES.

The vegetable market has been dull this week partly on account of the large quantities being sold from door to door. Potatoes are meeting with a large demand for Winter use, turnips also are well enquired for. Onions are slightly easier, while radishes, mushrooms and mint are more scarce and higher. Celery is not so high as it has been and pumpkins are dull and lower. We quote :

Cabbage, per doz	0 40 0 50
" red, per doz	0 40 0 75
Potatoes, per bag	0 70
Potatoes, per bag, car lots	0 55 0 60
Sweet potatoes, per bbl	3 00 4 25
Onions, per basket	0 30 0 40
Onions, per bag	1 25 1 40
Spanish onions, per crate	1 00
Spanish onions, large cases	2 50
Bunch lettuce, per doz bunches	0 30
Radishes, per doz. bunches	0 35 0 50
Mushrooms, per lb.	0 60 0 75
Mint, per doz bunches	0 20
Parsley, "	0 20
Spinach, per bush	0 50
Beets, per bush	0 40
Cauliflowers, per doz	0 75 1 50
Carrots, per bag	0 50
Parsnips, per bag	0 65
Vegetable marrows, per doz	0 40 0 75
Celery, per doz	0 25 0 75
Butter squash, per doz	0 50 1 25
Hubbard squash, per doz	0 75 1 25
Pumpkins, per doz	0 75 1 25
Yellow turnips, per bag	0 35
White turnips, per doz	0 15 0 25
Oyster plants "	0 20 0 30
Leeks, per doz	0 30
Sage, per doz	0 10
Savoury, per doz	0 10
Citrons, per doz	0 50 1 00
Artichokes, per bush	0 75

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.

The grain markets are generally quiet this week and prices a little easier. Manitoba wheat No. 1 hard, has dropped ½ to 1½c. Manitoba northern is 2 to 3½c. easier. Oats are 1c. firmer. Peas are 1c. easier. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	0 91½ 0 92½
" " Northern " "	0 86 0 86½
Red, per bushel, on track Toronto	0 81 0 81½
White " " "	0 81½ 0 82
Barley " " "	0 44 0 48
Oats " " "	0 33 0 34
Peas " " "	0 66 0 67
Buckwheat " " "	0 47
Rye, per bushel, " " "	0 56 0 57

FLOUR.

The market in flour continues good. Last week's prices remain unchanged. We quote :

Ontario patents, per bbl	3 70 3 95
Hungarian patents "	4 20 4 40
Manitoba bakers' "	4 00 4 15
Straight roller, "	3 50 3 60

BREAKFAST FOODS.

Owing to the close of navigation there is a big demand for cereals. Prices are the same as last week. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 50
" " " " in wood	3 90
" " " " for broken lots	4 00
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 25
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

Business continues very dull this week. This is especially noticeable in hides. Our quotations are :

HIDES.

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 08
" 2 " "	0 07
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 75

WOOL.

Unwashed wool, per lb	0 09 0 10
Fleece wool, "	0 16 0 17½
Pulled wools, super, per lb	0 17 0 19
" extra "	0 20 0 21
Tallow, per lb	0 04½ 0 05

QUEBEC MARKETS.

Montreal, November 19, 1903.

GROCERIES.

TRADE during the week has been rather on the quiet side. Travellers' reports, while fairly encouraging, do not show the plenitude of orders that might be expected towards close of navigation. Remittances are reported as fairly satisfactory on the whole, very few renewals being asked on the 4th. In teas the market has shown a dullness not noticeable for many months, very few large orders having been booked. All brokers report trade very quiet and no special feature to enlarge upon. The demand for Ceylon and Indian greens seems to have eased off. Japans continue firm with fair number of inquiries for common to medium ; stocks are light and closely held. China blacks and greens are quiet. The sugar market is dull and little is doing. The fluctuations in beets are too trifling to make any change here. Molasses is a little easier in Barbados grade, though trade is dull, unusually so, and jobbers can only attribute the falling off in orders to the high prices ruling and the trade taking up corn syrups. Coffees continue firm ; prices locally are generally advanced from 1 to 2c. per lb. Spices of all kinds are high with exception of ginger. Singapore pepper is reported 120,000 bags short of last year's crop and higher figures must follow. In canned goods the interesting feature has been the buying in by brokers and others of corn, one dealer having turned over 1,000 cases at 92½c. net. Jobbers generally are asking $1 and some even holding out for $1.05. It is claimed that a good deal of the buying was for Canadian canners' account, to fill orders in full. The foreign dried fruit trade is

fair. New dates have made their appearance with some of the jobbers. Grenoble walnuts are receiving attention as it is rumored that Mr. Carret, of Tullins, is following in the footsteps of Messrs. E. M. Dadelzsen & Co., Bordeaux, with a view of cornering the supply. Figs are turned over freely. In green fruits no changes are noted. Apple shipments to Liverpool and other English ports are of record character, though prices have dropped 1s. per bbl. abroad. Spanish onions in cases are firm. Crates are all sold. Rice and tapioca are quiet. A good trade in fish has been done during the week. Frozen western fish are coming in now, the fresh fishing being finished. Oysters are arriving freely though only in common grades. Vegetables are quiet, potatoes ruling somewhat easier on account of the mild weather prevailing lately.

Deliveries of eggs are now almost nil and advanced prices are being cheerfully paid. The bean market seems to have found its level at prices quoted below. Dealers continue to complain that they cannot get any buckwheat honey, for which there is a constant enquiry. The association of makers of evaporated apples expired on November 15 and individual makers are now free to offer at independent figures. The flour market is quiet at the decline noted in last issue. Pot and pearl barley are scarce and hard to obtain. Heavy deliveries of oats are expected from the West next week, but at time of writing there is very little doing. The hide market is now very quiet after weeks of exceptional activity. Unless United States prices show a rally there is apt to be a slump on the local market.

SUGAR

The markets are very quiet and buying is done in very small quantities. In fact the market is featureless. New York raw sugar quotations gre steady. The Russian sugars that have lately come to hand have been placed principally in the hands of the manufacturing trade and in no way affect local conditions. We quote :

Granulated, bags and bbls	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, boxes and bbls	4 65
" " ½-boxes and 1½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50-lb. boxes	4 50

The Pioneer Beet Sugar Co. of Canada. Capital, $500,000 00.

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GRANULATED SUGARS

of the **highest quality** and **purity,** made by the latest process. Put up in barrels and 100-lb. sacks.

"BEAVER" BRAND

THE WIARTON BEET SUGAR MFG. CO., Limited, WIARTON, ONT.

"Malaga Fruits"

Now in store, Ex. SS. Bellona, **3,005** boxes and quarter boxes finest quality TABLE RAISINS, shipped by F. C. Bevan & Co.

New Grenoble Walnuts (Pure Mayettes).

New Golden Hallowee Dates.

New California Seeded Raisins, one pound.

Always at your disposal. Let us hear from you. Quick shippers.

L. Chaput, Fils & Cie.,

Wholesale Grocers,

Importers Teas, Coffees, Wines and Liquors,

Montreal.

ESTABLISHED 1842.

Domino lumps, boxes and bbls		4 55
" ½-boxes and ½-bbls		4 65
Phoenix		3 95
Cream		3 80
Bright coffee		3 80
" yellow		3 80
No. 3 yellow		3 70
No. 2 "		3 50
No. 1 " bags and bbls	3 35	3 40
Raw Trinidad		3 15
Trinidad crystals	3 20	3 25

SYRUPS AND MOLASSES.

A fair business is being done in corn syrup. The high prices ruling for Barbados molasses during the past three or four months have thrown the trade into using corn syrups.

We are advised this morning from a large manufacturer of Barbados molasses that prices are a trifle easier. Local jobbers are still asking from 39 to 41c. for good quality Barbados. We quote :

Barbados, in puncheons, old		0 42
" new	0 43	0 44
" in barrels	0 42½	0 44½
" in half-barrels	0 43½	0 45½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls		0 02¾
" ½-bbls	0 02¾	0 03
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

TEAS.

The situation in tea during the past week has been a very quiet one. Ceylon blacks are in fairly good demand and London markets are reported strong with an advance of ½d. in common. Indians are in fairly good demand with no change in prices to report. In China blacks everything has been cleared up in London under 5d. at auction, or equal to 6d. here. Japans continue firm. Good medium quality is reported at 18½, while finer grades are ranging from 21 to 23c. We quote :

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14½	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

Maracaibos are reported an advance of ½c. in New York this week. Other coffees unchanged and firm at the late advance. Mostly all the grinders here have advanced their prices and as the statistical position is strong the chances are for maintenance of the advanced prices for some time. We quote :

Good cucutas	0 09	0 09½
Choice "	0 11½	0 12½
Jamaica coffee	0 08	0 10½
Java	0 17½	0 22

SPICES.

Spices of all kinds are very firm with higher prices in view for everything except ginger. Cloves are still keeping up at a high figure. Singapore pepper. — The world visible supply is 120,000 bags less than this time last year and this shortage largely accounts for the high prices ruling. 15c. f.o.b. New York for black Singapore pepper, and 20 to 25c. for Zanzibar cloves are looked upon as the likely prices that will have to be paid before many more months are over. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13
Ginger, ground Japan		0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14
Cassin	0 14	0 16

RICE AND TAPIOCA

Business in these lines is very quiet. No changes are reported since last week, though the recent advance in tapioca has put a better feeling in the trade in these lines. We quote :

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½

In the open territory prices are about 10c. less

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25

Tapioca, medium pearl	0 02¾	0 03
" seed pearl	0 03	0 03¼
" flake		4 00
Imported Italian		0 09
Fancy Head Carolina		0 10

CANNED GOODS

The feature this week in canned goods has been a strong demand for corn. The jobbers are asking $1 to $1.05. There has been considerable buying done for outside account, and we are advised of the sale of 1,000 cases at 90c. to 92½c. net. The general feeling among the trade is that corn will see still higher figures. Tomatoes are quoted at $1 to $1.05. Salmon continues scarce and although there is no change reported from last week there is a disposition to hold out for somewhat higher figures. We quote :

Tomatoes		1 05
Corn		1 00
Peas	0 87½	1 40
String beans	0 82½	0 85
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 40	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 40
Sugar beets	0 90	1 00
Salmon, pink	0 90	0 95
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

FOREIGN DRIED FRUITS.

Enquiries for carload lots of Valencia raisins have been received from Winnipeg during the week which local jobbers have been unable to accept, owing to the first and further arrivals being well-booked up. In currants, the market continues much as before notwithstanding that over 30,000 tons have been taken off the Patras market under retention of the currant bank laws. When it is considered that Canadians use only 2,000 tons per annum the amount that is withdrawn may be appreciated. Early reaction is looked

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INCREASE YOUR TRADE. WRITE ME.
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To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

THE
Burlington Canning Co.
Burlington, Ont. Limited

Manufacturers of

ALL KINDS OF CANNED GOODS

Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.

All goods under "Burlington Brand" are strictly first class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

for. Grenoble walnuts.—It is rumored that Mr. Carret, of Tullins, following in the footsteps of Messrs. E. M. Dadelszen & Co., Bordeaux, is this year buying with a view of a corner. The result has been an advance from a minimum of 61 frs. per 100 kilos, to 80 frs. per 100 kilos. The latter price, however, has by no means prohibited the consumption. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases	0 05
" " cleaned	0 05½
" " in 1-lb. cartons	0 06
Finest Vostizzas "	0 06¾ 0 07½
Amalias "	0 05½

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½ 0 09

VALENCIA RAISINS.

Finest off-stalk, per lb.	0 06½ 0 07
New, finest off-stalk, per lb.	0 07½
Selected, per lb.	0 07 0 07½
Layers "	0 07½ 0 08

FIGS.

Comadres, per tapnet	1 00 1 10
Elemes, per box, new	0 75 0 85

DATES.

Dates, Hallowees, per lb.	0 04½ 0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.	0 11 0 12
Peaches "	0 09 0 09½
Pears "	0 12½

MALAGA RAISINS.

London Layers	1 75 1 90
"Connoisseur Clusters"	2 25
"Royal Buckingham Clusters," ¼-boxes	1 15
"Excelsior Windsor Clusters"	4 50 4 60
" " ⅛s	1 30 1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	
" " seeded, in 1-lb. packages	0 10½
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s.		0 09
40-50s.		0 07½
50-60s.		0 07
60-70s.		0 06¾
70-80s.		0 06¼
80-90s.		0 06
90-100s		0 05
Oregon Prunes (Italian style) 40-50s.		0 07½
" " " 50-60s.		0 07
Oregon prunes (French style), 60-70s.		0 06½
" " " 90-100s.	0 04½	0 04¾
" " " 100-120s.		0 04

GREEN FRUITS.

There are no changes to note this week. The local demand is very good for apples. Foreign markets show a decline of about 1s. per bbl. Shipments from this side are keeping up wonderfully well but there will be a falling off in a few weeks when navigation will close. Oranges are slow sale at present. Lemons are scarce and stocks very light. Spanish onions are firm, large cases selling from $2 to $2.15. There are no crates on the market. We quote :

Cocoanuts, per bag of 100	4 00
Canadian apples, in bbls.	2 00 3 25
Pineapples, 24 to case	5 00
" 30 to case	4 50
Bananas	2 00 2 50
Canadian pears, per basket	0 40 0 50
Grapes, Canadian, blue	0 20 0 25
" " red and green	0 30
California Tokay grapes, per box	2 75
Jamaica oranges, in bbls.	4 50 5 00
" " boxes	3 50
Sweet potatoes, per bbl.	2 50 2 75
Spanish onions, cases	2 00 2 15
New Messina lemons 300's	4 00
" " " 360's	3 25
Florida oranges, per box	3 75

FISH.

The fish trade during the week is generally good. The colder weather stimulated sales. Frozen western fish such as dore and pike are coming in now in carload lots, fresh fishing being finished. Haddies still remain scarce. Herrings and green cod are also scarce as yet, though it is expected that more plentiful arrivals will come to hand next week. Dried and smoked fish are in fairly good demand. Oysters are arriving freely, but mostly in the common grades, which are, however, not in good favor with the trade. The best grades of Curtain Island oysters are scarce. We quote :

Bloaters, Yarmouth	1 25
Haddies	0 07½
Smoked herring, per box	0 15
Fresh haddock, per lb.	0 04 0 04½
Dore, per lb., frozen	0 07½
Pike	0 06
Halibut, frozen, per lb.	0 10
Fresh halibut	0 14
Gaspe salmon, frozen, per lb	0 14
Fresh B.C. salmon, per lb	0 15
Steak cod	0 05
No. 1 Herring, Labrador, per bbl.	5 50 5 75
" " half bbl.	2 75 3 00
No. 1 Holland herring, per half bbl.	6 50
No. 1 Scotch herring, " "	6 50
" " per keg	0 95
Holland herring, per keg	0 65 0 75
No. 1 green codfish, new, per 200 lb.	6 00
No. 2 green cod, bbls. 200	5 00
No. 1 green haddock, bbls. 200	5 50
Green pollock, bbls. 200	4 50
No. 1 large green codfish, new, per 200 lb.	6 50
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
" fish, " " "	0 05
" " loose, in 25 lb. boxes	0 04½
Skinless cod, cases 100 lb.	4 75
Dried codfish, new, per 100-lb. bundles	4 75
B. C. salmon, per bbl.	14 00
B. C. Salmon, ½-bbl.	7 50
Marshall's kippered herring, per doz.	1 40
Canadian kippered, per doz	0 90
Canadian ¼ sardines, per 100	3 75 4 00
Canned cove oysters, No. 1 size, per doz.	1 30
Canned cove oysters, No. 2 size per doz	2 25
Shell oysters, No. 1, Malpecques	6 75 7 00
" " common	5 00 5 50
Standard bulk oysters, per gal.	1 40
Selects	1 60

VEGETABLES.

Steady market prevailing in all lines. Potatoes are dull at 55c. to 57½c. in carload lots and farmers are selling in jobbing lots at 63 to 65c. Some good sized lots of Early Rose were sold at 63 to 65c. per bag of 90 lb. The late mild weather is responsible for easier feeling prevailing; future prospects however are for higher prices and dealers are looking to pay 60c. next week in carload lots. Canadian red onions are scarce and quoted at $3.50 to $3.75 ; yellow $2.50 to $3 ; imported American yellow onions $1.50 per bag of 80 lb. Spanish onions in large cans are selling at $2.10 to $2.15. We quote :

Cabbage, per doz.	0 30 0 45
" red, per doz.	0 45
Cucumbers, per doz.	0 18
Onions, per basket	0 50 0 70
Cauliflower, per dozen	1 00 1 50
Carrots, per basket	0 40 0 50
Parsnips, per bunch	0 15
Green corn, per dozen	0 10 0 15
Lettuce, per dozen	0 25 0 35
Celery	0 25 0 35
Parsley, per doz.	0 10
Radishes, per doz.	0 15 0 25
Pumpkins, per doz.	0 60 1 35

COUNTRY PRODUCE.

EGGS.

The deliveries have practically stopped and advanced prices are paid without a murmur. It is evident that stocks are light for if there were very much in the country the high prices would bring them out. We quote late Fall gathered select stock 23c., select 22c., straight fresh 20c, Montreal lime 19c. There are few low-grade eggs on the market.

BEANS.

It is still dangerous to hazard an opinion as to the ultimate course which the bean market will take, but the opinion is now freely expressed among the trade that prices have about reached their level. We make no change in the quotations which we gave in last issue as these prices are being followed pretty closely. Goods on spot are still scarce and for immediate shipment higher prices than those quoted below would be asked in most cases. We quote :

No. 1 hand-picked, carlots	1 85
Choice prime, per bushel	1 75
" carlots	1 55
Ordinary (off grade), per bush	1 45

HONEY.

To our previous reports there is nothing to add. Buckwheat honey continues in strong demand but there is none offering on the local market and in the absence of actual transactions prices are nominally the same. Comb honey also continues in good demand and offerings are light. Of other grades the market has all that it can stand and although producers are offering very low prices buyers are very slow to accept. We quote the following prices to the retail trade :

Strained, white	0 07½ 0 08
Clover and basswood	0 08 0 08½
Buckwheat	0 07 0 07½
Comb honey	0 13

MAPLE PRODUCTS.

For the season, business is quite up to the average and prices are steady. We quote :

New syrup, in wood, per lb.	0 05½ 0 06
New syrup, in large tins	0 70 0 75
Old "	0 55 0 60
Old " in wood	0 05½ 0 06
Pure sugar, per lb.	0 07 0 07½
Pure Beauce sugar, per lb.	0 08 0 09

EVAPORATED APPLES.

Prices as given in last issue remain unchanged. The association of evaporators formed some time ago expired on November 15 and individual evaporators are now at liberty to sell at any prices. So far there has been no appreciable difference in the situation and we again quote the following prices to the retail trade :

New, in carlots	0 05½ 0 06
New, in jobbing lots	0 06 0 06½

FLOUR AND GRAIN.

FLOUR.

Business continues very quiet at unchanged prices. We quote :

Manitoba spring wheat patents	4 60
" strong bakers	4 20 4 30
Winter wheat patents	4 25 4 35
Straight rollers	3 85 4 00
Extra	3 60 3 70
Straight rollers, bags	1 85 1 90
Extra, in bags	1 70 1 75

FEED.

There have been no changes since last issue and the only feature of interest is an increased demand for bran. We quote :

Ontario bran, in bulk	16 50 17 00
" shorts	19 00 20 00
Manitoba bran, in bags	17 50
" shorts	19 50 20 50
Mouillie	22 00 30 00

CORNMEAL.

Business continues fair at unchanged prices. We quote :

Gold dust, bags	1 80 1 90
" bbls.	3 90 4 00
Ordinary, bags	1 40 1 45

ROLLED OATS.

No changes. We quote :

Rolled oats, in bbls.	3 75 3 80
" " in bags	1 80 1 83

BARLEY.

Pot and pearl barley are in good demand, but hard to obtain. We quote :

Pot barley	1 85
Pearl "	2 85

GRAIN.

Business has shown no improvement this week as the season is now almost over. Deliveries in the West are, however, said to be increasing and large deliveries of oats are expected in Montreal during the next week or 10 days. Oats are firm at an advance of ½c. since our last issue, but peas and corn have declined a cent. We quote :

No. 1 hard Manitoba	0 91
No. 1 Northern	0 88½
Rye	0 57 0 57½
Peas	0 71 0 72
Corn	0 52 0 53

Landed at Montreal, Nov. 7th, per Donaldson Line SS. "Kastalia"

2,000

CASES

Roderick Dhu SCOTCH WHISKY

This is the **Largest Single Shipment** of **One Brand** of Scotch Whisky **ever imported in Canada** by any one individual firm and makes a total of 8,000 Cases since first introduced in Canada, four years ago.

RODERICK DHU is the **BEST VALUE** in the market ; is recommended by Analysts and Physicians ; has been awarded Prize Medals wherever exhibited.

RODERICK DHU is guaranteed a genuine Old Spirit, thoroughly matured in sherry wood, and will be found a Whisky of the very Highest Class.

PRICES : $9.00 per case---Lot of 5 cases, $8.75; Lot of 10 cases, $8.50.

TERMS—Net 4 months or 3% 30 days, F.O.B. Montreal.

During the months of November and December, with every lot of 10 cases, we will deliver gratis, one dozen packs fine quality English-Make playing cards of the value of $2.00, and ½ dozen with each 5-case shipment.

HUDON, HEBERT & CIE.

MONTREAL.

Sole Agents for Canada.

A SCARCE LINE:—In stock, a limited quantity of Sportsmen Sardines, Club Tins, ¼s, $13 00 per case, less quantity, 13½c.

" fancy, seeded	0 10½ 0 11
Loose muscatels, per lb	0 08 0 09½
" " seeded, in 1-lb. packages	0 09 0 10½
California " " "	0 10 0 10½

CURRANTS.

Fine Filiatras, per lb. in cases	0 04
" " cleaned	0 06
" " in 1-lb. cartons	0 06 0 06½

PRUNES.

	Per lb.			Per lb.
30-40s	0 08½	70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06 0 06½
50-60s	0 07½	0 08	90-100s	0 05½ 0 06
60-70s	0 07	0 07		

APPLES.

	Per lb.			Per lb.
Dried	0 04	0 04½	Evaporated	0 06 0 06½

ONIONS.

Canadian onions, per bbl	3 25 3 50
" " per bag	1 50

FIGS.

Comadres, per tapnet	1 20
Elemes, per lb	0 10 0 20

DATES.

Dates, Hallowees, per lb	0 04 0 05
" Sair	0 03½ 0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11
Peaches "	0 09½ 0 10½
Apples	0 06 0 06

PEELS.

Citron	0 15 0 15½
Orange	0 12 0 12½
Lemon	0 12 0 12½

SUGAR.

Market is less active this week. The low prices show no change and a further advance is not expected. Foreign sugar predominates in the local market. We quote :

Redpath s granulated	4 20
St. Lawrence "	4 20
Acadia "	4 15
" " in bags	4 00
Bright yellow	3 85
Med. "	3 55
Paris lumps, in 50-lb. boxes	0 05 0 05½
Powdered	0 05¼ 0 05½

MOLASSES.

Good steady sales are reported. Stocks are not large, chiefly Porto Rico. Prices are firm. We quote :

Barbados	0 40 0 42
Porto Rico	0 42 0 45
New Orleans	0 35 0 38

FISH.

Fresh fish are in better supply with a quantity of nice mackerel and halibut on the market. In dry fish price of pollock keeps low as compared with codfish, and sales continue limited. Supply of codfish is light and full prices asked. The supply of herring is light while high prices have effected demand. Very few shad offering. Smoked herring still high. A considerable quantity of finnan haddie moving. We quote :

Haddies, per lb	0 05½ 0 06
Smoked herring, per lb	0 11 0 12
Fresh haddock and cod	0 02 0 02½
Boneless fish	0 05 0 05½
" Pure cod	0 06 0 06½
Pollock, per 100 lb	2 25
Pickled herring, per ½-bbl	2 25 2 50
Dry cod	4 00 4 45
" small	3 00 3 25
Pickled shad, ½-bbl	6 00
Halibut	0 12 0 15

FLOUR, FEED AND MEAL.

In flour prices are unchanged. There is a good general demand. While oats and oatmeal are firm prices have not advanced. Cornmeal continues low. Beans unchanged with market unsteady. Barley is scarce. Split peas are high. We quote :

Manitoba flour	$5 20 5 40
Best Ontario	4 65 4 70
Medium "	4 15 4 50
Oatmeal	4 10 4 25
Cornmeal	2 65 2 75
Middlings, in small lots	23 00 24 00
Oats	0 38 0 40
Hand-picked beans	2 10 2 25
Prime "	2 05 2 10
Yellow eye "	3 25 3 35
Split peas	5 00 5 25
Barley	4 25 4 40
Hay	10 00 12 00

TRADE NOTES.

W. F. Hatheway & Co. have received some very nice New Orleans molasses in barrels which they offer low.

Jones & Schofield have a large shipment of seeded seedless California raisins in pound cartons. While the fruit is small it is good and the price is attractive.

Seely's pure codfish, without a bone, is meeting a good demand.

Cream of tartar is very scarce in the local market.

NOVA SCOTIA MARKETS.

Halifax, November 17, 1903.

FROM now until the end of the year demand will be pretty heavy for shipment to outports and places without railway communication which have to buy sufficient now to last them until next Spring. From all over the province, with the possible exception of Sydney, the very best reports are coming in and travellers' sales are large. In one particular only is there ground for disappointment and that is in the matter of collections. Not that these are any worse than usual, but merchants had their anticipations in this regard raised to a high pitch, thinking that with the high prices being received for produce and the abundant employment of all classes of labor, all old scores would be wiped off the ledger and current liabilities promptly met. The warehouses along the line of the D.A. Ry. are filled with apples awaiting shipment to the English markets. The Furness-Withy Steamship Co. is this year affording shippers an excellent service and in addition the steamships of the C.P.R. Winter service from St. John will call here for apple cargoes, commencing with the Lake Champlain, on November 28. The superior quality of the Nova Scotia apples has this year commanded for them an excellent price in England. The exhibit now displayed by the Nova Scotia Government at Crystal Palace, London, has attracted much interest.

* * *

The market for flour and feed is very firm and there has been no change in price, excepting in Manitobas, a couple of brands of which are slightly lower. Cornmeal has dropped ten cents on the barrel and Canadian hand-picked beans have also declined slightly. Feeds are steady and jobbers' prices are unchanged, although some of the mills have raised their quotations owing to increased demand. There is a good demand for oatmeal, as the consumption is now increasing.

* * *

In burning oils there has been a further advance of one cent per gallon on all grades and there is a very firm feeling in this commodity. Spanish onions have been advanced 25 cents per case. Filberts are lower here than last year notwithstanding the reported shortage in French and Chili crops. Moderate quantities of Jamaica oranges are now arriving by regular steamers. They are subject to considerable waste and sell repacked at $5.50 to $6 per barrel. A large consignment of Sable Island cranberries sold at the wharf last week for $6 per barrel. Bananas are 50 cents a bunch higher than last Autumn owing to the damage caused by the storm in Jamaica some months ago.

* * *

Importers at Halifax and St. John are sending large quantities of molasses to upper province dealers. One firm has so far received western orders for more than forty carloads and is shipping at the rate of four or five cars a day. This is chiefly Barbados. Of course under these conditions prices are firm. The market for refined sugar is very quiet as orders are of a purely hand to mouth character and there is no speculative demand whatever. Prices remain unchanged and the market featureless.

* * *

Arrivals of P.E.I. produce are heavy at the wharves. Potatoes sell at 35 cents and oats 40 cents. Buying of cheese is at a standstill as the factories are demanding higher prices for the tail ends of the season than dealers are willing to pay. Septembers and the first weeks of October seem to have been about all absorbed. There is a decidedly firmer feeling in butter, especially in choice creamery. Eggs are scarce and high at 21 cents.

OTTAWA TRADE GOSSIP.

RETAIL trade in all lines is reported rather quiet. Merchants are complaining that money is scarce. Of course at this season of the year trade is generally dull and does not usually brighten up until Christmas trade sets in. In order to secure discounts for city taxes payments have to be made before November 30, which is one cause assigned for short payments on account. As soon as sleighing commences, which is looked for any day, the farmers' trade ought to brighten things up. The sugar market has been steady for some time. Prices are the same as last quoted : Granulated in bags, $4.12 ; in barrels, $4.17. Yellows in bags, $3.42 ; in barrels, $3.47.

Molasses are still quoted high. At present the demand is only fair.

The coffee trade is brisk as is usual at this season.

Wholesalers report an increasing demand for Ceylon green teas.

Choice butter is becoming scarce. Creamery is quoted at 23 to 23½c. for pound blocks and is in good demand.

Eggs are quoted at 18 to 18½c. for limed stock and 22 for boilers ; new laid 25 to 30c. on local market.

Potatoes in round lots sell at 70 to 75c., in small quantity, 80c.

Flour is still firm at $4.55 a bbl. for patents, $4.25 for bakers', $4.10 for family. Rolled oats is worth $3.50 to $4 a bbl.

In feed, shorts is quoted at $20, bran $18 and provender $20.

Oats on market are worth 34 to 37c.

Cheese is sold at 12c. by jobbers.

At the fruit exchange large quantities of apples are being sold at the sales which are held Monday, Wednesday and Friday of each week. No. 1 stock is bringing $2.90 to $3.25. No. 2, $2 to $2.65; odd varieties of inferior grades, $1.50 to $2.00.

MANITOBA MARKETS.

Winnipeg, Nov. 16, 1903.

THE general grocery trade is pursuing the even tenor of its way with scarcely a ripple on the surface of the stream of business to indicate change of prices. The increasingly cold weather of the week has stimulated trade in grocery lines, from the fact that it has stirred up trade in heavy clothing, boots and shoes, all through the country, and the housewives in purchasing one line have not overlooked others.

Although Christmas trade has not been much talked of, the fact that Christmas is only six weeks away is beginning to be apparent, and everything indicates a heavy trade in fine goods for the Christmas season.

The wheat trade of the week has been slow and dull. Exporters could not handle wheat at the prices asked, and sellers were not willing to take lower bids. There has been a shortage of cars also, and, as nearly all elevators on the C.P.R. are full, there being over 5,000,000 bushels in interior elevators last Saturday night, a number of the larger elevator companies have ceased buying for the time being, claiming there is no possibility of getting more wheat out before navigation closes than they now have in the elevators. There is more in this situation than meets the eye, and there will be more extended news to give a little later on. The farmers are in fine shape for the Winter. It is claimed that never in the history of the West has so much Fall work been well and satisfactorily done, and the outlook for the next crop is simply splendid. There is no doubt that at the prices paid, the farmers have done exceedingly well with the crop so far marketed in spite of the lowering of the grade due to bad weather early in September.

FLOUR AND FEED.

The trade in flour, both export and domestic, is good, and the price holds firm at the quotation of $2.35 for No. 1 patent that has been quoted so long. Rolled oats are higher, as has been anticipated all along, and the 20-lb. sack is quoted at $1.85 to $1.90. There is a very active demand for milling oats with very light offerings. Beans have eased off a little. As is usual at this time there is a good demand for beans looking to the supply of lumber and wood camps. Should snow come reasonably early the bush work will be heavy this season. Contractors have been calling for men for the bush for a couple of weeks, and preparations are well forward to take advantage of the first snow.

The week has been marked by the arrival of the first Ontario evaporated apples of the season. The quality is fine but the price is high, being 6¾c. per pound, with indications of a further advance.

The only happening of interest to smokers has been the advance of all forms of Wills' Capstan tobacco 5c. per pound.

CATTLE AND PRODUCE.

The export business is about wound up, and the season has been a very poor one, both from point of numbers and prices, the one being accounted for by the other. It is difficult to obtain satisfactory particulars, but it seems pretty well authenticated that ranchers doing their own shipping, instead of selling outright to exporters, have not found the business very profitable. Exporters certainly cannot have made much money, as their shipments have been too light. The domestic market has been almost over-

Clark's Mince Meat

The kind your customers are looking for. Made from good beef, new fruits, spices and peels; a really good article; thick, substantial stock, not loaded with water.

Give it a trial.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat.

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

TURNER ARC GAS LAMP

Newest Improved Method for Lighting Stores and Factories.

It is a 4 Mantle Arc Gas Lamp giving 500 candle power, costing only 1½ cents per hour.

Perfect illumination at smallest cost—half the cost of regular gas jets, one-third cost of electricity.

IT PAYS. IT PAYS. IT PAYS.

to have your store well lighted. You can sell more goods.

The leading wholesale and retail stores in Toronto are using **Turner Arc Lamps**.

AMONG WHOM ARE: Gordon, MacKay Co., Limited, Wholesale Dry Goods.
W. R. Brock Co., Limited, Wholesale Dry Goods.
J. D. Ivey Co., Limited, Wholesale Millinery.
F. Robertson & Co., Wholesale Fancy Goods.

Every Lamp sent out ready to fit up and guaranteed—Price $15.00 each, 2 for $25.00.

TURNER BRASS CO.: - 8 and 10 King St. E., TORONTO.

Modern Methods. Pure Material. Skilled Workmen.

Perfection Cream SODAS

Put up in 3-lb. and 5-lb. Tins, and 2-lb. Cartons

NOT

SEND FOR A SAMPLE ORDER

Our Custom Chocolates are superb.

How cheap but how good can we make what the people eat is our aim. Our large variety of Biscuits and Candy cost no less nor yet more than you have to pay for less palatable goods.

The Mooney Biscuit & Candy Co., Limited, Stratford, Canada

stocked with cattle, and prices for butchers have been and still are very low, though it must be confessed the retail price of meat has not declined in consequence. The prices quoted are: Export cattle, nominally, 3 to 3¼., point of shipment, and butchers, 2¼ to 2½c., point of shipment.

HOGS.

The supplies of live hogs are again increasing, and the price continues at 5¼c. for the best grades of hogs. Country-dressed hogs are beginning to arrive, and for these the prices range from $6.25 to $7.25, according to the class of hogs.

BUTTER.

The supplies of dairy butter coming in are small, and the larger percentage of it is of poor quality. Dealers are offering 20c. for choice sweet dairy fit for table use when put up in bricks, and 16c. for tubs. Where creamery butter is being sold by commission houses it is quoted at 22½c. per pound for the 56-lb. box of September make.

CHEESE.

There is a quiet trade in cheese, as retail houses buy as they need from the jobbers. Ontario is quoted at 14 and Manitoba at 13½c.

EGGS.

Very limited supplies are received, and dealers offer 20c., Winnipeg, for case lots. New laid eggs, in a retail way, are worth 40c. per dozen, and the supplies are very light.

POULTRY.

The increasingly cold weather is bringing out poultry, and a fine line of dressed geese have been offered this week. Dealers pay 10c. for them in a wholesale way.

NOTES.

Smellie Bros. & Co., of Russell, who have for years been regarded as among the most enterprising general merchants of the West, to meet the requirements of their ever growing trade, have erected a handsome store at Binscarth, the point where the Russell branch leaves the main line of the C.P.R. north-western road. The store will be occupied in time for the Christmas trade. There are not many city stores that have a more up-to-date equipment than Smellie Bros. & Co.

The Raymond beet sugar industry was formally opened last week, with 150 men working in two shifts of 75 each. The plant is lighted by electricity, and can be seen for many miles. It is expected the season will run about 60 days and will give 2,500,000 pounds of sugar.

The Winnipeg office of The American Tobacco Co. has been moved to the Oddfellows' Block, corner of McDermot avenue and Princess, where they will have greatly enlarged quarters.

CAPE TOWN EXHIBITION.

Mr. J. G. Jardine, commercial agent for Canada in South Africa, who is shortly coming home on a visit, has sent the Trade and Commerce Department plans and a prospectus of the Industrial Exhibition to be held at Cape Town in November, 1904. If the Canadian Government decide to put up their own buildings the Exhibition people would allow them 75 per cent. off the tariff rates for space.

MODERN STORE-LIGHTING METHODS.

THE question as to what is the best means of illuminating stores is being discussed freely by the grocery trade. It is an admitted fact that in these modern times a merchant to be up to date must illuminate his store properly, not merely having enough light to barely see the goods, but he must light up his store brilliantly and make it attractive, showing his goods off to the best advantage, and drawing the attention of the passerby.

It is surprising how easily our senses are influenced. Nine persons out of ten are attracted by a brilliantly-lighted store, and the same percentage of buyers will follow that light, rather than hunt up a neighboring store which is half-lighted and looks dingy.

A well-lighted store has a "come-in-and-see-me" appearance, while a poorly-lighted store has a cold, uninviting aspect. Do merchants realize this sufficiently? Is it not false economy to use out-of-date means of lighting stores, when by using modern methods they can be made attractively brilliant at about the same cost as the old-fashioned ways. Great strides have been made in this line by science and the ingenuity of man. One of the latest inventions is what is called the Turner gas arc lamp, which is constructed in such a way as to produce from a cluster of four mantles 500 candle power of light, and that from burning only 16 feet of gas per hour. This is about the same amount of gas consumed in two of the ordinary old-fashioned gas jets, which at their best would only produce some 50 candle power. The scientific principle by which this result is obtained is, first, the super-heating of the gas, which causes the gas to expand; secondly, allowing the expanded gas to mix with air as it passes from a retort in the lamp to the burner. In this way a small amount of gas super-heated, mixed with the right proportion of air (or the oxygen in air) will produce an illuminating power from eight to ten times more than ordinary gas.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

MADAM HUOT'S COFFEE
THE GEM.

"Nectar" Black Tea, in lead packets and fancy tins only.

COMING IN

Some Extra Good Values.

358 Half-chests nice, fairly large leaf, Uncolored Siftings, of very good drawing quality, at - - - - **7c.**

This is a bargain.

100 Catties Imperial Gunpowder Tea, clean, well made leaf, good liquor, at - - - - **18½c.**

100 x 30-lb. Boxes "Condor" XX Japan Tea, at - - **21c.**

50 x 30-lb. Boxes nice, clean leaf, Japan Tea, of good, strong, bright liquor, at - - - - **20c.**

52 Chests Pekoe Souchong Ceylon Black Tea, extra fine flavory liquor, at - - - - **16½c.**

EX STR. "EMPRESS OF CHINA."

60 Boxes Imperial Gunpowder Tea, sweet drawing, at - **14c.**

113 Half-chests of a good, common Japan Tea, at - - **16½c.**

Ask for samples. It pays.

Specialty of high-claas goods in Teas, Coffees, Spices and Vinegars.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"EMD" Baking Powder, Vinegar, Spices, Coffee

Trade in Other Countries.

FIRST PERSIAN DATES.

THE first cargo of the 1903 crop of Persian dates arrived in New York last week per steamer Gorjistan several days behind schedule. The cargo, says The New York Journal of Commerce, included about 110,000 boxes of Hallowee, Khadrawee and Sairs, there being, however, comparatively few of the last named variety. The vessel left Bussorah on October 1 last, and was due on November 5, but rough weather in the Red Sea is said to have delayed her. Early reports current in the market stated that some damage to the cargo had been sustained, but the importers give out the information that the fruit is in good condition, the captain of the vessel reporting that the cargo is undamaged. A considerable business in the first tide dates direct has been done on the opening basis of 4c. for Hallowee, 4⅛c. for fancy and 3⅞c. for Khadrawees. These prices still rule, and the unsold balance of the cargo is offered on these terms.

Old dates on the spot are quoted freely at 3¾c. for Hallowee, 3½c. for Khadrawee, and 3c. for Sairs, with packages as to brand quoted at from 4½c. to 6c., the latter figure for pitted fruit. Packages new crop are quoted at from 4¾c. to 5¼c., 30 1-lb. cartons to the case. New crop dates via first ti e steamer to London are offered at 3¾c. for Hallowee, 3½c. for Khadrawee, and 3c. for Sairs, with a possibility that these figures can be shaded as to time of arrival. Dates via London are made due here toward the end of the month. It is reported that a good business via London has been done.

The second cargo direct now reported on the way per Muristan is made due here about the end of the month. This vessel is said to have about 130,000 boxes. No prices have been named on the cargo up to the present time.

CALIFORNIA DRIED FRUITS.

THE season in California has presented some unusual features, the most prominent of which has been the exceptionally light buying for forward delivery, says the N. Y. Journal of Commerce. The actual consuming trade is held to be quite as large if it does not exceed in volume that of a year ago, but jobbers and other large distributors have departed from their usual practice of providing in advance for their probable requirements. Two reasons are assigned in the trade for this action, either of which might in itself be sufficient to curtail operations in forward contracts, and when combined seem to afford ample ground for the disinclination of buyers to make large commitments against possible future needs.

Buyers in this, as in most other lines of trade, have been made somewhat nervous by the uncertainty of the financial outlook, and hence have been the more ready to be influenced to withhold orders by the comparatively high prices with which the season was inaugurated by the sellers on the Coast. They have therefore fallen naturally into the practice of drawing upon the ample stocks in first hands as the goods are needed, but while this creates a rather lively movement in the principal staples it imparts to the trade something of a retail character and deprives the situation of much of the interest usually attaching to it at this time of the year, when the season of largest consumption is opening, and the trade is accustomed to large deals in these commodities. It has had other effects of greater moment, notable the restrictions placed upon the seeded raisin trade in the East. Because of what they consider the high price of loose raisins and the retail nature of trade in their product, a number of the eastern seeders, estimated by some as one-half of the number engaged in the business, are shut down awaiting more favorable conditions.

PACIFIC COAST PRUNES.

In connection with prunes a mail advice from San Francisco says: "The carry-over crop of last year's prunes demoralized the eastern markets at the opening of the present season. These goods were offered one-half cent lower than new fruit of the same grade, and as the quality of the old stock was good, buyers did not care to pay more for the new fruit. It is evident that the influence of the Oregon shipments has been injurious. Prunes from that state are offered in New York on a 2¾c. basis. As the estimate of the Oregon crop is placed at 1,000 cars this season, this supply must be reckoned with in establishing prices. A factor in the prune trade this year will be the European demand, since the failure of the French crop compels that country to secure its fruit from foreigners. Large orders have been received for California prunes from France, and hundreds of tons have gone forward, but purchasing houses have difficulty in shipping fast enough to fill orders."

COFFEE SITUATION AT HAVRE.

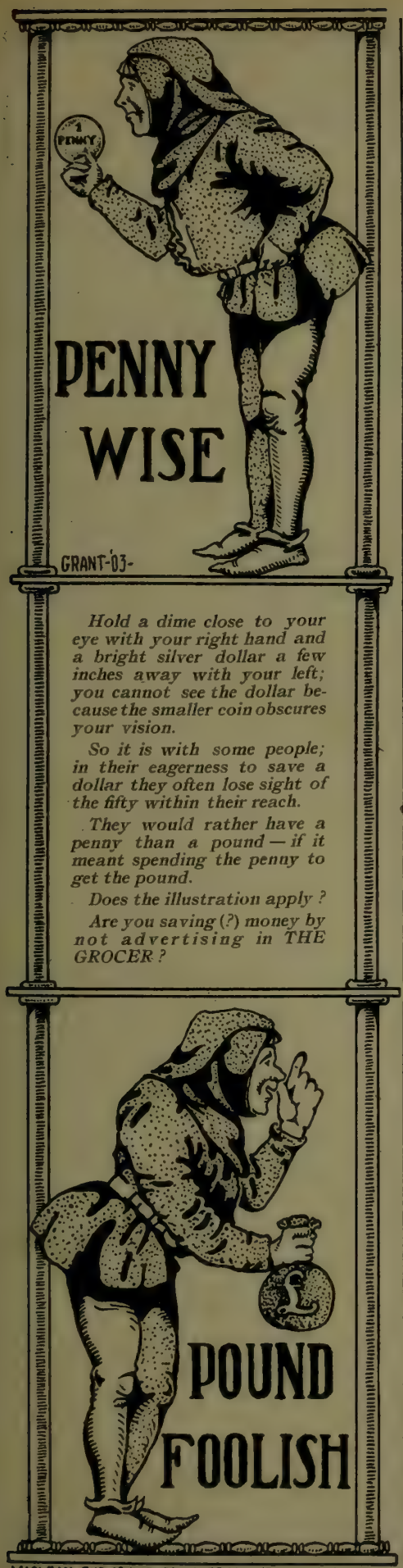
F. Metz & Co., writing from Havre under the date of October 29, say of coffee: "The advance starting in New York is very unpleasant for the great majority of the European arbitrage people; with the heavy premiums existing in New York it has been for years a well paying business to sell in New York against coffee in store, against importations from Brazil or purely as arbitrage. In declining or unchanged markets such trades brought good profits to the seller in New York, but this has ceased to be the case since New York has become leader of the advance; we estimate the amount sold in New York for Havre account alone at nearly 400,000 bags, and in a further advance the margin question may become a very awkward factor."

THE ORANGE COMBINATION.

Referring to the orange situation with special reference to the position of the combination a mail advice from the Coast has the following: "In all, over 40 agencies are now prepared to handle the business of the organization, and upward of 150 salesmen will be engaged in soliciting orders for the golden fruit during the coming season. Mr. Naftzger states that every important city in the country will be occupied by a representative of the agency, and exclusive agents will canvass thoroughly and continuously every carlot town in the United States. He is of the opinion that although this state will have considerable citrus competition to meet there is little reason to fear it, and says that if the country continues in its present prosperous condition there should be a satisfactory market for every box of our fruit. Regarding the proposition to flood the market early in the season with California oranges, selling them cheap, if necessary, to encourage consumption with the hope of advancing the prices later, Mr. Naftzger believes it might be practicable if the quality of our fruit is good enough at the time to warrant the undertaking. As to transportation facilities he expresses the opinion that the railroads are making strenuous efforts to prepare for the handling of the large citrus crop, and believes that there will not be much cause for complaint on this score."

THE CURRANT SITUATION.

In reviewing the currant situation Hills Brothers' Company, New York, say that following the Herminie, which arrived yesterday, there is nothing further on the way to the United States except the steamers Aquelija and Alberta, recently sailed. The former will bring about 1,600 tons and the latter about 900 tons. Inasmuch as both vessels will have to proceed to other ports for additional cargo they are not expected to arrive here for some time. The Aquelija may get here about December 10, and the Alberta a week or ten days later. The market in Greece has advanced, and exhibits a decidedly firmer tone. The Currant Bank continues to buy fruit daily, and up to the present probably has absorbed almost, if not quite, 20,000 tons. The growers are not showing so much anxiety to force their holdings, and in consequence the entire situation is much more cheerful.


1 PENNY
PENNY WISE
GRANT-03-
Hold a dime close to your eye with your right hand and a bright silver dollar a few inches away with your left; you cannot see the dollar because the smaller coin obscures your vision.
So it is with some people; in their eagerness to save a dollar they often lose sight of the fifty within their reach.
They would rather have a penny than a pound — if it meant spending the penny to get the pound.
Does the illustration apply?
Are you saving (?) money by not advertising in THE GROCER?
£1
POUND FOOLISH
MACLEAN PUBLISHING CO - DEPT. OF ADVERTISING SERVICE

NEW ONTARIO OUTLOOK.

MR. M. MacLEOD, who is a regular caller on the grocery trade throughout New Ontario and the Soo district, was met on Front street, Toronto, the other day by a representative of "The Canadian Grocer," and the conversation turned on the situation in the north, from which Mr. MacLeod had just returned. The outlook at the Soo Mr. MacLeod considers much brighter than is generally conceded in the older portions of the province.

The Soo merchants were indeed anxious for a time, as the men were two or three months behind in their pay, and, consequently, in arrears with their accounts. The payment of the men resulted in a liquidation of these accounts, and the merchants are consequently in a much better position and spirits. The pulp mills, street cars and ferries are again running, and it is expected that the sawmills and veneer mills will soon again be under way. The loose fish, said Mr. MacLeod, and a few families, had moved out of town, but the place was still in good shape, and there was plenty of work for all who were still there. It is confidently expected that all the Soo industries will be again in running shape by Spring, and the feeling is much brighter than ever before.

All along the north shore there is a great demand for men. A thousand would not fill the demand at Sudbury. Lumbermen cannot get sufficient hands. As a result wages are away up, and the output will be very much curtailed. The Spanish River will produce only 200 million feet instead of 300 million, as last year, and a corresponding decrease will take place all along the shore. It is estimated that the shortage will be between 200 and 300 million feet. The Nickel company at Sudbury are taking all the men they can get. New smelters are in process of building, and next year their capacity will be more than doubled. Development is also noticeable with The Rock Lake Mining Co., who are putting down a new 1,000-ft. shaft, besides increasing the old one from 400 to 1,000 feet. Connecting shafts will also be put in at each 100-ft. level. These are but examples of what is being done all along the lake shore.

APPROVES CANADIAN CHEESE.

The A. F. MacLaren Imperial Cheese Co. were gratified recently by the receipt of an unsolicited testimonial from Miss Lily Haxworth, of Brooklyn, N.Y., gold medalist graduate of the National Training School of Cookery, London, England, expressing her appreciation of the merits of Imperial Cheese. The letter is given in full in The A. F. MacLaren Imperial Cheese Co.'s advt. on another page.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1 000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

FOR SALE—Valuable grocery and general jobbing business including large mail business, exceptional opportunity for active merchant to secure on reasonable terms a profitable opening in Toronto. Principals only. Address Box 82, CANADIAN GROCER, Toronto. (47)

FOR SALE—Cheap—Good Mill—for manufacture of slack barrel cooperage material; good supply of cheap timber; good shipping point; satisfactory reasons for selling. Apply to Box 132, care of GROCER.

THE proprietor wishes to dispose of a frame store with dwelling attached, stable and a fruit garden of one acre. Store did a general business last year of about $10,000. Price, $800; half cash, balance to suit purchaser. Address Box 74, CANADIAN GROCER, Toronto. (47)

AGENCY WANTED.

TO MANUFACTURERS AND OTHERS—London firm of enterprising principals of which have had long experience in all branches of the grocery business and thoroughly understand the requirements of the public and the trade, with extensive wholesale and retail connections throughout the United Kingdom, wants buying and selling agency for goods suitable for the trade. They have successfully placed upon the market a number of proprietary articles, and have recently established over 10,000 agents for an article which is having an enormous sale in all parts of the United Kingdom. Splendid opportunity to place any proprietary article on the English market. Highest commercial references given. They will also obtain English goods for, and give use of their London office and staff to, Canadian and American merchants. Alfred King & Co., 38 Great Tower Street, London, E.C., England. (47 eow)

AGENTS WANTED.

AN old established firm of Mustard Manufacturers in England desire to appoint a thoroughly competent and experienced house with a large connection amongst grocers in Canada to represent them throughout the Dominion for the sale of their mustard and other manufactures. State full particulars to "Mustard," care CANADIAN GROCER, Montreal, Toronto, or 109 Fleet street, E C., London, Eng. (49)

SITUATIONS VACANT.

MILLER wanted—Must be competent, reliable, steady man; able and willing worker; state wages expected; also experience, with references; steady job; plansifter mill. Box 130, CANADIAN GROCER

ALL-ROUND candymaker wanted—at once; in Vankleek Hill; permanent position; good wages. Box 131, CANADIAN GROCER.

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. W. M. OSTRANDER, 172 North American Bldg., Philadelphia.

Honey

Without doubt we have the best Honey on the market, and the price is, for

5-LB. TINS, 47½c. EACH
10-LB. TINS, 90 c. EACH

Phone Main 3394 645

McWILLIAM Mc. AND E. EVERIST

27 Church street, Toronto.

References—THE TRADE. L.D. 'Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker,

Correspondence Solicited. TORONTO, CANADA.

POTATOES.

We are always pleased to quote sellers and prospective buyers on carlots. Write, wire or 'phone to

M. G. STAGG & CO.

'Phone Main 5219. Standard Stock Ex. Bldg., TORONTO.

Christmas Fruits.

Get our quotations before placing your Christmas orders. It will pay you.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

CLEMES BROS.

TORONTO,
HAVE

NEW ELEME FIGS,
"Camel" Brand.
The finest on the market.

ALSO another car

JAMAICA ORANGES.

Write them for prices.

FRUIT AND NUTS

FOR THE CHRISTMAS TRADE.

AMONG the lines, special attention to which about Christmas time is well worth the grocer's while, is that of foreign and fancy fruits. The average grocer, of course, carries a few oranges and bananas at least some time during the year, and, in not a few of our ambitious stores, almost any fruit in season may be had. There are many more, however, which might profitably handle a more extensive stock, especially this year, when times are particularly good and fruits promise to be of a specially good quality. In some localities it must be confessed it might not be wise to stock up largely with the more expensive fruits, but it is possible that even in some of these doubtful places the advertising resulting from the display of an unusually good line of fruits would well repay the experiment.

ORANGES.

Prospects for quality and quantity in most fruits this Fall are bright. Oranges of course will form the staple. For the cheaper grades for Christmas trees and stockings the Mexican orange promises to be very popular this year. It is growing more in favor each year on account of its cheapness and sweetness. The new crop Valencias are also a cheap orange, but, perhaps, not quite so sweet as the Mexican. The Jamaica is also a desirable orange, being weak only in point of color. For better grades the California navels are a splendid orange; heavy, thin-skinned and sweet. The California navels being seedless, are much sought after, although for Christmas they will be hardly so sweet as a couple of weeks later. The crop promises to be large, around 32,000 cars, and prices are expected to rule fairly reasonable throughout the season.

LEMONS.

Lemons, which are also indispensable, will be in good supply. The first direct Messina steamer is due, and prices which have of late been high for the season, promise to ease off, and it is probable that we will have lemons at reasonable figures during the Winter months.

MALAGA GRAPES.

Malaga grapes, which are looked upon rather as a luxury, have grown more in favor in the rural districts of late, and should find a ready sale this year, when the moderate prices, compared with the previous year, are considered. They may be bought this year wholesale in 60 to 65-lb. barrels (50 pounds net), from $5 to $6.50, to retail at 15 to 25c. per pound. These grapes are of fine appearance, and even in rural localities should find a fair sale.

PINEAPPLES.

In time for Christmas week also will come the Florida pineapples. Commission men expect they will be able to sell them at from $4 to $4.50 per case of 18's to 30's. This fruit, which has not been handled so widely outside of cities and larger towns as might be expected, should also prove an attractive line to a grocer who is paying particular attention to the Christmas trade.

BANANAS.

Bananas, which have been scarce of late, promise to be in good supply for the Christmas trade, at from $1.75 to $2.25 for large stems.

A consignment of Bahama fruit of extra fine quality, including grape fruit, oranges and tangarines, is also on the way and will prove an attractive line for the best trade.

CRANBERRIES.

Cape Cod cranberries will be practically out of the market, but Jerseys, fine in quality and solidly packed, will take their place along with Budd's Long Keepers, a fine line for the Christmas trade, which was not to be had last year, but which is very desirable for long holding. The cranberries will be sold at about $9.50 to $10 per barrel.

NUTS.

Nuts, also very necessary for the Christmas trade, will be in good supply. All lines are quoted at lower prices, and the quality is exceptionally good. New goods soft-shelled almonds are worth from 11 to 11½c. per pound; filberts, 9c.; Brazil nuts, 13 to 15c., and walnuts, 10 to 11c.

HOLLY.

For decorating purposes holly, the first samples of which have just come to hand, will be quite plentiful. Advices from Delaware and South Carolina report the swamps in fine condition. The leaves are good and the sprigs well berried.

Apples for France.

Apple growers around Burlington, Ont., are in luck, says The Hamilton Times. In many parts of the country first-class apples are lying under the trees because

the owners cannot get barrels. Over in Halton County, however, the growers have ready sale even for windfalls, and do not have to box or barrel them. A big vessel is lying at the wharf at Burlington, and is taking on all the apples she can carry, for direct shipment to France. They are delivered principally in bags and bring seventeen cents a hundred pounds—a fair price for the class. It is said that the cargo goes to one of the large champagne factories in France.

New Grenoble Walnuts Good.

THE first arrivals of new crop Grenoble walnuts show very fine quality, says The New York Journal of Commerce, and notwithstanding the early reports of damage freely circulated from the other side some weeks ago, the trade is taking the fruit in good shape. Since the damaging reports were given out from the short sellers at shipping points there has been quite a reversal of judgment among dealers here, due to enlightenment as to the reasons for the early advices. On the best of authority it can be stated positively that this year's crop of Grenobles is in better shape as to quality than has been the case in several years.

Commenting on the situation, a prominent dealer said the other day: "The quality of the Grenobles this year is exceptionally fine. Buyers are being apprised of this as fast as possible, and we are already taking orders for the goods freely. The early reports circulated by interested parties selling short on the other side have had some effect, but this will be overcome. The trade took these early reports the more readily as the quality of Grenobles for the last two years has not been strictly good. In 1901 considerable loss was sustained by the importers because of the poor quality of the nuts, and this certainly was remembered. The action of the short sellers who deliberately caused the damage reports to be circulated this season for their own ends is severely criticised by the importers here."

Our Fruit Marks Act a Success.

Mr. Frank Hamilton, of Frank Hamilton & Co., Liverpool, at a meeting of the Dominion Fruit Inspectors, at Montreal recently, complimented the fruit inspectors on the excellent work they were doing, and incidentally declared the Fruit Marks Act a success.

"Speaking for the dealers on the other side," said Mr. Hamilton, "I may say that formerly, owing to the lack of uniformity in the large number of grade marks used, and the irregular packing of the Canadian apples, we were never sure of what we might expect to find in a barrel. It was possible to get a good of 'trash' under the same grade mark. and it was also possible to get a barrel of 'trash' under the same grade amrk. As it is now, with grade marks fixed by law, when we purchase packages bearing 'xxx.,' or 'No. 1,' we are reasonably sure that we are getting at least a good, honest, uniform 'pack.' This has a tendency to increase the confidence in the Canadian apple trade more than 50 per cent."

Fruit Growers' Convention.

The annual convention of The Ontario Fruit Growers' Association will be held at Leamington, Essex county, on November 24, 25 and 26. It is expected that preference will be given at this meeting to discussions affecting packing, storage and transportation problems. The convention is always one of the most profitable gatherings of Ontario agriculturists, and with such subjects as these to the front, the high standard will doubtless be maintained.

Export of Apples.

Several large apple shippers are writing to W. L. Griffiths, Lord Strathcona's secretary, warning Canadian fruit men to slacken the export of apples by December 14, as after that date the trade will be slack until early in January.

Fruit Notes.

Arrivals of the first of the new crop pecan nuts are reported. The quality of the new nuts is said to be very satisfactory.

Cable advices from the other side report a shade more firmness in the primary market on new crop Tarragona almonds. The cable quoted above the parity of spot cost laid down for prompt shipment.

NEW MESSINA LEMONS

Direct shipments just in. Bright, New, Ripe, Waxy Fruit, equal from Top to Bottom.

"St. Nicholas" Brand, Extra Fancy. "Kicking Brand," Extra Choice. 300s and 360s.

ALSO FLORIDA ORANGES, BANANAS, MALAGA GRAPES, etc.

Our Price List tells further tales. Get one.

WHITE & CO., TORONTO.

Wholesale Fruits and Produce

FANCY NEW ELEME FIGS.

FINEST GOODS PACKED; in all the different grades.

Fancy Malaga Grapes (heavy weights).

QUALITY AND PRICES RIGHT.

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, ENGLAND

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

DRIED APPLES

WE ARE BUYERS

LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

Window and Interior Displays

Timely Hints and Suggestions.

The Picture Window.

EVERY window dresser has his own idea concerning the value of the picture window. Some consider it the best advertisement a store can have, but the majority have come to the conclusion that its use should be almost entirely confined to special anniversaries or the celebration of local or national events.

The settlement of the question depends very much upon the class of trade that is being catered to. In the smaller towns, where everyone knows the grocer, and what he handles, and in the sections of cities where the trade is of the popular variety, the picture window occupies a more important position than in large towns and cities where a more select custom is sought. The picture window pleases a certain class, and will induce them to buy, but with the more profitable trade, a window that is only fancy, and advertises no line of goods, has a very limited value. Such a display will always draw a crowd, but keeping the streets blocked is not selling goods.

The seasons that should always be recognized by a special display, whether purely picture or a combination of the fancy and advertising, are Christmas, Easter, and Thanksgiving. At the approach of Christmas the window dresser should spend all his spare moments thinking of trims of a special nature. The entire month of December should be set apart as a month of window displays that should be remarkable, for Christmas and New Year's shopping extends from December 1 to 31, and the class of goods bought is of such a profitable nature that very special efforts should be made to capture much of it.

No trim should be allowed to remain more than a week at the outside, and during the ten days preceding Christmas a new display every other day will well repay all the extra trouble and expense. During that time the streets are thronged with sightseers, whose aim is to see and admire all the good windows. The merchant who does not dissappoint them will be well rewarded.

A Train Window—Dressed for Whitehead & Huether, Walkerton, Ont.

This Week's Illustration.

The modern conception of a well-dressed window is the one that combines all the attraction of a picture, or fancy window, with the advertisement of some special article or line of goods. At first, the dresser whose ideas have run along pure picture windows, or mere arrangement of goods, will find it rather difficult to combine the two, but after he has worked out a couple of plans, new designs will crop up with surprising frequency.

The train window shown, was built for Messrs. Whitehead & Huether, and illustrates in an admirable manner the combination picture and advertising display. A track-bed was made in the centre of the window and covered with sod. Upon this was laid a track of small iron rods and bits of wood for sleepers, and on these a train, the coaches of which were bottles of pickles and canned meats, with wheels of potted meats in round tins, and an engine constructed from a half-gallon jar of pickles, No. 57. The culvert was a realistic touch, built of pickle bottles, while through it ran a creek of glass placed over fine gravel. At the back were placed cedar twigs to represent a bush, and in front was set up a telegraph line with wire and cross-pieces complete.

The one mistake in the display is the fixing of advertising cards over the white background, which it is presumed is intended to represent the distance and sky. The coverings over the cars, and the pickle bottles themselves are sufficient indication of what the trim is designed to advertise. The remainder of the window is of exceptional merit and is cleverly arranged.

EASTLAKE

STEEL SHINGLES

THE POPULAR CHOICE

Because they can be quickly and easily laid by any handy man—are lightning proof — prevent fire — and are the most economically durable shingles made.

Either Galvanized or Painted

Are You Using Them?

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

GOOD BIRD SEED

is just as important to the grocer's trade as good butter or anything else. Bird fanciers must have the best, and they recognize the best in **BROCK'S BIRD SEED** and ask for it.

Be ready for the demand.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $1.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

MANUFACTURERS' AGENTS.

WITH the increase in population in the Great West has naturally come the increased demand for merchandise, and at different commercial centres from Winnipeg to the coast, companies are being organized to take care of this trade. Among the latest is that of Hull & Sharpe, who have started business in Calgary, Alta., as manufacturers and commission agents. They have excellent storage facilities, both for perishable and other kinds of goods, and are open for agencies covering any line of staple goods. Mr. Hull is the owner of some of the largest ranches in Alberta, while Mr. Sharpe, who is a son of the late George Sharpe, of Cannington, Ont., is a business man of long experience, and is also owner of some of the large stone quarries near Calgary.

BROKERS' ASSOCIATION.

On Monday afternoon of this week, a meeting of the grocery brokers and agents of Toronto was held and an association formed, to be known as "The Toronto Wholesale Grocery Brokers' and Agents' Association." The object of the new association will be to arrive at a basis of mutual understanding with the wholesale trade generally, looking to the best means of harmonizing and conserving their respective interests, and also to treat with problems of a trade character as a body and not as individuals, as has been the case heretofore.

The necessity for an organization of this kind has long been felt and recent development in grocery circles have now made the movement imperative in the interests of all concerned.

The following provisional officers were elected:

President, Mr. Geo. Musson.
Vice-Pres., Mr. J. L. Watt.
Sec.-Treas., Mr. Crawford Powis.

Executive Committee, the following gentlemen in addition to those above mentioned: Messrs. P. L. Mason, Geo. Stanway, W. Philip, Geo. Lightbound, Woodley Musson, and A. B. Lambe.

The executive are now engaged in arranging the practical details of organization, and further news of interest will appear in these columns from time to time as the association progresses.

NOT ON THE CONSUMER.

Sir John A. Cockburn, formerly Premier of South Australia, declared at South Norwood recently that Mr. Chamberlain's policy was courageous commonsense. The pathway to free trade there as in Australia lay through protection. Australian experience was that the import duty did not necessarily fall on the consumer. The shilling registration duty on corn was not felt by the consumer, nor was the largely increased French duty on meat in 1892.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

We Make Brooms

The kind that sell.

WRITE US. Our prices ar right

THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks

400 Wellington St., OTTAWA

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,**

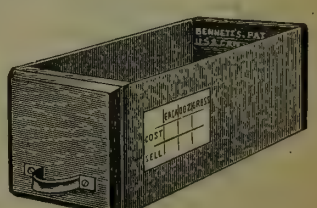
WATERLOO, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rap d growth of our business new quarters were needed.



Address all communications to our New Factory:

Pickering, Ontario

Your Goods

Are valuable, therefore use good wrapping paper. Our brown and manilla wrapping paper is the kind that can be depended upon to protect the parcel. It is tough and strong.

—MADE IN CANADA—by the

Canada Paper Co., Limited

Toronto, Montreal and Windsor Mills, Que.

FLOUR AND CEREAL FOODS

Increased Wheat Areas.

THE open weather which Western Canada has been enjoying these last few weeks is of notable value, says The Winnipeg Telegram. It has enabled farmers to accomplish more plowing in the Fall than has been done in many years past, even to breaking up virgin land. If the 45,000 farmers in Manitoba alone break up two acres of new land each, the acreage for wheat would be increased by 90,000 acres. The same weather has prevailed in the Territories up to a date not reached in many years, and already this favorable condition has created good prospects for next year's wheat crop.

J. Obed Smith, Dominion Immigration Commissioner, speaking of the matter, said: "This open weather is most favorable. Farmers are not only enabled to throw over their stubble, but new lands may be broken up. This will mean a better wheat crop both in quantity and quality. The reason for the greater quantity is plain, if a farmer gets a chance thereby to turn up his stubble and then go to work on some uncultivated lands. The breaking up of the stubble in large areas this Fall gives the farmers opportunity to turn it up in the Spring more easily, either to plow or harrow it. Of course the more a land is plowed the better will be the crops obtained, as the snow will be retained in the soil and produce better results later than would otherwise be obtainable. Some farmers coming in have told me that the ground has been frozen, but I do not think we have had enough frost yet to prevent or stop plowing."

J. J. Golden, chief of the Provincial Immigration Bureau, said: "This open weather means above all things a big increase in the area under crop for next year. I don't know that I can remember when the weather was so favorable at this time of the year."

Minimum Grain Rates.

The leading American steamship companies are agitating for a re-establishment of the minimum grain rates to England which were broken recently by the companies running out of Boston. The Canadian companies are said to be agreeable to a minimum rate provided it does not go lower than three cents.

Mr. Wallace is Right.

Mr. Edgar W. Wallace, special correspondent of The London Daily Mail, who has just completed a tour of Canada, made for the purpose of gauging public opinion on the proposed fiscal proposals, says: "Canada can give Britain all the wheat she will need. Manitoba is a wonderful bit of country for wheat production. I consider the possibilities of the West to be boundless in this respect, and it is not only probable—it must come to pass—that Canada will be the granary of the Empire."

Cereals and the French.

WHAT loyal American, with due and patriotic regard lor his stomach, would live in France? asks The American Miller. Perhaps we ought to ask, How could he live?

They haven't any of our fifty-odd breakfast foods there. Even cracked wheat is unknown. Oatmeal, even of the Scotch variety, is a curiosity. They are ignorant of the johnny-cake; fried mush is a mystery: the corn dodger and corn pone belong to the realm of the occult, and samp and hominy are but names, and foreign names at that. Even the peanut is unnaturalized, and they make oil, common, ordinary oil, out of whole shiploads of African peanuts, which, put to a natural use (and there is only one natural use for the peanut) might make a whole nation happy.

The modern Frenchman eats a great deal of white bread. In the absence of the vitalizing foods just mentioned that he lacks, it is well that he does so. But he does not know what he is missing. A man at Mount Pleasant, Pa., has eaten 91,250 corn dodgers in fifty years. They would make a stack at least half a mile high. More real enjoyment has gone down that one man's throat than all the French pastry and confectionery can supply to jaded appetites. A country where the corn dodger and the other products of Indian corn abound needs no "chefs" with their contrivances to entrap appetite.

Our consul at La Rochelle is trying to resume the missionary work of Colonel Murphy and Colonel Carr. He wants to see distinctive corn dishes and the like popularized in France, and suggests advertising. That's no way to do the work. The proper thing would be to kidnap a lot of healthy Frenchmen, bring them over here, feed them on our corn goods a while, and then send them back to France. They would inoculate the rest, just as the soldiers of Lafayette and Rochambeau spread republican ideas on their return from America.

United States Corn Crop.

Preliminary returns to the Chief of the Bureau of Statistics of the United States Department of Agriculture, on the production of corn in 1903, indicate a total yield of about 2,313,000,000, or an average of 25.8 bushels per acre, as compared with an average yield of 26.8 bushels a year ago. The general average as to quality is 83.1 per cent., as compared with 80.7 last year. It is estimated that about 5.2 per cent. of the corn crop of 1902 was still in the hands of farmers on November 1, 1903.

Argentina's Corn.

AMERICANS have always regarded their country as the only one in the world that could raise corn to any extent, says The Kansas City Journal of Commerce. Canada, Russia, and other lands grow wheat in abundance, and competitors in cotton are springing up and growing the product at an enormous rate, but the United States has seemed to have a monopoly of corn. That crop seemed more secure against competition than any other. It is the king of American crops.

Now, however, just when the satisfaction of Americans over this being the only corn country has reached a boastful stage, a rival looms upon the horizon.

The rival is Argentina, a country which for more reasons than one might well be regarded as the United States of South America. It is only about two-fifths as large as the United States, and has only one-fifteenth its population. But its soil is wondrously fertile, its climate is genial and its population is industrious. Its last year's crop of corn is reported to

WE are selling more oats this year than ever before. Because Canada has produced more high-grade oats—the only kind we will use—and our mill capacity is increased to turn out more. The public know

Tillson's pan-dried Oats

better than they ever did before and are insisting on them.

If you are not selling more **Tillson's Oats** than ever before, you are missing a good opportunity.

The Tillson Company, Limited

TILLSONBURG, ONTARIO.

NAPOLI MACARONI

Vermicelli and Fancy Paste for soups.

Machine handled from the flour to the finished article.

Made in a model factory, from a specially grown Macaroni wheat.

We have just added another variety to our line of fancy paste for soups, called

WEDDING RINGS

Retain your own trade and get some of your competitor's by stocking these goods at once.

Free samples on application. Get prices by case or car load.

Napoli Macaroni Co.,
Cor. Hayter and Teraulay Sts.,
Toronto.

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East TORONTO.

John MacKay
Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

have covered 1,300,000 acres, and to have measured 130,600,000 bushels. That is, of course, very much less than our 94,000,000 acres and 2,528,000,000 bushels. Yet proportionately to the population of the country, it is a creditable showing. Moreover, it is to be observed that the Argentines get more than 30 bushels from an acre, and get a dollar of their currency, or 44 cents in gold, a bushel for it, making a yield of $13.20 an acre,

while the United States, with its boasted superior civilization, is content with 27 bushels to the acre, which, at 40 cents a bushel, means a yield of only $10.80 an acre.

It is evident that Argentina is destined before long to be so considerable a producer of that crop as to cut a figure in the markets of the world, and probably to rank as a rival of the United States.

Scotch Oat Milling Declining.

The Miller, of London, is authority for the statement that oatmeal milling in Scotland is on the decline. According to statistics it appears that the Scotch mills grind less than one-tenth the quantity ground 20 years ago.

This falling off in consumption is put down to two main causes. In the first place, the homely porridge has nearly gone out of fashion, both in the upper and lower classes, and the oatcake has given way to the fine white loaf from the bakery.

In addition to this must be added the rural depopulation. Where one large farm now exists a half-dozen smaller ones were before it. Agriculture in Scotland has suffered as severely as in England, and the rush to the towns is quite as marked. It is, however, pleasant to note the increased consumption of wheat bread.

Wet Gluten in Flour.

THE proportion of wet gluten contained in a given sample of flour as found by different tests often varies decidedly, leading to the conclusion that the parties obtaining the varying results are not equally careful or do not follow the same method. August C. Junge, of Joplin, Mo., who has a reputation as an expert, in a communication to The Baker's Helper, calls attention to the fact that not only will the gluten vary in a Minnesota flour, for instance, from year to year, but that the manipulation by the different persons testing the flour is not always the same and affords room for variation in results obtained.

Mr. Junge, for instance, uses only half-ounce samples of flour for making a wet gluten test. He admits that a two-ounce sample is better as a rule for millers and bakers than the smaller one, as it does not require such fine work. But he also notes that the size of the sample is one source of variation. When the larger sample is used, the relative proportion of wet gluten will be larger, as with the smaller sample the flour is not only more thoroughly washed, but the surplus water is more completely worked out than is possible when a larger sample is used.

The results obtained from washing the gluten out of flour are comparative at the best. And they are that only when the same person makes the test of the flours compared and follows the same identical process in all cases. A miller or baker is likely to be misled if he compares the amount of wet gluten he obtains from a sample of flour with the amount somebody else has obtained from a sample of another flour. An expert may find only thirty-five per cent. of wet gluten in a flour where an imperfectly-worked large sample may yield forty-five per cent. under the manipulation of one who is not so skilled. This affords no reason for arguing that the miller's or baker's tests are therefore useless. Quite the reverse. But they show the necessity for the nicest care on his part in making tests always in the same manner, and not to draw conclusions based on his own tests as compared with some one else's tests.

Grain Storage.

THERE is no part of the milling business that has made so little advancement, especially in small mills, as the storage of grain for milling purposes, writes Mr. M. Shaner in The American Miller. The large mills that use tank storage have made a very decided advance, but I am not writing this article to advertise the tank storage companies.

The old, bug-infested storage bin should be abandoned; not only because it is a vermin breeder and fire-trap, but for the reason that conditions vary so much in our changeable climate, it is necessary to have perfect storage in order to mill the wheat either profitably or with the best results.

In many places the temperature varies 120 degrees in our different seasons, and the condition of the atmosphere almost as much. Yet the mills are expected to take the grain under all these varying conditions and make flour absolutely perfect, whether it be from a board bin with the thermometer at zero, or from an attic under a tar roof, at one hundred degrees above.

The loss from rats, insects and leaks is equal to legal interest in seventy-five per cent. of the mills using wood bins for storage. In addition to the above the insurance on grain storage eats into the profits at an alarming rate.

All grain should be passed over a separator before being stored. All storage should be arranged to draw off for the purpose of blending, or re-fanning, should the grain require it. But the main question is, what kind of bins will keep the grain in good condition after it is stored? Grain can be stored in properly-constructed cisterns, impervious to all moisture, free from climatic changes, without any fire risks and entirely proof against rats and insects; cool in Summer, warm in Winter; in damp weather, perfectly dry; in dry weather, free from that brittle condition which requires steaming and tempering.

The locations of mills vary so much it would be difficult to give any detailed description that would meet the varied conditions, but there are few locations above water level where this style of storage could not be used with good results.

To Grind in Transit.

The Emo Enterprise is authority for the statement that English capitalists are negotiating for the establishment of a 1,500-barrel flour mill at Emo, to grind Manitoba wheat in transit to eastern ports.

Elevator Insurance.

F. W. Peters, assistant freight traffic manager of the C.P.R., has notified C. N. Bell, secretary of the Grain Exchange, Winnipeg, that insurance on grain in the company's elevators at Fort William and Port Arthur covers also that in cars within 100 feet of the elevator.

Manitoba Farmers Well Off.

Mr. James Hartney, Manitoba Immigration Agent for Ontario, says that this is a most prosperous season for the Manitoba farmer. It was true, he said, that the wheat yield per acre was not so heavy this year as last, but on the other hand the farmers were getting 68 cents for their wheat where last year they got only 55 to 57 cents.

Cereal Notes.

Oats, beans and barley, for malting and grinding, are wanted in large quantities at Birmingham, England.

Oats were cut at Moosomin on November 3.

Speaking at Loughborough, Eng., the Hon. Geo. E. Foster stated that in ten years Canada would be growing quite as much foodstuffs as England could eat.

Switzerland claims to be the mother of the roller mill, a Swiss having made one (not successful) as early as 1820. In 1832, however, a roller system mill was started there which was a success and led to the building of others in Mayence, Milan, Munich, Leipzig, Stettin, and in 1839 in Budapest.

At the famous Rothamstead experiment station of England, on one plot of ground wheat has been grown continuously for sixty years without the application of any manure whatever, and has given an average annual yield of thirteen bushels per acre for half a century—or rather more than the average yield of the wheat lands of the United States, including the prairie lands.

—did you get that Gold Watch yet?

—if not, you can get it by sending your order either through your jobber or by writing us.

Price List of

Bee Brand Goods

Bee Borax—40 5-oz. pkgs.	per case, $1.40
" " —48 10-oz. "	" 3.25
" " —48 16-oz. "	" 4.25
Bee Coffee—30 1-lb. tins	per case, $9.00
" " —15 2-lb. "	" 8.70
Bee Soda—120 8-oz. pkgs.	per case, $2 75
" " —96 10-oz. "	" 2.75
" " —60 16-oz. "	" 2.75
Bee Starch—64 12-oz. pkgs.	per case, $5.00

We repeat the offer—with a **$36.00** purchase of "**Bee**" brand goods (standard lines for sale by every jobber) we will give you **free** a 14-karat filled-case **Watch** guaranteed for 10 years.

See Price List—Order some of each.

ALL OUR GOODS GUARANTEED.

Snowdon, Forbes & Co.

MONTREAL, Que.

Chinese Conversation.

The question of "shop" is eternally discussed. Everyone tries to do his best to protect his own interests. These 2 Chinamen see a real danger in the great sale **Chinese Starch** has obtained in Canada; they are angrily discussing and condemning the introduction of this product into the home. Good reason—the more buyers there are of **Chinese Starch** the fewer customers will there be for the "yellow" laundrymen.

They can see no relief ahead. Briefly stated, as the public learns to use **Chinese Starch,** the economy of the laundry, an institution almost considered a monopoly of the Chinamen, the industry will diminish and finally disappear, and John Chinaman's occupation, like Othello's, "will be gone." This is what these two Chinese artists of the wash tub and flat iron are discussing with such interest.

The art of glazing linen so easily at home is due to the GENUINE **Chinese Starch.**

Manufactured only by **OCEAN MILLS, Montreal, P. Q.**

FOR SALE BY ALL JOBBERS.

CONFECTIONERY

A DEPARTMENT FOR RETAILERS.

Candies for Christmas.

IN previous issues "The Grocer" has more than once called attention to the importance of the candy department of the grocery store and to the fact that the druggists were in some places gathering the cream of this trade because too many grocers do not keep and display candy of the higher grades. The candy trade rightly belongs to the grocer and confectioner, and there is no valid reason why the druggist should cut in on the most profitable lines.

In order to counteract this tendency the grocer should consider how he may improve his candy department, both as to the lines handled and the manner of display.

In the face of the Christmas trade no better time could be found than now to undertake this. At no other time of the year is there so much candy consumed. Every child must have his stocking filled; every Christmas tree must be loaded down. For these purposes the common kinds are desirable. If put up in net stockings so much the more attractive to the children, who will be the largest consumers. But the soft candies—the creams and chocolates—require more consideration. They are more expensive, and are consumed or at least bought by adults. Appearance is of more importance. A handsome box makes all the difference in the world, and an attractive showcase has an irresistible attraction to the grown-up candy lover.

Then, for that large class who want to give a friend a Christmas present but don't know what to give, a box of bonbons offers the solution. But, in order to do so, it must be displayed where it is in full view.

This year money is free; people are in a spending mood, and more candy and of better quality will be bought than ever before. If the grocer has the goods he will get the trade; if he has not, it will go to some one who has.

It is not necessary to stock heavily, but a good assortment should be kept, and the results will undoubtedly prove satisfactory.

Candy, Old-Fashioned and New.

NOW and then we hear someone sigh for old-fashioned candy, but really there is no occasion for depression, for the old-fashioned candy is conspicuous in the confectioners' shops. In candies hard and soft are to be found the prized flavors of peppermint and wintergreen. The stick candy that decades ago put the poor country boy in ecstasies of longing when he visited the village store and eyed the candy jars, is still to be had. As sugar is cheap the quality is no doubt better and more wholesome than formerly. Stick candy may be bought in a more bewildering variety of colorings and flavors than ever before. It is even packed in attractive boxes like the modern chocolates and bon-bons. Molasses candy, plain, unflavored molasses candy, more than holds its own in the estimation of candy eaters.

If the making of old-fashioned candy has met with due consideration in modern times it has not monopolized the candy-maker's talent. The sugar genius finds its most soulful and artistic expression in chocolate combinations. To-day the young man for the sum of 50c. can secure a veritable symphony of flavors. Courtship is thus smoothed, for surely every girl who accepts and partakes of choice chocolates compounded from pure and delicious materials and spiced with ambrosial flavors, must entertain a kindly and affectionate feeling for the donor.

If chocolates represent the height of the candy-making art they do not alone give any idea of the candymakers' varied and noble achievements. He juggles with sugar. The pure white material that comes to his hands is transformed into countless shapes of colors that delight the eye and of flavors that delight the most fastidious palates.

Biscuits and Cakes.

IT is only a few years since the soda cracker, the raisin biscuit and three or four other varieties, put up in wooden boxes a couple of feet long by perhaps a foot wide and ten or so inches deep, represented the stock in trade of the average grocery in cakes and biscuits. Now, all this is changed. Biscuits of all descriptions and hundreds of varieties are now to be had from our confectionery manufacturers, and the quality of the goods has improved almost as much as their varieties have increased. The manner of placing these goods on the market is also indicative of the general improvement that has come over all lines in the grocery trade. Neat tin boxes with open faces now display to the delighted customer the bewildering number from which they may choose.

That the consumption of biscuits has largely increased is without doubt. One need only look at the way the factories have extended to know that, and even as it is the supply is hardly equal to the demand.

This is a thing the retailer should ever keep in mind and take advantage of. Cakes and biscuits should be located in a prominent place and in such a manner as to attract customers. The neat tin boxes with their open glass faces are tireless salesmen. All they need is a chance to show themselves. It is the grocer's business to see that they get this chance.

It is useless to put them back in a corner. That isn't what the glass face is for. Use a pile of these biscuits to hide a corner. The effect will be at once to improve the appearance of the store and increase the sale of the biscuits. Try it.

Colors in Confectionery,

The matter of color in connection with cakes and confectionery has a greater bearing than the average person realizes, says The Baker and Confectioner. Delicate, pleasing shades have a tendency to create a desire for an article, while distasteful color will have the effect of causing customers to reject what otherwise may be an excellent product. Nobody knows how much trade has been turned away through the injudicious application of coloring matters. The customer may not be able to explain why a certain cake or kind of candy is not what she wants, but instinctively it repulses, and probably only on account of the color. A careful selection of pure unadulterated colors is therefore essential, and just as essential is a knowledge on the part of the workman of just how to proceed in their application to secure the most pleasing results.

Candied Flowers.

A French chef has been experimenting for some time in candying flowers, and has been making a strenuous effort to produce a palatable flower with its own leaves and stems all perfect. Among the novelties for the Christmas season will be seen some lines of candied flowers, although as yet the art is in its infant state in this country. In Switzerland they are quite the vogue, and not only the flowers, but

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce. For quotations address

Montreal Agents:

S. H. EWING & SONS,

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL.

NEW TARRAGONA ALMONDS to arrive
GRENOBLE
MARBOT } WALNUTS "
BORDEAUX
SICILY FILBERTS in stock
BRAZILS "
PEANUTS "

GET OUR QUOTATIONS BEFORE PURCHASING.

GOODS ARE GUARANTEED NEW AND YOU GET WHAT YOU ORDER.

SEEDED MUSCATELS, 12-oz. and 1-lb. pkgs., in stock.
TABLE FIGS, many varieties, in store.
TAP FIGS, bright goods, in store.

Our Ceylon Green and Black Teas are special. Send for samples.

MAIL ORDERS A SPECIALTY.

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

MANUFACTURERS OF Crown Brand Flavoring Extracts and Confectioners' Specialties

AND Household Specialties.

"KKOVAH" Jellies (all flavors).
"KKOVAH" Custard Powders.
"KKOVAH" Blanc Mange Powders,
Etc., Etc.
"SY MUZ" Linen Glosser, unequalled for the laundry.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. We are agents for the grocery trade.

THE GREIG MANUFACTURING COMPANY, Limited, - MONTREAL.

also rose leaves are used to color and flavor whipped cream as well as for a confection.

Attractive Package.

A miniature telephone is one of the most recent introductions in the box department. It is an excellent imitation, being made of very heavy cardboard with a light veneer of wood, stained. What is known as the box part of the telephone is removable and a double compartment holds the confections. This idea has taken splendidly with the children. The receiver is fastened on the side with a hook similar to the regulation telephone, and in every detail it is a counterpart so far as the outside is concerned. As a Christmas attraction this will certainly be in the first rank. It is made to retail for a comparatively small amount.

Sweetmeats.

For the making of sweetmeats England's bill for sugar is £100,000 a week.

It is said that candy to the value of $100,000,000 is consumed annually in the United States.

As the result of the abolition of sugar bounties and the recent substantial advance in the price of sugar, says The London Daily Mail, manufacturing confectioners, at a private meeting in Glasgow, decided to raise the prices of confectionery 2s. per cwt.

PLENTY OF SALT.

While there has been a scarcity of salt recently the salt manufacturers are again in form and an entire change has come over the situation. Salt stocks are now rapidly accumulating, so much so indeed that some of the largest establishments report that they are within measurable distance of closing down entirely. Having surmounted their late difficulties, the salt manufacturers are confronted by another however, in the great scarcity of all barrel materials. "Prices have advanced 200 to 300 per cent.," said a manufacturer to "The Grocer," "and even at these advanced values supplies are not obtainable. When it is known that a barrel is to-day worth from 60 to 65c. empty, it will be easily seen that salt manufacturers must be losing money heavily to sell salt at present prices."

MAKE FLOWER POTS.

A representative of "The Canadian Grocer" recently visited the plant of The Foster Pottery Co., Hamilton, and was particularly struck with the very business-like appearance of the works. The firm report a very busy season, a special crate of selected goods, pots, saucers and hanging-baskets, consisting of 155 pieces, which they are selling at $6.75 each, being greatly in demand with the grocery trade. They will be glad to send an illustrated catalogue of their wares on application.

AGENCIES FOR JAPAN.

A British Columbia firm doing business in Japan writes, asking for the names of Canadian manufacturers who are open for representation there. One of the members of the firm, who is at present in Japan, says there is great possibilities for trade there in various lines of goods. Any firms desiring to place themselves in communication with the firm in question can do so through the editor of THE CANADIAN GROCER.

INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. A firm of importers in the north of England desires to hear from Canadian houses in a position to ship tallows, oils, greases, lard, and other packing house bye-products.

2. Inquiry is made by a Cardiff house in the fruit trade for the names of important shippers of Canadian apples who are looking out for an agent in their district.

3. The addresses of Canadian furniture manufacturers have been asked for by a trading company desirous of obtaining their woodwork from the Dominion.

4. A firm in Scotland inquire for samples, prices, etc., of Canadian wood pulp paper. They also ask for similar particulars from Canadian makers of felts supplied in rolls.

5. A London firm is open to represent Canadian exporters of wood-ware and other goods for ship chandlers. They are also looking for a market in Canada for their own manufactures—marine life-saving apparatus, life belts, buoys, mooring buoys, coir mats, etc.

6. A correspondent makes inquiry respecting the starting of a new manufacturing business for the production of salt in Canada.

The following inquiries were received at the Canadian Section of the Imperial Institute, London, Eng.:

7. A United Kingdom manufacturer of glass bottles wishes to develop trade in Canada, and would like to hear from first-class Canadian firm prepared to take up the matter.

8. A firm in London is prepared to contract with Canadian manufacturer in a position to ship regular supplies of maple dowels.

9. The manufacturers of agricultural and veterinary specialties, disinfectants, cattle foods, etc., seeks the services of a Canadian firm possessing the necessary connection to act as their representatives.

10. The proprietors of a well known time register are open to appoint suitable Canadian resident agent.

The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.

MAPLE

MONTREAL TESTING LABORATORY.

MILTON L. HERSEY, M.Sc. 116 ST JAMES STREET.

Montreal, May 26th, 1902.

CERTIFICATE.—I HEREBY CERTIFY that I have analyzed samples of MAPLE SYRUP marked "SMALL'S MAPLE DEW DROPS, which were purchased by me on the 19th inst. on the Montreal market, and my tests failed to detect the presence of any adulterants or preservatives whatsoever

Milton L. Hersey

City and Provincial Analyst

Small's, the recognized standard world over. Long established at Dunham, Que. Headquarters for choice Maple.

Life long experience is ours. Results are: Quality, tasty packages, free from preservative acids, perfect keeping for all time, netting dealer fair profits and pleased customers. Guarantee on every package.

Small's brand has captured all Gold and Silver Medals offered in Canada, with highest awards at Paris, Glasgow and Cork. With due appreciation of the many brands we believe Small's is market standard.

MAPLE

NOT WHAT WE SAY.

Small's Maple Cream bids fair to become world famous. Ottawa Evening Journal.

Your syrup is superior to anything I have seen on the market.—H. Mockford, Charlmond Road London, Eng.

Your goods are Al quality. -J. H. Anderson, Produce Co'y., Winnipeg, Man.

The Purity, Flavor and High-Class Quality of Small's Maple Products have been commended on every side throughout the Dominion. Ottawa Free Press.

Your goods are all right. -J. A. Mathewson & Co., Montreal.

May be had through all wholesal and jobbing houses. CANADA MAPLE EXCHANGE TELFER BROS. Represent Manitoba and Territories.

Dunham, Que. Head Office, 118 King St., Montreal.

Imperial Mixed.

A new biscuit—very small—to retail at a low price. Fills a long felt want.

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844 IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers

THE COWAN CO., Limited - - TORONTO

FOR THE HOLIDAYS.

DON'T FAIL TO SECURE AN ASSORTMENT OF

English Fruit Drops and Slices

put up in attractive, screw-top glass jars (standard ½-lb.). They sell themselves and yield a handsome profit. 32 flavors, many of them entirely new.

CROWN MFG. CO.

LIMITED

785 Yonge Street, [redacted] **TORONTO**

CHRISTMAS NOVELTIES.

IT is a question whether or not the grocer should put in a stock of fancy goods for the Christmas season trade. In some cases it would be out of the question, but there are others again, especially in the smaller places, where a few lines, especially in the way of toys and decorations, could be handled by the grocer and would yield very good returns. There are always the local Sunday school "Christmas

trees" to be loaded down and decorated, as well as the smaller, but in the aggregate much more important, domestic Christmas festivities to be supplied. From the grocery they must get their candies and fruits; why should they not also get their toys, candles, decorations and such like there also. In the rural districts and smaller villages this trade should belong to the grocer.

The very fact of handling these goods will attract the children, and the children will prove both importunate and effective solicitors in coaxing their parents in to see the holiday wonders, and finally in inducing them to exchange their spare cash for the objects of the childish desire. Customers who might never other

wise enter the door may thus be made new and possibly permanent friends.

There are, of course, endless varieties to choose from and it would be unwise to attempt to turn over an overly large stock, but a judiciously-selected assortment may easily be made.

The mechanical toys which are shown in such variety this year are an endless source of delight, not alone to the little ones, but engage the interest and attention of many of sober years who would probably indignantly deny the charge were they confronted with it. These toys may be had at all prices, from a few cents to much more serious figures, and although sold mostly at this season of the year, are by no means restricted to it.

Boys of two to six years find more pleasure in a tin horn or a cheap kettle-drum than in a new suit of clothes or a Sunday school picnic. The cheapest little horn that costs five cents is to him a present from fairyland, and from sunrise to sunset, until the toy is broken, he imagines himself a Sousa, or the bass horn in the local band. Some of these horns are made up in the most elaborate manner, with cow horn and silk tassels, and intricate bends; others are really musical instruments, flutes, flageolets, piccolos, clarionets, cornets, whistles, ocarinos, bird whistles, calliope whistles, etc. On these a boy with any musical inclinations soon learns to play a few bars, and the toy serves a double purpose.

For girls, dolls never grow tiresome; nor, let a little girl have ever so many of these favorites, will she ever be without a welcome in her little mother's heart for a new one. Dolls are for girls what drums, swords, guns and all the acoutrements of war are to her brother; and indeed find a warmer and more secure lodgment in her affections than any of the noisier playthings of which the boy soon tires.

The little girl found in the ruins of Pompeii with an ugly little doll hugged tight in her arms, and eagerly protected from the terrible heat and ashes, evidenced in a marked degree the unfailing love of the child for the inanimate bit of rags.

The doll of to-day originated in Holland, that country of quaint habits and quainter children; but it is many a year since any radical change has taken place in the make-up or general characteristics of the plaything. Every material is used in its construction—wood, india rubber, china, wax, cloth, bisque, steel—and there is a ready sale for all. Until the last few years the best doll and the medium grade doll was made with wax head and limbs, but its lack of durability has turned the attention of manufacturers to bisque, and all are satisfied. Bisque is a sort of cement which hardens in the air, and can be washed and roughly used without suffering injury. The steel doll is a new idea which has not as yet taken a prominent position.

Germany is the home of doll making, a position she has long held, and which she will stubbornly defend. The five-cent doll the child hauls around by a broken

arm, as well as the $25 creation that walks, goes to sleep, says mamma, has real hair, lace, and leather, in nine cases out of ten, is turned out in the dominions of Kaiser Wilhelm.

No toy department is complete without a goodly supply of these favorite playthings of little girlhood.

The Christmas tree has never been supplanted in the affections of the child, and every year it is looked forward to with the keenest pleasure. The tree, with its bright lights, its shining ornaments and brightly-colored presents, is never forgotten. These Christmas ornaments come in all forms and at all prices. There are the cheap glass shapes which can be bought at about twenty-five cents a dozen or less, the tinsel garlands, the bead chains, the lithographed dolls, the fancy

candle-holders, and the combination of tinsel and lithograph, as illustrated. A few of these hung on a tree improve its appearance wonderfully and cost a mere trifle.

GOODWILLIE'S FRUITS

ARE

Noted for their delicious FRESH FRUIT FLAVOR.

Put up only in glass.

READY SELLERS.

YOU STOCKED?

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Machine-cut Mixed Peel

½-lb. and 1-lb. Drums.

Always

FRESH.
READY.
IN DEMAND.
A GOOD SELLER.

Have you a stock on hand?

ROSE & LAFLAMME,
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DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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Grimble's

BRAND.

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT.**

If you don't know it, write for sample.

I. S. WOTHERSPOON,

204 Board of Trade Building,
MONTREAL, P. Q.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

A Few Things About Pipes.

A PIPE is a very simple affair: a hollow bowl, a stem with a hole through it, and yet the ingenuity of man has contrived or blundered into making pipes of almost endless variety. The truant school boy whittles one out of an acorn or a hickory nut, the hired man hollows out a corn cob and enjoys the weed with as much zest as the railroad president with his carefully colored meerschaum. The Indian on the war path, whose tomahawk is also his pipe, stills his devouring hunger and steadies his nerves with the same instrument that is to soon dash out the brains of his enemy. The Irish navvie favors a short clay, and the Dutchman a long stem with a capacious bowl. Every man has his own taste as to pipes, from the bulldog of the student to the churchwarden of the village solon.

Some men go in for collecting pipes, and the writer has seen some very interesting collections, of all degrees of age and venerableness. They have been gathered from all parts of the world and show in many ways the traits of their devotees.

It may be said that there are practically no pipes made in Canada. They are all imported from the United States, England, France and Austria mostly. Some of our wholesalers, however, have very extensive stocks, including almost every manner of pipe.

Grocers should make it a point when possible to pay a visit to some of the wholesalers and look over their stocks of pipes. It would be a revelation. One wonders where all the pipes go to. In thus going through the pipe department not only is one's curiosity gratified, but he is made familiar with the pipe business as he would not otherwise be, and, at the same time, he has the opportunity of picking up any line which he thinks would strike the fancy of his customers.

Rain Spots on Cigars.

Cigar smokers will be interested to know that during part of the Winter the majority of the weeds will be very dark and as full of spots as a leopard. Many cigars that are now on the market are badly spotted, and the query has frequently been put as to whether their quality was impaired.

A Canadian buyer, who has just returned from Havana, explains that, largely on account of the heavy rainfall this season, the tobacco leaf was covered with pale yellow and sometimes black spots.

"You will see most of the cigars of the same appearance very soon," he said. "The quality is not at all spoiled, but the odd appearance makes smokers suspicious. Even now it is very hard to get a cigar of light color. The leaf took in so much moisture this year that cigars are much darker than ordinarily; but some of these black cigars you see now, are not necessarily the strongest."

"There is a superstition that the green spots often seen in cigar wrappers indicate extra quality," concluded the tobacco man. "They do nothing of the sort. These spots are what we call sand spots, and are the result of sand falling on the leaf during a rain."

Japanese for Tobacco.

The Japanese name for tobacco is Ukiwasureka, which is composed of three words, and means "the anxiety-dispelling plant."

Leaves Large Estate.

The will of the late Christian Lepen, the wealthy tobacco manufacturer of St. Louis, who died recently, disposing of an estate valued at $4,000,000, was filed for probate October 1. The entire amount is to be divided among the children of the testator, with the exception of a small annuity, which is to be paid a sister.

W. H. Steele & Co., tobacconists, Toronto, are offering a special line of pipes and boxed cigars (10 to 15 in a box) for the Christmas trade, and cordially invite buyers to call and inspect their holiday display.

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

PLUG CHEWING TOBACCO

Its Success Tells All.

Sold by all Leading Wholesale Houses.

The Empire Tobacco Co., Limited

Xmas Trade!

I am beginning to fill large orders from grocers for my Cigars for the Christmas trade. Please try to get ***your*** orders in early.

I'm willing to work nights but, I want to be sure of getting the Cigars to you on time. Save your peace of mind and also mine by sending along early.

Payne's Cigars.

J. BRUCE PAYNE, Limited,
Granby, Quebec.

FROM the land of the Midnight Sun to the imaginary line to the South of us; from where the hawk-eyed prospector traverses the rocky wilds of the Yukon to where Canucks can say good-day to Brother Jonathan—each on his own territory—these brands are known, appreciated and demanded:

Harold H.
Kim
La Fama } **Cigars**

BRENER BROS.

Cigar Mfrs., - - **LONDON, CAN.**

T & B

The outstanding tobacco in Canada is **T & B.** Not because we assert it, but because of its own inherent excellence backed up by public favor. Of course we know it because the tobacco business is our one thought all the time. We built up the good name of **T & B** Smoking Tobacco by making it better than any other produced in this country. In the course of time smokers, and then grocers and tobacconists, found out that it ***was*** the best tobacco made.

T & B is made in **10-cent size.** If there is a grocer in Canada who does not carry **T & B 10-cent size,** that grocer is unjust to himself.

The GEO. E. TUCKETT & SON CO., Limited,

HAMILTON.

Buy from us.

Tobacco Pipes. The stock we carry is the best, most varied, largest of any in Canada. The prices on the pipes we sell baffle competitors, but please our customers. Those who deal with us make big profits.

Our offer of 3 dozen pipes for $6.00, on approval, express charges paid, is still open. Write us at once. Several good weeks before Xmas.

58 Yonge Street. **W. B. REID & CO.,** Wholesale Tobacconists, TORONTO Canada.

Popular Brands:

"QUEEN'S NAVY,"
"UNION JACK,"
"CONQUEROR,"
"WIG WAG,"
(Great 5c. plug.)

MANUFACTURED BY
The Erie Tobacco Company
WINDSOR, ONTARIO.

HORROCKS'
RONTO
5c. Cigar
NOT MADE BY A TRUST.
T. J. Horrocks,
TORONTO

The Chamberlain Cigar

Is the Cigar of the day, undoubtedly the best value on the Canadian market. It brings **you** a fair profit. It brings your customers delicious satisfaction.

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

ANY GROCER SELLING TOBACCO

it is safe to say, prefers to sell McALPIN Brands. These brands pay a better profit, and they give absolute satisfaction to the user. Some tobaccos lie unsold, dry out, and become good for bargain days. They are not McALPIN TOBACCOS. Is not your strongest sale on these brands :

CHEWING	SMOKING
BRITITH NAVY,	*TONKA,*
KING'S NAVY,	*SOLID COMFORT,*
BEAVER,	*PINCHIN'S*
APRICOT.	*HAND-MADE.*

The McAlpin Consumers Tobacco Co., LIMITED

TORONTO CANADA.

Fluctuations in Tobacco Habit.

PROFESSOR ANDERSON STUART recently gave a lecture at Sydney on the use and abuse of tobacco, says an exchange, in the course of which he mentioned as a noteworthy historical reflection that tobacco was introduced into England under Queen Elizabeth, when England led the world in peace and in war.

Under the next queen, Anne, it reached a maximum of use—namely, 32 ounces per head of the population, and then it declined until, at the accession of Queen Victoria, it had sunk to its lowest limits, 12 ounces per head. But under Victoria it gradually resumed its old proportions. Thus, the present use of the weed in smoking is no new thing. The decline of its use after Anne was ascribed to the fashion being in favor of snuff and against smoking, which, having now spread to all ranks—men, women and children—became common and vulgar.

The rise in popularity under Victoria was ascribed to fashion again—now snuffing had spread to the masses; also to the introduction of lucifer matches, wooden pipes, mild tobaccos, and to the decline of the drinking habit, its place being taken by smoking. The lecturer remarked that the last noteworthy attempt to prohibit the use of tobacco was by the British Wesleyan Conference of 1877, when it refused to rescind a regulation of 1795, which says that no preacher shall use tobacco in any form, and thus the rule is still in force.

Tobacco Statistics.

Americans consume 7,000,000,000 cigars annually, and the yearly increase in the consumption is nearly 600,000,000, says The Detroit News. Smokers use 3,000,000,000 cigarettes annually, and consume in other forms, as in snuff, plug and smoking tobacco, 315,000,000 pounds, exclusive of the tobacco exported and that used in the manufacture of cigars and cigarettes. The federal treasury receives $65,000,000 annual revenue from the tobacco tax; the manufacturers alone pay in dividends $10,000,000, and in wages, $50,000,000 a year, and the annual value of the manufactured product in this country is upwards of $200,000,000.

Training Factory Girls.

Four hundred young women in Greenville, S.C., have applied for positions in a new cigar factory there, and will receive instruction in cigar making. They have been divided into eight groups, and are to begin work fifty at a time. The first group have made good progress, and the others are to follow as soon as the preceding ones acquire a satisfactory amount of skill. The factory is large enough for 1,000 hands. The American Cigar Co. takes the output of the factory.

Prison-made Cigars.

The City Council of Detroit, Mich., recently passed the following resolution without a dissenting vote:

"Whereas, The manufacture of cigars is being conducted on quite a large scale at the State Prison, at Marquette; and

"Whereas, The cigars that are manufactured by the inmates of said institution are, we believe, unjustly, placed in direct competition with manufacturers of this city and state; therefore,

"Resolved, That the Governor, Hon. Aaron T. Bliss, be and hereby is most respectfully requested to urge the Board of Control of said prison to discontinue the manufacture of cigars in said institution and to substitute therefor the manufacture of some commodity that will not be placed in competition with the free labor of this city in particular, and the state in general; and be it further

"Resolved, That the city clerk be and is hereby requested to transmit a copy of this resolution to his excellency, the Governor."

Tobacco in Wisconsin.

According to the statistics gathered by the industrial department of the St. Paul railroad, says The Retail Journal, tobacco is fast supplanting corn as a Wisconsin crop.

This year there are nearly 50,000 acres of tobacco under cultivation, and the estimated value of the crop is $8,000,000. The growth of the industry is shown by the fact that the tobacco trust is now building on the line of the St. Paul railroad four immense tobacco warehouses and is enlarging two others. The new warehouses will be located at Watertown, Brodhead, Sparta and Stoughton. The capacity of each of these varies between 1,500,000 and 2,000,000 pounds. The principal counties in which tobacco is raised are Dane, Rock, Columbia, Crawford, Vernon and Monroe. The State of Wisconsin now ranks fourth in the list of tobacco-growing states.

Tobacco Notes.

The German Ministry of War denies that it has prohibited the sale in the German army and navy of cigars or cigarettes of The American Tobacco Co., and that only German goods would be allowed to be sold.

Mr. T. A. Corley, western representative for J. M. Fortier & Co., Montreal, reports from the Edmonton district that the "Chamberlain," (the preferential) cigar is, like its namesake in England, catching the popular taste, and sales are very good, and the demand increasing.

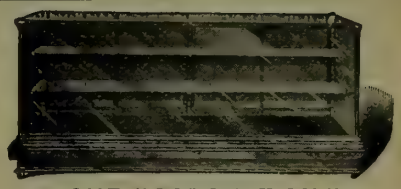
PIPE STOCK.

Our pipe stock is now in the best possible shape. Everything known to pipedom is in stock and at prices that ridicule opposition.

Write for Catalogue Containing Cuts and Quotations.

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

McDougall's Scotch Clay
PIPES
are the standard of the world.
D. McDougall & Co., Glasgow, Scotland.



OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

From Ottawa city and district Mr. J. A. Mayer is sending in fine orders for Christmas goods, special package cigars, to his house, J. M. Fortier & Co., Montreal. The advertising this firm have lately been doing with the very attractive posters of the "Chamberlain" (the preferential) cigar, is meeting with satisfactory results, as their travellers' orders testify.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising THE CANADIAN GROCER.

The Value of a Good Idea Lies in Making use of it.

NOW and again I receive an expression of thanks for the helpfulness of the thoughts expressed in this department from week to week.

Several readers have taken the trouble to write, especially to express their appreciation of the value to them of the suggestions and criticisms published in this department during the past, and a good many have said that they have found these weekly discussions of advertising topics very interesting.

Of course, it is natural to conclude that all who thus expressed themselves are thorough believers in advertisiug to a greater or less degree, and some of the more enthusiastic of them have followed the arguments that have been advanced very closely, and have thus considerably improved their advertising by acting on the suggestions made.

It is in no spirit of self-importance that I mention these facts, but rather to emphasize the importance of the arguments themselves.

The thought expressed at the head of the department this week epitomizes what I am trying to impress on you that—"The value of a good idea lies in making use of it."

One of the first acquaintances I made through this department called on me a short time ago, and in the course of conversation thanked me for the help it had been to him in his advertising. He was rather enthusiastic over it, in fact. A comparison of the ads he is using now with those he was using a year ago easily demonstrates the value HE HAS MADE out of what he has read.

He spoke of a meeting which he had attended a while ago, when several retailers said "You just keep on sending your ads to THE GROCER for criticism—we get lots of pointers from it." He answered: "Why don't you send some of yours," and the reply came "Oh, we'd sooner have yours roasted."

This illustrates the reluctance of a great many people to having their advertising efforts picked to pieces.

It is sometimes discouraging, when we think we have done pretty well, to have someone who thinks he knows more about it, pick the work to pieces and try to show where it's faulty. But this is never the case where a criticism is taken in the right spirit.

But even snpposing we don't like to be criticised, if in the criticism we get a few pointers, isn't it well worth while to grin and bear it—then profit by it?

I find very few retailers who think they know all about advertising—even for their own business; nearly all are ever ready to take a few pointers.

Buchanan's Are The Best Whiskies In British Columbia.

Radiger & Janion
Victoria and Vancouver
Sole Agents for B. C.
BUCHANAN'S
Scotch Whiskies
Black & White and Special Buchanan's
As supplied to House of Commons
Duty Paid or in Bond
Wholesale Trade Supplied

A Compliment Paid By A Very Prominent Connoisseur.

If you are open to suggestions, just mark this: When you are reading something and you unconsciously say, "That's so" or "That sounds reasonable"—don't let it rest with that, but put it into practice.

When you read that you should do this or that—and you think "That's right"—why DO it. And vice versa.

Advertising Deeds.

The ad. reproduced this week is one of those entered in the advertising competition for October.

Accompanying it was a letter, which said among other things:

We are pleased with your paper, and derive much benefit from THE GROCER in general, and your page in particular.

The enclosed ad. we have running in The Victoria Daily Colonist, and derive considerable benefit from it. We have it appear on alternate days in the editorial page.

"We have running" signifies, I suppose, that the ad. is a standing one. I never have thought very much of "standing ads." The name, I think, is very expressive. I like a "moving" ad.—or an ad. that makes things move—much better. And so do most people who look for results.

There's no doubt such an ad. does some good—the advertisers themselves admit this to be the case. But wouldn't it do more good—certainly just as much—if the ad. were changed often—every insertion, for instance.

There are some things that go to make this whisky better than others with which it has to compete—at least its makers ought to think so. I think if I used much whisky I would want to know just why Buchanan's was better than the brand I had been using before I would think of changing.

"Oh, the superiority of Buchanan's whiskies is generally acknowledged and stands unquestioned," you say. If that is so—why? The advertising is supposed to influence those people who don't use—or sell—Buchanan's whiskies to buy it. It is therefore likely that they are not acquainted with the superior merits of Buchanan's, or undoubtedly they would already be your customers.

What makes one whisky better than another? Why is Buchanan's better than any other? Why ought people to buy Buchanan's in preference to other whiskies? There's plenty of good advertising in the answers to these questions.

If an article is not better in some respects to those already on the market it is the height of foolishness to spend money in advertising it.

If you think what I've said contains pointers—put them into practice.

"The value of a good idea—(or a good pointer)—lies in making use of it."

Send me the results.

CUP QUALITY COUNTS—Therefore handle

Established 1845

S. H. & A. S. EWING'S High-Grade COFFEES

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills 55 Cote St., MONTREAL, P.Q.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR Delicate in Flavor and Aroma. Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

ROBINSON'S PATENT BARLEY?

It is a perfect food for infants and invalids, put up in 1-lb. and ½-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited

LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

November 19, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland 9 50	10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per o
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

—about **SYRUP**—Table Syrup.

—for flavor, color and body our

"Crown" **brand Table Syrup** has no competitor.

Put up in :—
2-lb. tins—Cases 2 doz.
5-lb. " " 1 "
10-lb. " " ½ "
20-lb. " " ¼ "

Freight paid in 5-case lots to all railway stations east of North Bay.

Also in bbls, ½-bbls, kegs and pails.

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, QUE.

Cocoanut.

L. SCHEPP & CO.	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
½ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 11

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant elly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case
1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00

RECKITT'S BLUE and BLACK LEAD

Always give your Customers Satisfaction.

Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D. ½-lb. tins	per doz.	0 85
" ¼-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
"Old Crow," 12-lb. boxes—		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 3 00
" " pints	5 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

'Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked "	"	1 90

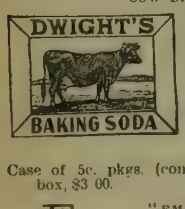
Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10 oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1 lb. packages	$ 2 75
No. 2, " 120 ½ lb. "	2 75
No. 3, " { 30 1-lb. " } { 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs		Per
" " 10 oz., cases, 96 pkgs.		case
" " 16 oz., cases, 60 pkgs.		$2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06¾
Canada Pure Corn	0 05¼
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05¼
Kegs, 100 lb.	0 05¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05¼
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maize Corn Starch	
1-lb. packages, boxes 40 lb.	0 06¾

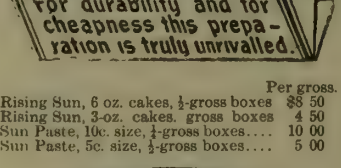
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05¼
" 100-lb. kegs	0 05¼
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

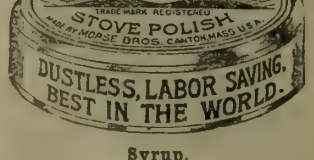
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6 oz. cakes, ½-gross boxes	$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

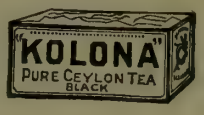
	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

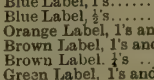
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label.	" 40c	0 28
Red Label,	" 50c	0 35
Orange Label,	" 60c	0 42
Gold Label,	" 80c	0 55

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	}	0 35
" " 30 1-lb.	}	
" " 120 ½-lb		0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25	
Blue Label, ½'s	0 19	0 25	
Orange Label, 1's and ½'s	0 21	0 30	
Brown Label, 1's and ½'s	0 28	0 40	
Brown Label, ½'s	0 30	0 40	
Green Label, 1's and ½'s	0 35	0 50	
Red Label, ½'s	0 40	0 60	

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes		$0 42
" II 40-lb. boxes		0 40
" III 80-lb. "		0 37
EMD AAA Japan, 40 lb " at		0 35
" AA " 40 "		0 32½
Blue Jay, basket fired Japan, 70 lbs.,		0 30
"Condor" IV 80-lb. "		0 [illegible]
" V 80-lb. "		[illegible]
" XXXX 80-lb. boxes		0 25
" XXXX 30-lb. "		[illegible]
" XXX 80-lb. "		0 22½
" XXX 30-lb. "		0 23½
" XX 80-lb. "		0 20
" XX 30-lb. "		0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 30

Black Teas - "Nectar" in lead packets—

Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases	retail 0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases	retail 0 60 at 0 40

Black Teas "Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45 $10 95
" casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	1 15
Dominion King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" " 3 "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80

Many Happy Returns

"Many happy returns" in a two-fold sense—best wishes for your present and future happiness and, as well—your future profits. May they be as you would have them—right.

A few suggestions that will contribute to a quick return of your money—and a profitable return.

"Thistle Brand"

The delicate flavor—the cleanliness—the real Finnan Haddies, all this distinguishes the trade mark, "Thistle Brand." A luxury for your most particular customers.

Finnan Haddies

Maple Syrup

Nothing better can be had than

Thistle Brand

guaranteed pure.

Maple Sugar

Fry's

Enough said—the word "Fry" stops all argument when the purity of Chocolate or Cocoa is mentioned.

Chocolates. Cocoa.

Sold by Wholesale Grocers Everywhere.

--- AGENTS ---

A. P. TIPPET & CO.
Montreal and Toronto.

F. H. TIPPET & CO.
St. John, N.B.

You can promote the health of your customers by encouraging them to eat fish.

You can promote the health of your our exchequer by encouraging them to buy...

HALIFAX,
ACADIA,
BLUENOSE

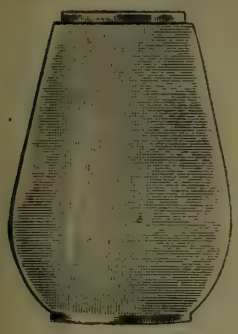
BRANDS of prepared codfish. These are put up at our factory in Laham, N. S., and are the cleanest and most inviting fish product that has ever been shown on the Canadian market.

They are a new thing.
You can make money on them.
It will pay you to get interested.
You ought to write for prices.

BLACK BROS. & CO., Limited,

HALIFAX, N. S.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

MERCHANTS.

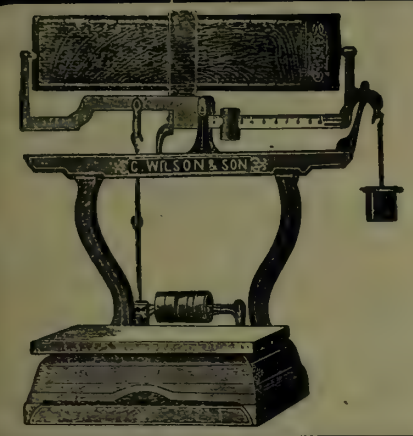
The Toledo Automatic Computing Scale SHOWS to EVERY CUSTOMER in LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY FOR the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.

106-116 John St.,
227-237 Plymouth St., } Brooklyn, N.Y.

Illustrated Catalogue on request.

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream**, unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co., Winnipeg, also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1902

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers.**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

—satisfactory business
always results
when selling
the pure, healthy, invigorating
teas of

JAPAN

Quality always tells—

JAPAN TEAS

are teas of quality.
Stick to what has always pleased
your customers—

JAPAN TEAS.

YOU KNOW WHAT YOU WANT

but allow us to suggest that you can improve your reputation for keeping fine goods by selling

JAMES' DOME LEAD

W. G. A. LAMBE & CO., Canadian Agents.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is **Cold Water** **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

TEA ROSE DRIPS

A PURE CANE-SUGAR SYRUP

of unsurpassed excellence, which sells well and gives uniform satisfaction—enough said.

ROSE & LAFLAMME, Agents,
MONTREAL.

IN QUEST OF GOLD ?

—then sell

Paterson's Camp Coffee Essence

Please your trade and bank your profits.

ROSE & LAFLAMME,
Agents, Montreal.

"MERRY CHRISTMAS,

Mr. Grocer, and

maw wants another pound of

Ceylon Tea."

This is a healthy-looking boy. He and his maw drink Ceylon Tea. The grocer is healthy, too, because he sells Ceylon Tea and doesn't have to worry.

He doesn't have to worry, because Ceylon Tea is bringing him new customers every day and cements the friendship of the old ones.

The Grocer can sell a better tea at a lower price and make a bigger profit with Ceylons than with any other tea.

To insure a

HAPPY NEW YEAR

resolve to make **Ceylon Tea** your specialty for 1904.

Ceylon Tea
Black and Green

Ceylon Tea
Black and Green

Some Salmon Sellers.

In selling salmon the greatest care should be taken in the selection of brands that are strictly first-class and stay first-class, brands that you can absolutely rely on.

Maple Leaf Salmon

Lowe Inlet Salmon

These are two brands which you may sell with positive satisfaction. Ask for them. They are put up by

The British Columbia Packers' Association

VANCOUVER, B.C.

"And we had Cerebos Salt—that good kind, you know;—and Chylong Ginger,—I had three servings; and Glace Fruits,—Apricots, Green Gages, Pears and Cherries,—they're fine; and Christmas Crackers,—my! didn't we have fun over them?"

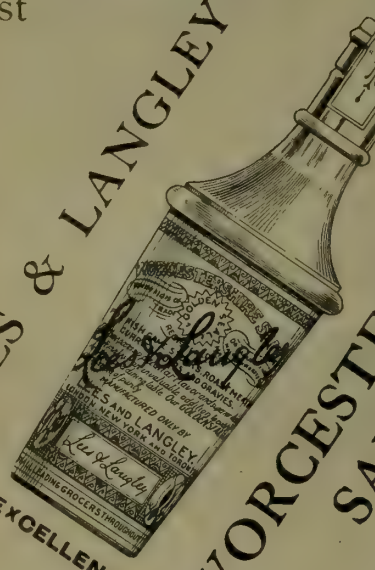
WE SUPPLIED THESE GOOD THINGS.

We wish all our friends a Happy Christmas and a Prosperous New Year.

W. G. PATRICK & CO., Agents and Importers, 29 Melinda St., TORONTO

Best by Test

LEES & LANGLEY'S



WORCESTERSHIRE SAUCE

Sole Proprietors

AMERICAN COFFEE & SPICE CO., Toronto.

Lytle's Mince Meat

FOR HOLIDAY COOKS.

Mince Pies are a very necessary part of Holiday cooking. The grocer who supplies our Mince Meat can be sure that the customer will appreciate its excellent quality. It builds up the right kind of trade.

Done up in 6, 12, 28 and 80 lb. fibre and wooden pails.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

NOW AND THEN.

A word now and then to your customers that they can get Condensed Milk unsweetened will not be bad business on your part; it won't take up much of your time to mention the fact.

Many consumers are using fresh milk only because they are not aware they can get Condensed Milk unsweetened. Where this fact is properly advertised there is an immense business done with consumers in unsweetened Condensed Milk, otherwise known as Evaporated Cream.

"JERSEY BRAND"

Evaporated Cream is reliable. Every tin is guaranteed.

W. G A. LAMBE & CO., Agents.

"KKOVAH"
Jellies (all flavors)

"KKOVAH"
Custard Powders

"KKOVAH"
Blanc Mange Powders

Etc., Etc.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

THE GREIG MANUFACTURING CO.

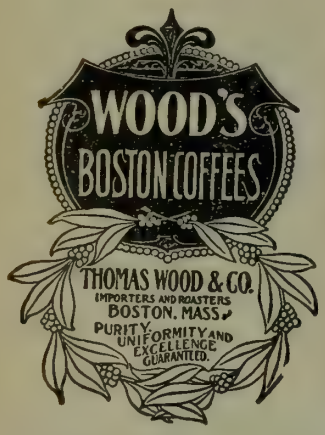
MONTREAL. **LIMITED**

We wish you all

A Very Merry Christmas.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.



WHAT THE PEOPLE CHOOSE

Most people know the poor from the good, but do not stop to examine causes of difference.

They do not even ask them, but buy the good.

Therefore it behooves the Grocer to keep the good only.

In **WOOD'S COFFEES** the winnowing and rejecting process is carried to the limit.

Pure, honest, high-grade Coffees only bear the mark of

WOOD'S

And that is a shield of protection to Grocer and Consumer.

To All Our Customers and Friends

We Wish

The Compliments of the Season

AND

A Prosperous New Year.

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

The New Laundry Blue

—MADE IN CANADA.—

"Blues Linen as White as White Can Be."

We Would Like the Trade to Understand That "Blueol" has Been manufacted to compete with the best imported blue to be had on this market, and we claim it to be superior both in strength and working qualities. It is "Canada's Best" and "Canada's Best" is the "World's Best."

—WRITE FOR SAMPLE AND PRICES.—

J. M. DOUGLAS & CO.,

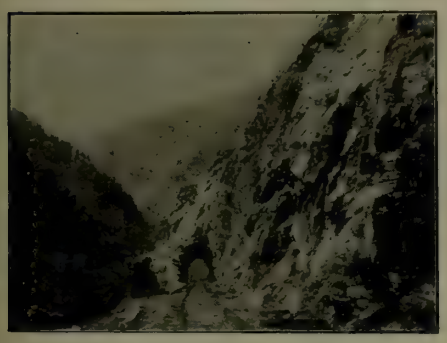
Established 1857. Manufacturers, MONTREAL.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

IN a former article I referred to certain obstacles set up by Nature which the C.P.R. had surmounted. There was another of these upon which I did not touch. That was in regard to the water supply. The iron horse, like man, cannot exist without an



Tunnel on the C.P.R. above Yale.

abundant supply of water, and good water at that. When one gets well into the Great West, a great deal of the water supply is impregnated with alkali. The veriest tyro in engineering science knows very well that alkali is by no means helpful for steam producing, on account of the effect it has upon the machinery of the locomotive. When high pressure of steam is needed a great deal of difficulty is sometimes experienced in obtaining it on account of the presence of alkali in the water. The C.P.R. has spent, so one of the officials of the road informed me, a great deal of money in trying to overcome this difficulty. Although something has been accomplished there is a great deal yet to be done, and the company are still experimenting and at considerable expense. The fuel, too, is not always the best for steam producing purposes, and we had more than one experience of this, when, on account of our heavy train, the locomotives were taxed to a greater extent than usual, for it will be remembered that ours was the largest passenger train that ever went through the Canadian Rockies.

* * *

The trouble with the coal is that it sometimes clinkers a great deal. The same difficulty in regard to fuel is also experienced by the steamers plying on the Kootenay and Arrowhead Lakes. Talking about fuel reminds me that in the coal, obtained in some mines in British Columbia, is to be found a flinty stone of unusual hardness. When going down the Kootenay lakes the engineer of our steamer picked out two or three of those stones. But while they are useless as fuel, they present a pretty appearance when polished, looking like ebony after being rubbed a few minutes. The edge of one of these flinty stones will cut glass with as much ease as an ordinary diamond. The engineer of our steamer informed us that he always used them for cutting the steam gauges.

* * *

Besides seeing much and learning much about the beauty and great possibilities of the Great West and British Columbia, the members of our party gained a great deal of knowledge in regard to business matters. With an excursion party made

One of the Avenues in Stanley Park, Vancouver.

up almost altogether of practical business men, it was natural that even the vastness and the beauty of the West and of British Columbia could not keep them from turning their minds now and then to matters more utilitarian. Almost in spite of themselves, wnen we stopped at a city or town, for either a day or an hour, quite a few in our party visited customers or possible customers located thereat. Many of them came back with substantiaf orders in their note books, but all came back with a great deal of knowledge gained as to the requirements of their respective trades in the differemt parts of the Great West. They learned in some instances that the kind of goods that were made for the east were lacking in one or more essentials for the requirements of the West. And what struck me as most commendable indeed, was that where an eastern manufacturer found that some little change was required in the article he manufactured, in order to make it more acceptable to the business men and consumers in the West, he was quite ready to try and do so. I do not remember one eastern manufacturer objecting to making any changes along the desired lines. "Well," said one man, "We do not make our goods in that particular way, but we shall have to do so if we are to get a share of the trade in the West." This was in substance what every man seemed prepared to do. As long as Canadians exhibit this progressive spirit, we need not have any fear for the industrial future of this country. It is only when conservatism breeds stubbornness that there is any need of fear; and manufacturers as well as business men of all classes in Canada are gradually becoming more and more persuaded of this fact.

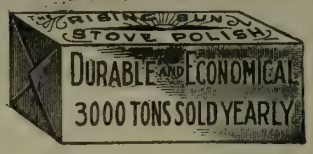
* * *

One subject that my newspaper curiosity induced me to investigate was the attitude of the business men of the Great West and British Columbia toward the tariff. My opportunities were not as numerous as they would have been had we had three months instead of a little over three weeks to cover the 7,000 miles of our journey to and from the Coast; but still I had opportunities. In Winnipeg I called upon a number of wholesale

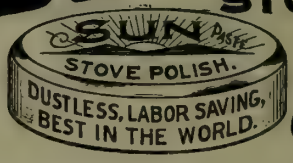
A View from The C.P.R. Station at Kootenay Landing.

houses engaged in different branches of trade, and tried, in every instance, to ascertain their opinion in regard to this most important question. Not in one instance, as far as my memory serves me,

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.
MORSE BROS., Proprietors, Canton, Mass.
For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

were any of the wholesalers of Winnipeg in favor of an increase in the duty. Some of them, it is true, were free traders from whom no other view could, of course, have been expected; but those who were avowed protectionists held similar views. This viewpoint I found to obtain among wholesalers and retailers in practically every city and town in Manitoba and the Territories at which we stopped long enough to be afforded opportunity to call on a few of the business men. "Why, a higher tariff," said one Winnipeg wholesaler, "would almost lead to a revolution in the West." Of course, this was an exaggeration, but still it shows that a strong feeling against an increase in the tariff exists among the business men in Manitoba and the Great West. In British Columbia, on the other hand, the movement for a higher tariff found much more favor, particularly among the owners of the lumber mills, who feel strongly on the fact that while the lumber mills of the United States have easy access to the Canadian market, the Canadian lumbermen are practically shut out from the market to the south of them. From what I could gather on my journey to the Coast and back, I would say that the people in the West are, as a rule, moderate protectionists, for while I heard so many objections to any increase in the tariff I failed to hear few, if any, as far as my memory serves me, in favor of a reduction in the tariff.

* * *

One thing that no doubt tends to make business men and retailers in the Great West opponents of a higher tariff, is the fact that during the last year or two, they have experienced no little difficulty in getting promptly filled orders they have placed with manufacturers in Eastern Canada, on account of the fact that the latter have simply not been able to supply the demand. I found the feeling among a good many merchants in Manitoba and the Northwest Territories very strong on this point. They felt very much annoyed, because in many instances, orders placed months before had not up to that time been delivered. Said one wholesaler, pointing to a line of goods on the floor of his warehouse: "There is a line of goods, which, under ordinary circumstances, I should have had seven carloads of, but would you believe me, all I have so far been able to get since the first of January last, is one carload." I feel, therefore, that I am quite within the bounds of reason when I say that a great deal of the antipathy of the merchants of the West to a higher tariff is born of the fact that the home manufacturers, on account of the excessive demand which has been made upon them in the past year or two, have not been able to supply the demand. I am perfectly aware that in the United States the manufacturers have also been overtaxed, but it seems to me that seeing the great future of the Canadian Great West they have been particularly aggressive in getting business there, and particularly zealous about keeping it. They are certainly sparing no pains, and, much as we dislike to see the trade going from our own manufacturers, one cannot help but admire the enterprise of our neighbors to the south. But while admiring their enterprise, we should be stimulated to greater effort on our part.

A Scene in Beacon Hill Park, Victoria, B.C.

WANTS CANADIAN AGENT.

A meeting of the Bristol delegates to the Montreal Congress of Chambers of Commerce decided to ask the Canadian Government to appoint a commercial agent at Bristol, as the delegates claim Bristol supplies a large tract of country, including many counties and important cities and towns.

To Our Friends

May success always travel in the direction you are going; it cannot be met, but must always be overtaken.

LUCAS, STEELE & BRISTOL, Wholesale Grocers and Importers, **Hamilton.**

Our Staff join us in wishing you the

COMPLIMENTS of the SEASON

LUMSDEN BROS.

Hamilton and Toronto.

WE ARE RECOGNIZED AS THE

Quick Shippers

OF ONTARIO

So when needing **CHRISTMAS GOODS** in a hurry, send along your orders **by 'Phone, Wire or Letter.**

Our stock is splendidly assorted, our prices are right, and we will give you every satisfaction.

JAMES TURNER & CO.

Wholesale Grocers, = = = HAMILTON, ONT.

T. KINNEAR & CO.

Wish their many Customers and Friends

A Merry Christmas

and a

Happy and Prosperous New Year.

One of the

Daintiest

of

Table Delicacies.

CREAM CHEESE must be of the highest quality in order to give satisfaction.

CANADA CREAM CHEESE

is superior in flavor, texture and richness to any other cream or package cheese on the market. In furnishing it to your customer you are sure of pleasing. It is never anything but perfect.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
Manufacturers and Agents,
TORONTO.

Imitations of our package are numerous. Watch for our trade mark (Indian paddling canoe).

Business Changes

ONTARIO.

THE stock of the estate of Blanchard Bros., grocers, London, was advertised to be sold by auction, December 19.

A. Aubichou, grocer and liquor dealer, Ottawa, is dead.

The Dominion Salt Co., Sarnia, have obtained a charter.

Libbitt & Co., grocers, Carleton Place, are retiring from business.

E. Lanone, general merchant, St. Onge, is offering to compromise.

The assets of The Canadian Broom Co., Ottawa, are to be sold.

T. W. Pollock, hardware and grocery dealer, Ruthven, has sold out.

C. M. Wilson & Co., general merchants, Vienna, have sold out to J. Burgess.

The stock of the estate of The Lynch Trading Co., Hagersville, has been sold.

J. W. Watson, general merchant, Minden, has advertised his business for sale.

The Peterboro Cold Storage & Provision Co., Peterboro, have obtained a charter.

MacLean & Hood, general merchants, Underwood, have assigned to O. Wade, Toronto.

D. M. Macpherson, trader, Lancaster, has assigned to F. T. Costello, Alexandria. A meeting of creditors is announced for 26th inst.

QUEBEC.

A. C. Galbraith, grocer, St. Louis, has sold out.

J. A. Lacerte & Cie., general merchants, Ste. Severe, have registered.

H. Girard, general merchant, St. Paul's Bay, has effected a compromise.

Lansregret & Landry, grocers, Montreal, have dissolved partnership.

Bedard, Nap & Co., tobacco and cigar dealers, Montreal, have registered.

O. S. Bissonnette, general merchant and liquor dealer, Coteau du Lac, is dead.

D. Gagne & Co., grocers, St. Henri de Montreal, have dissolved partnership.

J. O. Lemire & Co., general merchants, St. Guillaume D'Upton, have assigned.

E. Morrissette, grocer and liquor dealer, Montreal, has assigned to Chartrand & Turgeon.

N. H. Turcotte, general merchant, Ste. Eulalie, Nicolet County, has assigned to V. E. Paradis.

The assets of Charbonneau et Fils, grocers, Magog, were advertised to be sold 22nd inst.

J. E. Paradis is preparing a statement of the business of the estate of J. B. M. Dion, grocer, Quebec.

J. A. Bisson has been appointed provisional liquidator for La Compagnie de Cigares Havana, Montreal.

The assets of J. C. Lessard, general merchant, St. Remi de Tingwick, were advertised to be sold 21st inst.

T. S. Williamson, wholesale produce dealer, Montreal, has assigned; meeting of creditors announced for 23rd inst.

J. C. Kennedy, Sr., tea merchant, Granby, has made an assignment. A meeting of creditors was announced for 17th inst.

J. Belisle & Frere, general merchants, St. Stanislaus de Champlain, has made an assignment. The assets are advertised to be sold 24th inst.

NEW BRUNSWICK.

H. M. Kent, grocer, shoes and hardware merchant, Bathurst, has been burned out. Loss covered by insurance.

Mrs. E. McLean, general merchant, Bathurst, and H. Meahan & Co., grocers and millinery merchants, Bathurst, have been burned out. Loss covered by insurance.

NOVA SCOTIA.

J. C. McDonald, grocer, Mabou, has made an assignment.

The consent for M. O. Kirkpatrick, general merchant, Diligent River, to do business in her own name has been registered.

MANITOBA AND N.W.T.

Bell Bros., general merchants, Regina, have been succeeded by A. Bell.

J. Smale, grocer and shoe merchant, Neepawa, is closing up business.

BRITISH COLUMBIA.

Wilmot & Godwin, meat dealers, Vernon, have dissolved partnership.

J. Lewis, fruit dealer and confectioner, Nelson, has gone out of business.

A. G. Smith & Co., commission merchants, Vancouver, have been succeeded by G. W. Dunlap & Co.

CANADIAN TRADE IN SOUTH AFRICA.

Mr. Jardine, Canadian Trade Commissioner, now in London, said in a recent interview, that South Africa would soon recover if the white settlers work as hard as the Canadian farmers. Manitoba hard wheat flour had proved itself the best in all competition. Canada was doing a large trade in agricultural implements and carriages. The Imperial sentiment offset hundreds of American agents. Cattle disease had prevented Rhodesia from being a splendid agricultural district.

LIKES "THE GROCER."

"I like 'The Grocer' very much, and would not think of doing without it," writes Mr. Joseph Malkin, general merchant, Sprucedale, Ontario, in renewing his subscription to this paper. It is gratifying to be so kindly referred to. "The Grocer" aims to serve the interests of the trade in every possible way, and suggestions from our readers are always appreciated.

If you want the best value in

JAMS
JELLIES
AND
ORANGE
MARMALADE

insist on getting

UPTON'S

We find that giving good value gets us the business, and that is what we want.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

A Merry CHRISTMAS AND Prosperous NEW YEAR TO ALL.

THE Davidson & Hay, LIMITED, Wholesale Grocers, TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Danish Cold Stored Eggs.

THE handling of eggs for cold storage has reached a high stage of perfection in Denmark. An association has been formed in that country which, it is said, numbers 25,000 members, who raise poultry. Their object is to obtain the highest price for their products. They have their own collectors, who go from farm to farm, take the eggs and deliver them to the packing houses. Each farmer must stamp his eggs with his initial, and he is fined for every bad egg. When the eggs reach the packing houses they are carefully examined. They are placed on a frame holding 60 eggs over a powerful electric light. Every dark egg is taken out, and the sender, known by his initial, is fined an amount equal to $1.25 in Canadian currency. This penalty has greatly contributed to the high reputation now enjoyed by the Danish products. The eggs are sold by weight, and so many ounces a dozen are guaranteed.

It is a foolish policy which allows bad eggs to get into the coolers. The whole trade suffers from this carelessness. Producers and dealers in this country need a more careful education on this subject. If eggs are received in good condition, three-fourths of the risk of deterioration is safeguarded.

The general experience seems to be that the only thing the producer cares for is to get his price. After that the responsibility ceases. The buyer places the eggs in the refrigerators, and, in many instances, it is a gamble as to the condition in which they will come out. The grading should be more carefully attended to in the initiation of the movement from the producer to the consumer. Each grade has its value, and an absolute certainty of the proper classification would be more than compensated for in the final result. The producer and consumer would be benefitted, and the middleman could more readily estimate his profits in the transaction. The cold store egg can, and does compete in the market with the fresh product for general consumption, and there would be little difference in the competition if proper care was used in selection and inspection before the eggs are placed in cold storage.

The Danish method has proved most efficient, and there is little doubt but that if the farmers would associate themselves together, and be held individually responsible for the quality of the eggs they sell, that a mutual benefit would accrue which would raise the standard of the Canadian egg and nullify the prevalent objection to the refrigerator egg.

Provision Trade Figures For Thirty Years.

THE following tables give number of hogs packed in the Western United States in Winter and Summer seasons and yearly, with average prices thereof, together with quotations for corn at Chicago, and yearly exports of hog product for a period of thirty years, ending October 31, as compiled from The Cincinnati Price Current :

WESTERN HOG PACKING.

	Winter	Summer	12 Months
1874	5 466 000	1 200 000	6 666 000
1875	5 566 000	1 262 000	6 828 000
1876	4 880 000	2 308 000	7 188 000
1877	5 101 000	2 543 000	7 644 000
1878	6 505 000	3 378 000	9 883 000
1879	7 481 000	4 051 000	11 532 000
1880	6 950 000	5 324 000	12 274 000
1881	6 919 000	4 804 000	11 723 000
1882	5 748 000	3 211 000	8 959 000
1883	6 132 000	3 781 000	9 913 000
1884	5 402 000	4 059 000	9 461 000
1885	6 460 000	4 965 000	11 425 000
1886	6 299 000	5 614 000	11 943 000
1887	6 439 000	5 611 000	12 050 000
1888	5 821 000	5 815 000	11 236 000
1889	5 484 000	6 881 000	12 365 000
1890	6 664 000	9 540 000	16 004 000
1891	8 173 000	6 696 000	14 869 000
1892	7 761 000	7 757 000	15 518 000
1893	4 633 000	6 721 000	11 354 000
1894	4 884 000	8 812 000	13 696 000
1895	7 191 000	8 195 000	15 186 000
1896	6 816 000	9 980 000	16 796 000
1897	6 949 000	11 760 000	18 709 000
1898	8 441 000	13 931 000	22 072 000
1899	9 720 000	13 525 000	23 245 000
1900	8 676 000	14 323 000	22 999 000
1901	9 278 000	15 071 000	24 349 000
1902	10 340 000	12 147 000	22 487 000
1903	8 460 000	12 915 000	21 375 000

	Average price of hogs.			Aver.	Exps.	Millions. Lbs.	
	Winter.	Summer.	12 Months.	Corn.	Meats.	Lard.	Total.
1874	$4 34	$6 75	$4 66	60	385	177	562
1875	6 66	7 40	6 80	67	326	168	494
1876	7 05	5 40	6 50	45	446	198	644
1877	3 74	4 80	4 10	44	513	238	751
1878	3 99	3 50	3 80	39	712	345	1,057
1879	2 85	3 65	3 15	34	867	343	1,210
1880	4 18	4 20	4 19	37	873	405	1,278
1881	4 64	5 65	5 15	46	794	335	1,120
1882	6 06	7 20	6 47	67	444	240	684
1883	6 28	5 60	6 02	54	480	273	753
1884	5 18	5 35	5 25	54	414	228	642
1885	4 29	3 90	4 12	42	495	301	796
1886	3 66	4 10	3 86	38	525	298	823
1887	4 19	4 75	4 45	38	490	324	814
1888	5 04	5 58	5 30	48	410	276	686
1889	4 99	4 30	4 60	38	553	368	921
1890	3 66	3 91	3 80	36	700	511	1,211
1891	3 54	4 48	3 96	57	642	442	1,084
1892	3 91	5 03	4 48	46	698	478	1,176
1893	6 54	6 33	6 40	40	490	360	810
1894	5 26	4 98	5 08	41	589	451	1,040
1895	4 28	4 41	4 35	43	600	499	1,090
1896	3 68	3 30	3 45	26	659	534	1,193
1897	3 30	3 70	3 55	25	794	600	1,394
1898	3 53	3 85	3 73	30	970	715	1,685
1899	3 52	4 00	3 80	34	976	713	1,689
1900	4 29	5 12	4 80	40	832	639	1,471
1901	5 02	5 92	5 56	48	851	594	1,445
1902	5 97	7 06	6 55	61	665	506	1,171
1903	6 44	6 20	6 30	47	550	520	1,070

Lard Competition in Europe.

A LEADING German lard distributor writes of the situation abroad : "There has been a very good demand for lard, and we have the impression most of the enormous receipts of September-October have been absorbed. There is some lard left here, but not much. The American holders have kept on underselling everybody and are generally ½ to 1 mark below Chicago in order to make it impossible for us or others to import. But still we have managed to put some trade through. The question is, will Chicago continue to monopolize the lard business, and will the big people there be able to buy such quantities on your side as to exclude us and other smaller dealers, or are the outside packers and the exchange and the commission houses strong enough to support us and similar houses in such a way we can compete there ? It has been a hard time for us, looking on while one Chicago interest has been doing almost all the business."

The American Invasion.

According to The London Daily Mail, initial steps have been taken by an American syndicate to capture the retail grocery and provision trades in the English provinces. The principal member of the trust is said to be a Chicago firm that exports to this country enormous quantities of American beef, bacon, ham, lard, and canned goods. In several large cities, including London, "distributing centres" for the wholesale supply of these commodities have been established.

Ship Took Tons of Meat.

The supply ship Culgoa, of the United States Navy, loaded at New York City, left the Brooklyn Navy Yard on Sunday for Panama and neighboring stations of the navy with 300,000 pounds of beef, 20,000 pounds of mutton and 10,000 pounds of turkey for our sailors and marines now in Southern waters. That will not make a bad feed for the men who are now making history for this country. The navy feeds its men well and get fighting service of a high order in return.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

Beans.

We have just received a fine lot of genuine California Lima Beans. Last year these were out of the market owing to the short crop. This lot is a good one and price is low. We have also a good stock of hand-picked and prime white Beans, and shall be pleased to have your orders.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—This is not a particularly active season in the provision trade. Provision houses are more busy looking after the curing end of their business than their selling end. There is nevertheless a very fair active demand considering the circumstances, particularly of hams. Dressed hogs are a little stronger and this has given a firmer tone to prices generally. The advent of Christmas beef has given a rather higher price to dressed beef than is likely to prevail after the holiday season. We quote:

Long clear bacon, per lb	$ 0 08¾	$0 09
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	0 10	0 10½
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09½	0 10
Backs, per lb	0 14	0 14½
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	19 00	19 50
Shoulder mess pork, per bbl	15 00	15 50
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08¼	0 08¼
" pails "	0 08½	0 08½
" compounds, per lb	0 07½	0 08
Dressed hogs, light weights, per 100 lb	6 50	6 60
" " heavy "	....	6 40
Plate beef, per 200-lb. bbl	....	10 50
Beef, hind quarters	6 50	9 50
" front quarters	4 00	6 50
" choice carcases	6 50	7 62½
" medium	5 00	5 75
" common	4 50	5 50
Mutton	5 00	6 00
Lamb	7 00	8 00
Veal	6 00	9 00

Butter—Receipts consist principally of large rolls and pound prints. Commission men complain that all qualities are packed in together and as a consequence consignors are not receiving the price they should get as the value of a package is set by the worst lot in it. There is an A1 demand for strictly first-class straight stuff and a fair demand for ordinary. We quote:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20½	0 21
Dairy rolls, large	0 17	0 17½
" prints	0 17	0 19
" in tubs, best	0 16	0 17
Under qualities	0 14	0 15

Cheese—There is no change of importance to report in cheese. There is no export demand although some is going forward to fill orders placed earlier. We quote:

	Per lb.	
Cheese, large	0 10¾	0 11
" twins	0 11¼	0 11½

Montreal.

Provisions—There is a steadier feeling in hog products generally and the volume of business is said to be very fair. Canadian short cut mess pork is selling at easy prices. Smoked meats are in good demand. Lard is steady. We quote:

Canadian short cut mess pork	$18 50	$19 00
American short cut clear	17 50	18 00
American fat back	18 00	18 50
Bacon, Wiltshire, per lb	0 13	0 13½
Extra plate beef, per bbl	11 50	12 00
Lard "Boar's Head" brand, tierce basis	....	0 07⅝
Carloads, less	....	0 00¼
20-lb. tin pails, tierce basis	....	
Half-bbls., over tierce	....	0 00¼
60-lb. tubs, "	....	0 00¼
20-lb. wood pails "	....	0 00¾
10-lb. tins, "	....	0 00¾
5-lb. tins, "	....	0 00¼
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
1 to 25 pails	1 68	1 58
26 to 49 pails	1 66	1 56
50 pails and over	1 62½	1 52½

Butter—As was noted last week the late Fall butter now arriving is not of satisfactory quality, and the demand centres for the most part around the October creameries. As this line is not in particularly good supply it is evident that prices will remain firm. We quote as follows: Fresh Winter made creameries, 21 to 22c.; finest October and November, 22c.; creamery prints, 22 to 23c.; dairy rolls, 17 to 17 1-2c.; dairy tubs, selected, 16 to 17c.; medium, 14 1-2 to 16c.

Cheese—The market is now very quiet. Many holders of September goods are holding until the beginning of the year when they hope to secure better prices. English advices report the market dull. The mild, fresh make is selling at 11 to 11 1-2c.; Summer strong cheese, 12 to 12 1-2c.

St. John, N.B.

Provisions—In barrelled pork there is a light business and market easy. Local packers are putting up a good deal of stuff. Beef is dull but fairly firm. In pure lard lower prices are again quoted. Fair stocks held. Hams and bacon still command quite full figures. In fresh meats quite low prices rule in beef, lamb, mutton and pork. Veal is quite firm. The Christmas display is fine. Poultry, particularly turkeys, are high and scarce.

Butter has a fair sale only. While best grade stock is scarce it is difficult to move freely at full figures except it is fancy.

Cheese has but a light sale. The stocks are not large. Prices are at least no higher.

Eggs are in fair supply at rather higher prices. Quality needs watching.

French Tariff.

The party in defence of agricultural interests in the French Chamber of Deputies yesterday decided to communicate a protest to the Minister of Agriculture against applying the minimum tariff to Canadian salted meats.

Canada's Produce in Britain.

Quotations for butter and cheese on the London market, says a press cable, are as follows: Butter, choicest, 98s. to 100s.; finest, 94s. to 96s.; cheese, finest, 52s. to 53s.; fair, 50s. to 51s.

Canadian turkeys, says an importer, are distinctly inferior to the English-grown fowl. This is due to their being fed on maize, making them very yellow in the fat.

Provision Exports.

The U.S. official report of provision exports from the United States for the month of November was: Bacon, 19,195,951 pounds, against 16,851,694 pounds last year; hams, 15,185,007 pounds, against 171260,529 pounds last year; pork, 6,938,314 barrels, against 6,387,728 barrels last year; lard, 52,200,116 pounds, against 38,697,481 pounds last year.

Cheese Statistics.

The value of cheese made in Canada this year is estimated at $25,000,000 to $30,000,000. It is figured out that this represents a make for the season of 3,000,000 boxes, estimated at equal to 6,000 carloads of 20 tons each; making a train 37½ miles in length; piled up one over the other it would make a stack 852 miles in height.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

REFRIGERATORS.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Paper

Wooden Ware
Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

MAGIC

BAKING POWDER

PURE AND WHOLESOME.
ONE POUND CAN 25c

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of ***GOLD DUST*** Washing Powder, theyw ill use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

Right....

That all grocers should know that there are no goods on the market that

Sell at Sight

and yield such handsome profits as those of the

Crown Mfg. Co.

WRITE FOR QUOTATIONS ON:

Crown (H.B.) Fruit Candies
Crown Unfermented Wines
Crown Cordials
Crown Jelly Powders
Crown Catsups
Crown Spices
Crown Chewing Gum, etc.

Crown Mfg. Co.
TORONTO.

BACK FROM ST. LOUIS.

W. L. CRIGHTON, advertising agent of the Intercolonial Railway, was in the city yesterday on his return from St. Louis, where he has been on business for the Government railways. It is the intention of the railway if suitable space can be secured, to make a big display of the attractions of the Maritime Provinces to Summer tourists, fishermen looking for salmon, trout and bass, and hunters in search of big game, such as the moose, bear, caribou and deer, which will be done by means of large photographs and actual specimens of fish and game. Electrical effects will also be introduced. The demand for space in all the buildings far exceeds the supply and this despite the tremendous area at the directorate's disposal. A comparison with the World's Fair at Chicago and the Pan-American at Buffalo is largely in favor of the St. Louis Exposition. The Transportation Building, for instance, has a floor space of 525 feet by 1,300 feet, and the total area under roof of the main exposition buildings is 131 acres or nearly 50 acres larger than the Columbian Exposition at Chicago, and just as the buildings are as colossal in size so will the exhibition be in scope. Several of the important buildings are completed and the advanced condition of the other main buildings assures the opening of the Exposition April 30th, 1904. The buildings are bewildering in their beauty, the designers having been given a free hand, the results, therefore, being unique in architctural originality. It would appear, therefore, to be a safe statement to make that it will be impossible to see again their like or equal. The question of accommodation has been dealt with in an intelligent manner by the directorate, most of the principal hotels being under contract not to exceed their rates in vogue at the present time and which are normal. Numerous hotels are in the course of erection. A new feature in World's Fairs is the erection of an hotel of two thousand rooms at moderate prices in the actual exposition. Over 500 restaurants will cater to the hungry. A list of hotels, boarding houses and private accommodations has been compiled and will shortly be in the hands of the principal railway agents. Canada's "Famous Train" "The Maritime Express," running between Montreal, Quebec, St. John, Halifax and the Sydneys compares more than favorably with the much advertised trains in the States, and particularly so with regard to dining car service, the full course meals at a uniform price of 75 cents being a marvel of cheapness. Mr. Crighton adds he must pay tribute to the courtesy of the St. Louis people in general to visitors to their beautiful city, their willingness to direct strangers carrying out the best traditions of Southern customs.

PRESIDENT DOMINION TRAVELLERS.

J. S. N. DOUGALL, of McCaskill, Dougall & Co., has been elected president of the Dominion Commercial Travellers' Association, the vote being Dougall 1273 and George Mann 811. In addition to the election of president, the following directors were chosen: W. Beauchamp, T. S. Currie, W. J. Egan, W. B. Mathews and J. F. Dubreuil.

The applications for membership show a considerable increase over that of any previous year; the number of new members enrolled was 737, their average age being 30 years; 367 failed to renew their subscriptions, making present membership 4,434, a gain of 370 over last year. Death claims in comparison with the increasing membership may be considered very few, numbering 33, as against 32 for each of the three preceeding years. The claims arising therefrom amount to $30,900, being $1,400 less than last year.

The treasurer's statement shows that the sum of $19,000 has been invested. This amount is secured by first mortgage on real estate bearing 5 per cent. Five thousand five hundred dollars have been realized on matured loans. The net surplus for the year carried to capital acount was $19,942.77, which now reaches the handsome sum of $222,-947.30.

The annual dinner will be held at the St. Lawrence Hall, Montreal, Dec. 30.

APPOINTED AGENTS.

The Greig Mfg. Co., Ltd., Montreal, desire to call the attention of the trade to their appointment as sole Canadian agents for the Terezol Mfg. Co., Manchester, Eng., "Terezol" boot and shoe polish. This polish is preferred by scientific methods and most experienced leather experts, and is claimed to be a leather preservative as well as a polish. It is put up in very attractive packages, and the first shipment was sold out rapidly. Another consignment is expected shortly.

We extend our heartiest good wishes

for a very

MERRY XMAS

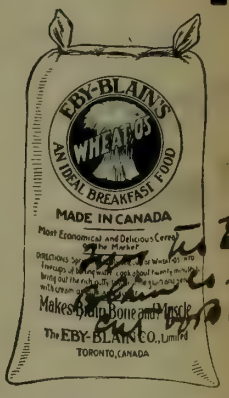
and a HAPPY and

PROSPEROUS NEW YEAR.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE IMPORTING AND MANUFACTURING GROCERS

TORONTO.



BRITISH CREAMERY REGULATIONS.

AN order has been issued by the Secretary of State granting special exceptions to creameries under the Factory and Workshops Act, 1901, says The Scottish Trader. One provides that during May to October inclusive women and young persons may be employed during a period of employment which shall on Saturdays or any day substituted for Saturday begin at six o'clock in the morning and end at two o'clock in the afternoon, and on the other week days begin at six o'clock in the morning and end at nine o'clock in the evening, and shall on Sundays and holidays be a period of three consecutive hours to be fixed between six o'clock in the morning and seven o'clock in the evening, subject to the conditions : (1) A woman or young person shall not be employed continuously for more than five hours without an interval of at least half an hour for a meal ; (2) there shall be allowed for intervals on Saturdays, or the day substituted for Saturday, not less than one hour, and on the other week days not less than five hours, including the whole time from twelve noon to four o'clock in the afternoon, and (3) no overtime shall be worked in the creamery in pursuance of any other exception. In creameries where this exception is not used women and young persons may be employed during these months on Sundays and holidays during a period of three consecutive hours to be fixed between six o'clock in the morning and seven o'clock in the evening, subject to the conditions : (1) An interval of not less than half an hour shall be allowed within the period of employment on each week day, in addition to those required by the Act, and (2) no overtime shall be worked in the creamery in pursuance of any other exception.

The **CONTENTED GROCER**

IS
THE
ONE
USING
A

"NATIONAL"

COFFEE MILL

It has so many points of superiority over other mills that we should like to tell you about them.

Drop Us a Line or—See Our Travellers.

THE **EBY, BLAIN Co.** LIMITED

IMPORTERS AND WHOLESALE GROCERS, TORONTO.

A Business Man on The University Question.

THE affairs of the University of Toronto were the subject of an address by Mr. W. T. White, B.A., manager of The National Trust Co., before the Canadian Club of Toronto, Monday noon last. The University question is one of great importance and growing interest to the business men not alone of Ontario but of Canada at large, and while Mr. White's address had particular reference to The University of Toronto it cannot fail to be read with interest by our Maritime friends who find their universities handicapped by the same lack of funds which has long been a drag to Ontario's provincial university, and who are even now grappling with the problem of University Federation, a problem which Toronto has just solved by the admission of Trinity to the sisterhood of educational institutions centered in Queen's Park.

The Canadian Club were happy in their choice of a man to speak to business men on the University question. Mr. White is at once an honored Alumnus of The University of Toronto, a graduate in arts and law, and a business man of prominence and experience, who is thus fortunately able to treat his subject from the point of view of the practical man of business, and at the same time appreciate the situation as a non-university man might not be able to do.

For some years after graduation Mr. White was a successful newspaper man—a line of work where experience is more readily acquired than wealth. From newspaper work, in which he did City Hall assignments, he entered the Assessment Commissioner's office, which he left to become manager of The National Trust Company, where his success has been marked, and where he has built up a reputation as a particularly broad-minded and far-seeing business man.

With Mr. White's plea for more liberal treatment for our Universities no business man can but sympathize. A parsimonious policy is poor economy, whether applied to a pork factory or a university, a fact which the government is recognizing all too slowly. The suggestion that the advantages of the university be made more widely available is also worthy of the very best consideration, while, perhaps, most important and underlying all was his call for men—men of intellect, character, individuality, and wide sympathies ; for important as money is in the modern university it is, in the last analysis, the intellect, character, individuality, and wide sympathy, in a word, the culture, of the staff that raises the university above a mere degree factory

Mr. White, whose address was heard by several hundred members of the club, assumed that the scientific and technical side of the university training needed no defence, as all realized the great service it has done to manufacturing interests and the importance of present investigations to an industrial progress. The arts department, however, might need a defence before a gathering of business men.

The fact that many men without any attendance at college had possessed themselves of a fair share of the knowledge imparted in a university course was no argument that such a course was of no advantage. For men of great natural capacity and sincere love of learning no course of training yet devised by man was quite the equal of a university course in arts. It enlightened his mind, strengthened its faculties, and developed its powers. It gave him precision of thought and developed the power of concentration and right methods of thought. The knowledge obtained broadened and refined the man.

EVENING CLASSES.

"And when we develop proper ideals at our university, and it stands with open doors with late afternoon and evening classes for our younger men in offices, and when leaders among the business men here begin to recognize, as they have long since recognized in the United States, what a mass of trained intelligence lies ready to their hand, with the publication of each annual class list, then we shall certainly, from the graduates of our universities, get great business men as well as great preachers, lawyers, and doctors."

INFLUENCE OF UNIVERSITY.

The influence of the university on the teaching, in legal and medical professions was admitted. When the strain of living became less intense men would be able to give more carelul thought to the affairs of the State, and our politicians and orators would also be drawn from the ranks of the college graduates.

The moral benefit of a university training was incalculable. It developed all that was best and noblest in thought and character. The philosopher and student, attached solely to his books, were both of service to mankind in helping to lift us above mere worship of Mammon.

DUTY TO UNIVERSITY.

Our duty to the Provincial University was to maintain it, as we should any other great national asset, at its highest possible efficiency, and not suffer it to lapse into decay. Our duty was to supply proper buildings and equipment, adequate revenues, and the best teachers that could be obtained. This duty has been badly performed.

AT A STANDSTILL.

"University education is at a standstill. We have not kept pace with the times," said Mr. White. "We are being outranked and outclassed by the least important of our neighboring States, and have lost that supremacy which we used to be taught was enjoyed by Ontario. Toronto University needs money for new buildings, for equipment, for staff, and unless her wants are supplied, she must sink to third or fourth rank."

MONETARY NEEDS.

A $200,000 laboratory was needed for the department of physics. A botanical plant and laboratory, an astronomical observatory, an extension to the library, a central heating and lighting plant were a few of the things needed. These alone would require $500,000.

Mr. White then compared the revenue of the university with those of similar institutions. The total contribution of the Government, he said, was about $100,000. Michigan State University received in the last fiscal year $559,000, of which $400,000 was revenue and the balance for buildings and repairs. Minnesota, less populous and less wealthy than Ontario, gave $200,000 this year to her university, which also received $100,000 from the Federal Government. It was absolutely necessary that the revenue of Toronto University should be doubled, and why should the province not resort to direct taxation for the purpose of the university, so that everybody's son might be benefitted ?

"One-tenth of a mill upon the general assessment of Ontario, collected through the municipalities, and rendered to the Provincial Treasurer, will just about solve the problem of additional revenue and interest upon the capital expenditure, which could be easily and readily financed upon the credit of the province by the issue of debentures."

To increase the fees of the university would mean the exclusion of perhaps the most desirable class of students, those of humbler means.

This money might be raised in other ways, by taxes on railways, or franchise-holding corporations.

Thy **Christmas** be merry.
Thy **New Year** will be
a happy and
prosperous one
if thou sellest
thy people

" Quaker" brand

Ceylon Tea

(green and black)
in ½-lb. and 1-lb.
leaded pkgs.

it is pure, healthy,
cleanly-packed, and
showeth thee a good
profit.

There is no better
Tea packed by man.

Write for samples to

J. A. Mathewson & Co.,

Agents for Canada and Newfoundland.

MONTREAL, P.Q.

MEN ALSO NEEDED.

Men were needed also, men of intellect, character, individuality, and wide sympathies. Political influence should not be allowed to enter into the all-important matter of appointment. The power should be vested in a board of trustees, responsible to the public, who should be given sufficient money to employ and retain the best men. Advancement should come through merit and character alone.

It is only fair to the Government to say that they have been doing much better lately, and the new School of Practical Science and the grant to convocation hall were the first fruits of a change of heart. Personally he felt that Mr. Ross realized fully the importance of university work, but was fearful of outrunning public opinion. Mr. Whitney, leader of the Opposition, took a very sympathetic view of university affairs and would assist and not obstruct the Government in connection with any increased grant. He was satisfied that there are enough men in the hall, always including the omnipresent press, to bring it about that neither Government nor Opposition dare refuse to oppose the adequate maintenance of higher education in this province. He believed there is an undue apprehension as to the farmers opposing grants for higher education. The sons of farmers had gone higher in education than the sons of any other class in Ontario, and all that was needed was a statesman full of his subject presenting the facts fairly to the House and to the country.

WHAT ENGLISHMEN EAT.

THE Royal Statistical Society held their first ordinary meeting of the session the other evening, under the presidency of Major Patrick George Craigie of the Board of Agriculture and Fisheries. In his address the president said that he had already shown that since 1830 the British Empire had grown from 4 per cent. to 24 per cent. of the surface of the earth. In the "thirties" the population outside the British Isles was 100,000,000; the figure for 1900 was three and a half times that number. No less striking was the increase in the supply of food, the consumption of meat being 13 times as great now as it was about 70 years ago. The increased supply came largely from abroad. The people of 1857-59 consumed only 5 pounds per head of sea-borne meat, whereas today the figure was 53¼ pounds for each person. The quota of the United States was still vastly ahead of that which any individual country supplied, but the proportion of the whole from this quarter was not maintaining the ratio of 20 years ago. There still remained for the British farmers a region which might be all their own, and in turning attention more closely to meat production and dairy business they stood no such risk as in the case of cereals. There was room in the demands of our rising population for all that our farmers could raise. But the history of our food imports made it plain that the competition of meat of very distant origin with native meat had grown by relatively greater strides than those of the simpler and more bulky cereals.

Turning to other products, Major Craigie pointed out that tea had also become more and more popular. The quantity sold per head in the year 1852 was two pounds, by 1859 it had increased to 2.67 pounds, in 1885 to 5 pounds, and now the country took 6 pounds per head. As much as 98 per cent. came from China 50 years ago, but now practically all came from India and Ceylon. More food and better food was obtainable in the United Kingdom to-day than at any earlier date. That was not apparently, in the view of the lecturer, an unmixed benefit, and he suggested that their scientific colleagues should resolve their doubts as to the bearing on the health and vigor of the people of many of the changes which the last half-century had wrought in the character and distribution of the food consumed in this land. Prominent among these changes, though not by any means alone, one was tempted to ask whether the physique of the nation has been bettered or deteriorated by the much larger and sometimes wasteful use of meat, of tea, or of tobacco, which the figures quoted could not but suggest. It was a question whether the increased consumption had been wisest for the health of the population. Major Craigie closed by saying: "Last of all, it does occur to me to ask whether we are quite certain it is the wisest economy to make such efforts to bring the food to the men, and not rather to send the men to the food, so long as the wide areas of food-bearing soil in our vast empire cry out for labor, and offer to the masses of our labor centres at home—as a not impracticable alternative to the struggles of the mine, or the factory, or the workshop—obedience of the old command, to go forth and replenish the earth and subdue it."

The report of the society's committee on the production and consumption of meat, presented by R. Henry Rew, of the Board of Agriculture, was submitted. It developed the point about meat consumption, showing that in the United Kingdom the average annual production of meat was 67.52 pounds per head, while the average quantity imported was 54.24 pounds, giving a total annual consumption for each person of 121.76 pounds. The yearly consumption was roughly shown by the following figures:

	Pounds per annum.	Per head per week.
Artisians, mechanics and laborers..	107	$2 06
Lower middle class.....	122	2 35
Middle class.....	182	3 50
Upper class.....	300	5 77

In the course of the evening the chairman presented M. Yves Guyot with the Guy silver medal for his paper on the "Sugar Industry on the Continent."—London Telegraph.

NORTHWEST TRAVELLERS.

THE twenty-first annual meeting of the Northwest Commercial Travellers' Association was held Saturday night last, in Board of Trade rooms, Winnipeg. A very large attendance was present. The reports showed a total membership of 1,241, an increase for the year of 267. The Winnipeg membership reaches 881. Receipts for year amounted to $13,669, and the total funds to credit of Association aggregate $51,713. Of this $38,692 constitutes the Mortuary Benefit Fund. The officers elected for the ensuing year were:

President—F. H. Agnew.
Vice-President—F. C. Fahey.
Treasurer—L. C. McIntyre.
Secretary—F. C. Cox.

Directors—R. McGowan, F. M. Morgan, T. A. Anderson, F. W. Drewry, G. F. Bryan, John Horne, W. W. Bole, J. A. McTaggart, D. J. Dyson.

Officers for British Columbia:—
Vancouver—Vice-President—James Beveridge.
Directors—T. Parkinson and A. H. Walbridge.
Victoria—Vice-President—H. G. Wilson.
Director—J. C. Devlin.
New Westminster—Vice-President—J. C. Cunningham.
Kootenay—Vice-President—Jos. Lawrence.

POTATOES.

THE fact that in Germany the average annual consumption of potatoes is some twenty-seven or twenty-eight bushels a head, while in the United States it is only three, shows that the Americans are more carnivorous, says Everybody's Magazine, or at least more able to spend money for meat, than their cousins over the water. It explains in part, why Hans raises about six times as many "Irish Bananas" as Jonathan raises. Hans gives three times as much space to potato-fields. But Hans also gets twice as many potatoes out of the same area. The German crop yields about 200 bushels to the acre. The American average runs from 80 to 100, say 95 or 96. Why is this? Why can't the Yankee farmers coax as many potatoes out of the hill as their brethern in Deutschland?

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the first can be secured by following directions noted on our tins—
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skill in blending the different varieties,
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Items of Interest

Look these over carefully!

Molasses

The stock of pure Barbadoes Molasses received in Canada this year is the smallest for many years past. We have a full stock of Pure Barbadoes. Write us for samples, or see our travellers.

Tea

Our stock of Teas is the largest and best assortment, grade for grade, in Canada. If you are open for any particular line, write us. We defy competition, and will let you be the judge.

Speaking of Teas, the demand for Lipton's Teas has increased during the past few months at a phenomenal rate; in fact, over 100 per cent. The Teas are right, the packages the best, and the prices satisfactory.

Coffee

Lipton's world-renowned, high-grade Coffees, in sealed tins, 1-lb., ground or whole, are bound to be leaders. They have quality, flavor, aroma and strength. Write for particulars.

Tapioca

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Ocean Mills, Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

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Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Crown Mfg. Co., Toronto.
McGregor-Harris Co., Toronto.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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James—W. G. A. Lambe & Co., Toronto.
Oakey, John, & Sons, London, Eng.

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Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

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British Columbia Packers' Ass'n, Vancouver, B.C.
Burlington Canning Co., Burlington, Ont.
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Computing Scale Co. of Canada, Toronto.

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McAlpin Consumers Tobacco Co., Toronto.
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Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

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Hamilton Cotton Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Tippett, A. P., & Co., Montreal.

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

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Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Duck, Geo. H., Toronto.
Hull & Sharpe, Calgary, Alberta.
Nicholson, E., Winnipeg.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Stagg, M. G., & Co., Toronto.
Thomas, J. P., Quebec, P.Q.

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Computing Scale Co. of Canada, Toronto.
Toledo Computing Scale Co., Toledo.
Wilson, C., & Son, Toronto.

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Borden's Condensed Milk Co., New York.
Truro Condensed Milk & Canning Co., Truro, N.S.

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Gowans, Kent & Co., Toronto.
Nerlich & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

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Dominion Packing Co., Charlottetown, P.E.I.
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Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Delivery Wagons.
Ewart, James, Toronto.

Educational.
Central Business College, Stratford.

Financial Institutions.
Bradstreet Co.

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James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.

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Enterprise Mfg. Co., Philadelphia, Pa.

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Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
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White & Co., Toronto.

Gelatine.
Cox, G. & J.

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Eby, Blain Co., Toronto.
Hudon, Hebert & Cie., Montreal.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Simpson, R. & J. H., Co., Guelph.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

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Page, C. S., Hyde Park, Vt.

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McWilliam & Everest, Toronto.
White & Co., Toronto.

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Slingsby, H. C., Montreal.

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Greig Mfg. Co., Montreal.
Southwell's—Frank Magar & Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

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Napoli Macaroni Co., Toronto.

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Brand & Co., London, Eng.
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Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
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Hudon, Hebert & Cie., Montreal.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lees & Langley, Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.

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Oakey, John, & Sons, Montreal.

Polishes, Stove.
Morse Bros., Canton, Mass.

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Foster Pottery Co., Hamilton, Ont

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Greig, Robert, Co., Toronto.

Powdered Lye.
Gillett, E. W., Co., Toronto.

Salt
Toronto Salt Works, Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

Starch.
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Edwardsburg Starch Co., Cardinal, Ont.
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St. Lawrence Starch Co., Port Credit.

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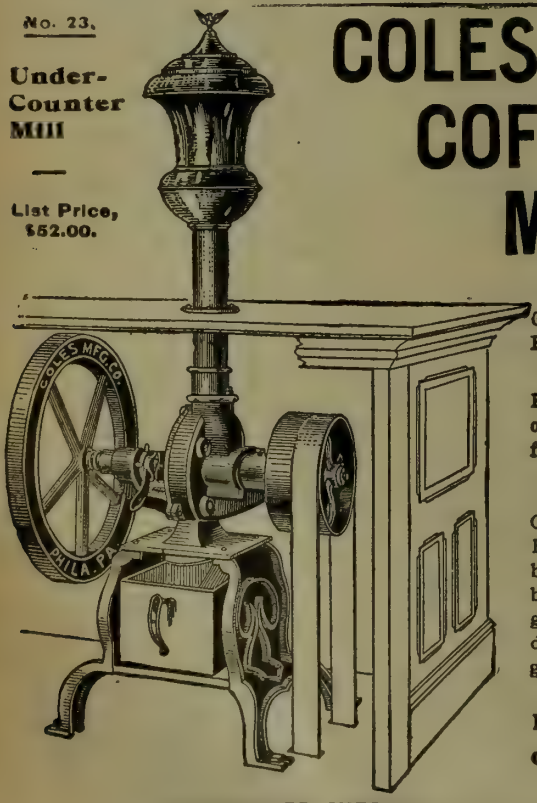

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COMPLIMENTS OF THE SEASON.

MERRY Christmas and a Prosperous New Year! How pleasant is the old phrase to the ear! Pass it on to your neighbor. Let the world see that the trials and disappointments of life, the losses and vexations of business have still left to you that modicum of kindly feeling which contributes so much to a better spirit in all the relationships of life.

Be an optimist. There is need of optimism in Canada, as in other countries, to-day. There has been too much talk of the depression which is to come but which by every kind of reckoning is as far distant as ever. With heavy immigration and unprecedented railway construction anticipated during the coming year, with our retail stores, our workshops and our factories—everything, save our gaols—busier than ever, what reason have Canadians for pessimism? Why should they give serious heed to prophesies of depression and disaster?

Has your business fallen off during the last year? Or have you not secured the proportion of profit which is necessary to make business "worth while"? Then do not blame the result on the conditions of trade in the country. The wholesale houses say that business has been of larger volume than ever during the year—this in spite of the depression prevailing in the United States; the larger retailers in such luxuries as diamonds, furs, pianos, etc., say that buying has been exceptionally generous.

So, if things have not been coming your way do not go around kicking about depression, about dull times. Spruce up! Brighten up your store! Nine chances to one you will discover that the depression has been restricted in a large measure to yourself, that your neighbors are buoyant with the good cheer and warmth of optimism.

So join the optimists! Hide your worries behind the glad smile of friendly greeting and mayhap in adding to the general spirit of pleasantness your old troubles may be materially reduced if not altogether effaced.

MUNICIPAL ELECTIONS.

THIS is the open season for candidates, aspirants for municipal honors. How some of the aspirants have the assurance to aspire is beyond the ken of most of us, but nevertheless they are out year after year and often are elected because the voters get tired of turning them down or because of the dearth of good men in the field.

The curse of our political system, Federal, Provincial and municipal is the difficulty of getting good business men to take upon them the burden and honor of public service. Our successful business men are often too busy getting rich to interest themselves in how our public affairs are managed unless the consequent mismanagement effects them personally in a pecuniary manner. This may be due to selfishness or to mere carelessness or again it may be due to a feeling of distaste at the prospect of entering a field which has often been made uninviting by the class of men who have arrogated to themselves its direction. In any event men who have proved their capacity by success in their own business are under a moral and civic obligation to lend their services to the community in which they have won their success for the common interest.

It is indeed true that a man of business may not be able to spare the time necessary to enter the Provincial or Dominion Parliament, but he certainly can take his part in the municipal government where the effects of wise and unwise administration are more immediately felt, where question of abstract policy are largely eliminated and where the business to be transacted is just that sort of business which a man of affairs meets with every day in his own sphere.

Nominations are now at hand and our business men should turn out in full force and if called upon to enter the field they should be prepared to make some sacrifice of personal comfort and accept.

Again in the selection of men from the list of would-be's, Canada is fortunately free from the system across the border where every man from a State judge to a poundkeeper is elected on party grounds and not on grounds of personal worth. We have still something to look forward to in the line of improvement, however, and that is in making business ability rather than mere jolly-good-fellowship the standard to which our municipal fathers must conform. Business men owe it to themselves to see that a fair proportion of our councillors aldermen, reeves and mayors in 1904 be chosen from their ranks.

TERMS ON WRAPPING PAPER.

MANUFACTURERS of and wholesale dealers in wrapping paper have,possibly as a result of the successful shortening of terms by jobbers in other lines, decided to shorten their terms of credit. The terms now are 60 days, net; 30 days 2 per cent., whereas formerly they were 90 days, net; 30 days, 3 per cent.

EGGS ARE NO JOKE.

EGGS, fresh or alleged to be, new laid, or ancient, have been, time out of mind, the jest of the funny man. They have been associated with boarding-houses, tragedians, and politicians, with more or less malodorous effect. But just at the present moment eggs are no joke.

In the words of the philosopher "eggs is eggs" these days. From 30 to 35 cents is our quotation for strictly new laid, but there are callous doubters who will defy you to get strictly new laid eggs for 50 cents, but the doubter is always with us.

Be that as it may, there are no eggs coming in; the demand is large; the stocks are light and daily growing lighter. What eggs are held in cold storage or in pickle are in a few hands. What then will be the result? The "biddies" will not begin to lay to any great extent till the first of February, and before that time there will, in all probability, be a pinch. In conversation, however, a dealer who was fortunate enough to have a considerable stock on hand, expressed the opinion that prices would not soar very much higher, as any further increase would check consumption. He thought, however, that there would be a serious shortage before the new crop began to come in in any quantity. In the meantime the humorous paragraphers are requested to treat the egg with the respect due it present exalted position.

MR. CHAMBERLAIN'S COMMISSION.

MR. CHAMBERLAIN'S commission to enquire into the condition of British industries and to report upon the whole question of fiscal reform is an innovation which is meeting with a mixed reception by the hard-headed and stiff-necked British electors. The admirers of the man from Birmingham commend the commission as the idea of a master mind, a triumphant stroke of statesmanship; while his opponents ridicule the whole project and criticise the personnel of the commission and its right to any claim to represent in any way the British people.

The appeal from the hustings to the board meeting from the heat of political passion and rancor to the keen foresight and insight which characterizes the industrial and commercial world is a move which must be approved by all thinking men. "The Grocer" has again and again advocated the removal of the tariff question from the political fray and the appointment of a commission of business men representing all interests with whom the Ministry of the day could consult on questions affecting the tariff.

Mr. Chamberlain's move is along these lines. It is somewhat unfortunate, however, that although in a manner semi-official, Mr. Chamberlain although a free lance, being undoubtedly hand in glove with Mr. Balfour, the commission has no actual official standing. It is therefore fairly a mark for the jibes of the Opposition, who feel themselves under no obligation for restraint. The commission is thus open for attack in a way it would not be, had it the official stamp of Government appointment. In the course of their investigations they will be handicapped and their report, however comprehensive and valuable, will still be open to the taunt of being a private member's commission appointed for the purpose of arriving at a certain conclusion and it will be argued that the fact that they had reached such a conclusion should have no bearing on the matter before the British people at all.

This will no doubt be the position taken by the opponents of fiscal reform.

Despite its faults, however, the commission should elicit much valuable information, and it is to be hoped that its success may be such as to encourage similar but official commissions in the future.

TEA VALUES.

ONE of the striking features of the market at the close of the year nineteen hundred and three is the high range of values which prevail in the great commodity, tea. It is estimated by an authority that on the all-round average Ceylon and Indian teas are fully two cents per pound higher than this time last year, while Japans and Chinas are also much higher than a year ago.

There has been suggested as a cause of these high values, the fact that a considerable quantity of the output of Ceylon and India has been made into green, thus relieving the pressure on the market for black. In this way the market is relieved of from 12,000,000 to 15,000,000 pounds, which would otherwise have entered the black market, as it is the market for black is by no means affected by the green which attaches an entirely different market almost as much as if it were being used as a substitute for coffee or cocoa. The scarcity of Japan has been another feature which has helped the new green tea industry. The planters have reaped an enormous benefit from the rise, especially in India where the production of tea this year is much greater than it was last year.

The consumer, of course, feels to some extent the effect of the present prices, but the package tea men are hardest hit. They have a certain blend of tea for which they have established a taste and a demand at a certain price. They can not raise the price and they must keep up their standard or they will lose their grip on the trade. A leading package tea man remarked the other day that high prices were making a difference in his profits of from $1,200 to $1,500 per week in his Canadian and American trade. He had, however, to give exactly the same quality or go out of business. A solution might be to raise the price to the retailer, but this was one of the last things he said he would think of doing. In the meanwhile the tea market remains firm.

INQUIRIES FOR CANADIAN TRADE

THE following were among the inquiries relating to Canadian trade, recently received at the Canadian Government office in London :

1. A London firm desire to open up business relations with manufacturers of the following classes of goods, either as sole consignees or sole agents : picture frame mouldings, pastry boards, knife and scrubbing boards, broom handles, clothes pegs, enameled ware.

2. Inquiry is made respecting the market in Canada for imported salt by a gentleman who is interested in the West Indian product.

3. A North of England firm of iron and steel merchants and ship breakers ask to be furnished with names of some good Canadian houses who import old iron and steel in the shape of rails, ship plates, angles, etc.

4. Inquiry is made by a London exporter in the soft goods trade respecting the opportunities for making business connections with Canada.

5. Application is made by a city engineer for samples of difierent Canadian woods, size 9 x 5 x 3.

6. Inquiry has been made as to the chances of success of a small wool-combing plant in Canada, and as to a suitable location for the same.

7. A person proposing to establish himself in Canada next year as a hardware merchant and agent, is endeavoring to obtain some British agencies in addition to those already secured.

8. An inquiry has been received from a fruit importer at Sheffield, who is in a position to import about 200 barrels of apples a week, and requires fresh sources of supply in Canada.

9. A manufacturing firm in London using a quantity of pig iron in their business, have made inquiry respecting Canadian supplies of this article.

10. Application has been received from a maker of dog and poultry foods, for names of Canadian tallow merchants and refiners, tallow and fat melters, soap manufacturers and canned meat packers, the object being to arrange for a regular supply of the by-product known as "greaves."

11. A firm in the "last" manufacturing trade, in a position to purchase large quantities of hard maple wood blocks, are desirous of getting into touch with Canadian exporters able to meet their requirements.

12. Inquiry has been received for names of wholesale grocers and drysaltory establishments in Canada who would be likely to open up business arrangements with an English maker of blacklead, laundry blues, etc.

13. The same parties would be prepared to undertake the grinding and packing in tins or packets of any goods shipped by a Canadian house requiring such treatment in England.

Inquiries received by the Canadian section of the Imperial Institute :

14. A box manufacturing company at Cardiff asks to be placed in touch with Canadian makers of box shooks, who are advantageously located for shipping direct to Cardiff.

15. A firm in Brussels, Belgium, wishes to represent Canadian packers of canned salmon, and also a packer of lobsters.

16. A London house would be pleased to hear from Canadian manufacturers of vinegar.

17. An inquiry has been made for the names of Canadian merchants and agents handling yarns.

18. The manufacturers of a special "damp course" wish to place same in Canadian market, and ask to be placed in touch with a few responsible firms in principal cities in touch with architects and builders.

PERSONAL MENTION.

Mr. J. M. Fortier, of J. M. Fortier & Co., Montreal, leaves on Friday for Havana on his annual purchasing tour. Mr. Fortier's trip will last until January 17.

Mr. A. P. Tippet, of A. P. Tippet & Co., Montreal, left last week on his annual trip to the English and continental markets. He will be gone a month or six weeks.

Mr. Wm. Harrison, representing "Salada" tea, has just returned from a trip to the Maritime Provinces. He reports most satisfactory sales and the demand for "Salada" teas increasing.

Mr. F. Oberndorffer, cigar manufacturer, of Kingston, Ont., passed through Montreal last week on his return from the Maritime Provinces. Mr. Oberndorffer reports very good business. He says he is busy up to the limit.

Mr. Eugene Rosedale, of New York, manager of coffee department of Thos. Lipton, New York branch, was a visitor to Montreal this week. In an interview with a "Grocer" representative Mr. Rosedale stated that business in Canada was developing most satisfactorily, and the campaign they were now pursuing was one that must interest the trade throughout the country.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, have secured the services of Chas. Laing, of Hamilton, who has been representing The Hamilton Biscuit & Confectionery Co. for the last couple of years and is an experienced grocery man. Mr. Laing is an energetic salesman and has a large connection on the road, which he expects to retain, and will commence his duties for the new firm the beginning of the new year.

HINTS TO BUYERS.

Contributors are requested to send news only, not puff- of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Balfour & Co. report the year 1903 one of the largest turnovers in their history.

The Eby, Blain Co. are quoting Eleme figs and Malaga raisins at clearing prices.

Lucas, Steele & Bristol have still a few boxes each of Rideau, Choice and Dessert cluster raisins for sale.

The offices and warehouse of H. P. Eckardt & Co. will be closed on Saturday, December 26.

Balfour & Co. say that they will have to procure larger premises if trade continues to increase.

The Eby, Blain Co. have a car of New Orleans molasses arriving this week, which includes some very fine values in fancy open kettle molasses in half barrels.

Marbot walnuts, whole and shelled, also Jordan shelled almonds, may be procured from Lucas, Steele & Bristol.

In Scotch and Irish whiskies, Malaga and Madeira wines (Blandy Bros.' Madeira brands), and Richard's brandies, Laporte, Martin & Cie. are showing unprecedented values.

Lucas, Steele & Bristol give personal care to mail orders. They will be shipped same day as order is received.

The trade is requested to wire or telephone at expense of Laporte, Martin & Cie., Montreal, for any of their rush-order requirements of table raisins, figs, dates, nuts, etc. A well-assorted stock of the best brands is on hand and prompt shipment is assured to buyers.

McWilliam & Everist report a strong demand again this year for "Rose" brand Southern California oranges.

Laporte, Martin & Cie., Montreal, are offering shelled walnuts and shelled almonds at interesting prices. These lines have both advanced lately, but their prices are guaranteed to please buyers.

McWilliam & Everist have arriving this week two cars of Mexican oranges and one car of navels.

CUSTOMS RULING ON MOLASSES.

The Customs Department at Ottawa have issued the following order :

"In view of the frequent importation of molasses found to contain an admixture of glucose, it is ordered that ¾c. per pound duty be collected on molasses entered at the customs of Canada and claimed to test not less than 35, vending the test by polariscope at Customs in Ottawa, subject, however, to refund of duty if the molasses be subsequently found entitled to entry under tariff item 441. In case, however, of molasses imported direct to a Canadian port from the West Indies or Guiana, collector must allow delivery on payment of duty, under tariff item 441, upon importer's undertaking to amend entry, when so required, if the collector deems it advisable to do so, after examination of importation."

LOOKING FOR AN AGENT.

A firm manufacturing a certain article allied to the grocery and provision trade is looking for a broker or commission agent who can take charge of their business in Toronto. It will be necessary for the agent to have a warehouse and carry a stock of the particular line. The editor of "The Canadian Grocer" will be glad to place any one in communication with the firm in question.

—TO OUR— —FRIENDS—

A Merry Christmas to you
Be Future Good or Ill
Accept our Best of Wishes
This Season of Good Will
We Hope you Will Remember
We Are, yours Truly, still

"Salada" Tea Co.

1903

There are Plenty of Ideas for Grocery Ads.

in the book on grocery advertising by W. Arthur Lydiatt entitled "100 Goods Ads. for a Grocery Store."

It contains the copy for 100 different ads. —some examples of effective display—nearly a hundred short, snappy sayings for headlines, show cards, etc.—and a good chapter on the how, when and where of grocery advertising.

All it costs is $1 a copy. Sent postpaid on receipt of the dollar.

MacLEAN PUBLISHING CO.,
Toronto.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Dec. 23, 1903.

Groceries.

THE business of the year has been practically finished. The past week has been largely of the sorting order, but nevertheless aggregated a considerable amount. The year, taken altogether, must be considered a fairly prosperous and satisfactory one. The volume of trade was larger than the previous year, although it is generally doubted that profits will be correspondingly increased, owing to the competition and the depreciation in the values of some lines after being purchased. Money has been quite free throughout, and payments on the whole are regarded as satisfactory. A large number of the more enlightened and up-to-date retailers are learning the advantage of paying cash and saving discounts. Discounts although small in the grocery business amount to a considerable sum at the end of the year, on account of the frequent turnover. One thing enabling the grocer to pay cash is the distribution of chartered banks throughout Ontario, with which the grocers obtain small lines of credit and thus save their discounts. So far as can be seen, prospects for the new year are bright. The canned goods situation is still strong, and higher prices are not unlikely for vegetables after the new year. Coffee is still high and strong despite a slump and recovery at New York since last writing. Spices are firm with an upward tendency. Syrup is in good demand and molasses firm owing to the short crop at New Orleans. Rice and tapioca are nominal at present. Tea is rather featureless, though prices were about maintained at last London markets. Dried fruits and nuts have been meeting a good sorting demand. Features of the week in these lines have been the rise in shelled almonds and currants. The most interesting feature to report as regards sugar this week has been the passage of the Cuban Reciprocity Treaty by the United States Senate giving Cuba a preference of .337c. on 96 test sugars. The treaty goes into effect Monday next. Locally there has been a drop of 5c. in granulated.

CANNED GOODS

The canned goods situation is still strong, although business has been light the past week, and pretty well over for the year. It is anticipated that after the new year higher prices will rule for vegetables than at present prevail. Fruits are plentiful, and meats, except canned poultry, are not attracting much attention. We quote:

Apples, 3's	....	0 80
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	1 00	1 10
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 87½	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 05
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	0 15
" " ½'s	....	0 23½
" Sportsman ¼'s	....	0 14
" " ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

COFFEES.

The coffee market is still high and feverish. Since last writing the market in New York slumped but recovered again, and at last writing was again in an excitable state. Prices are still, however, on a very high range compared with quite recent values. A London advice says new crop mild coffee will open extremely high. Local trade is not particularly interesting just at the holiday season, but coffee men report a fair average trade doing. We quote:

	Per lb.	
Green Rios, No. 7	....	0 08½
" " No. 6	....	0 08¾
" " No. 5	....	0 09
" " No. 4	....	0 09½
" " No. 3	0 10½	0 11½
Mocha	0 21	0 25
Java	0 22	0 35
Santos	0 11½	0 14
Plantation Ceylon	0 26	0 35
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 15½	0 23

SUGAR.

With the passage of the Cuban Reciprocity Bill on December 16, the market has assumed a firmer tone, which confirms previous predictions that any possible adverse effect of the Treaty had been fully discounted. The vote in the United States Senate was 57 for, to 18 against. It has since been decided that the Treaty shall practically take effect on the morning of Monday next, 28th inst. As previously advised, it provides for the reduction of 20 per cent. of the duty at present assessed under the Dingley Tariff. This will be equivalent to .337c. on 96 test sugars, and will make the duty on that grade $1.348, whilst sugars from other countries not receiving favorable treatment under the tariff will pay the full duty of $1.68½. At same time there are other producing countries whose sugars enjoy special privileges on importation into the United States, viz., from the Hawaiian Islands and Porto Rico, which are free, and from the Philippine Islands, which pay 75 per cent. of regular duties. The probable quantity to be exported from these countries (including Cuba) for coming year, will be 1,650,000 tons, whilst the probable requirements for import to the United States will be, say, 2,050,000 tons, leaving a deficiency of 400,000 tons to be supplied by sugars paying full duties, which should help to keep prices to a level that will allow Cuba a good share of the preferential, unless the Cubans should forfeit this by trying to market their sugar too rapidly. From present indications they are evidently satisfied with sales made for January shipment, and are holding for 1-32c. advance, or, say, 2 3-16c. C. & F., equal to 3.53c., duty paid. Sales have been made of other sugars at 3 9-16c., duty paid, and these quotations remain nominal at the close. We also hear of a sale of 22,000 bags of Cubans held in bond New York for delivery to refiners on December 28 on basis equal to about 3.57½c., duty paid. For week ending December 16 receipts at United States four ports were 27,259 tons, with meltings for the week increased by 2,000 tons to 26,000 tons, leaving total stocks of 100,033 tons, against 153,952 tons last year. Combined stocks of Europe and America at latest uneven dates were 3,329,533 tons, being 179,951 tons over last year. Grinding of new Cuban crop is getting well under way, and there were, at latest advices, 18 central factories working. Europe has fluctuated only slightly for the week, between 9s. 5¼d. to 9s. 4½d. for 88 per cent. beet, and remains nominal at the last quotation. Mr. Licht has increased his estimate for all Europe by 50,000 tons to 5,900,000 tons, against a total crop last year of 5,556,869 tons. He has since cabled that the weather is unfavorable for crop work. There are no changes to report in United States refined, and the situation there is exceedingly firm, with well-informed members of the trade holding to the opinion that, after the turn of the year, prices will likely be higher. Here we have to record a decline of .05c. per 100 pounds on Saturday, 19th inst., same applying only to white sugars. No reason is given for the change, and there is still a fair business doing for actual requirements, without any speculative trading. We quote:

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb. "	4 68
St. Lawrence granulated	4 18
Redpath's granulated	4 08
Acadia granulated	4 98
Berlin granulated	4 98
Standard granulated (Wallaceburg)	4 98
Crystal granulated (Wallaceburg), 1902	3 88
Imperial " (Dresden)	3 93
Beaver " (Wiarton)	3 93
Phoenix	3 93
Bright coffee	3 83
Bright yellow	3 78
No. 3 yellow	3 73
No. 2 "	3 53
No. 1 "	3 43
No. 1 " (Wallaceburg)	3 43
No. 1 " (Berlin)	3 43

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES

No change in spices is reported locally. A good active demand has been met for

the Christmas trade. Prices are very firm with an upward tendency. Advices from Zanzibar reporting a severe hurricane, which it is feared injured the clove trees and damaged the crop of chillies, has hardened the New York market. Pepper was quiet and steady. We quote :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

A good demand is reported for these lines with holders maintaining prices firm. Receipts of molasses at New Orleans continue small, and the yield there is conceded to be 50 per cent. short. Tendency is consequently higher. Syrups are being well called for. We quote :

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Bright		
Corn syrup, bbl., per lb		0 02¾
" ½ bbls., "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 23	0 30
" ½ bbls	9 25	0 32
" open kettle	0 45	0 50
Barbadoes	0 47½	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

RICE AND TAPIOCA.

There is little doing in rice or tapioca at this time of year generally, but, considering the season, a fair trade is being done. A slight hardening of tapioca on primal markets is announced but no change has occurred locally. We quote :

	Per lb.			Per lb.	
Rice, stand. B		0 03¾	Sago	0 03½	0 04
Patna	0 05	0 05½	Tapioca	0 03¼	0 03¾
Japan		0 07	Carolina rice		0 10

TEAS.

Teas are being to some extent neglected owing to the pressure of the holiday trade in other lines. Stocks, however, are very short in this country, and no doubt business will be resumed with activity after the holidays. The London market closed on the 17th, and will not reopen till the 4th. The latest advices, however, would indicate that prices were being maintained. The offerings have not been large, and Indian is showing improved quality. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60	
caddies, Paking, Kaisow	0 19	0 50	
Indian Darjeelings	0 35	0 55	
Assam Pekoes	0 20	0 40	
Pekoe Souchongs	0 19	0 25	
Ceylon Broken Pekoes	0 36	0 42	
Pekoes	0 27	0 30	
Pekoe Souchong	0 17	0 35	
China Greens—Gunpowder, cases, extra first	0 42	0 50	
" half-chests, ordinary firsts	0 22	0 28	
Young Hyson, cases, sifted, extra firsts	0 42	0 50	
" cases, small leaf, firsts	0 35	0 40	
" half-chests, ordinary firsts	0 28	0 38	
" " seconds		0 23	
" " thirds	0 16	0 18	
" " common		0 15	
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32	
" seconds	0 18	0 19	
" half-boxes, firsts	0 28	0 32	
Japan—¼ chests, finests May pickings	0 38	0 40	
Choice	0 33	0 37	
Finest	0 30	0 32	
Fine	0 27	0 30	
Good medium	0 25	0 28	
Medium	0 21	0 23	
Good common		0 20	
Common		0 19	

Foreign Dried Fruits.

The trade in dried fruits this last week has been confined largely to sorting orders. There has been a general shortage of all Christmas goods on the spot, and considerable buying between houses in almonds, walnuts and table raisins. A late cable advances shelled almonds 1c. per pound, and business has been done on the advance. An advance o- 9d. per cwt. on currants at Patras is another feature of the week's events. California fruits are at a standstill, but a local broker learns that with the stocks in Eastern hands light, and with the light crops on the coast closely concentrated in a few hands, an advance is likely after the turn of the year. Advices from Smyrna re Sultana raisins report that the present low level of prices is attracting the attention of both consumers and speculators. It is not unlikely that by the end of the year, if the vines do not show indications of a large production for next season, we may have a sharp upward movement. After the large crop of last year it is almost a foregone conclusion that next year's crop will be a short one. The vines commence to show indications on which the production can be pretty well estimated by January. A cable of Monday advises higher prices next month. Walnuts of all kinds, shelled and unshelled, are firm at the advance. First tide dates via London arrived at Halifax last week. We quote :

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 06½	0 07
" selected	0 07	0 09
" selected layers	0 08	0 09½
Sultana	0 06½	0 10
Californian seeded, 12-oz	0 08½	0 09
" 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04¾	0 05	Fards	0 07½	0 09½
Sairs	0 04¼	0 04¾			

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 07	0 07½
90-100s	0 04¾	0 05	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08¼	10
70-80s	0 06½	0 07			

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets		0 03¾	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 10½	0 15

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12

NUTS

Walnuts, Grenoble, per lb		0 12
" Marbot "		0 10
" Bordeau "		0 09
" shelled, new, "	0 25	0 27
Almonds		0 11½
" shelled, new, per lb	0 25	0 27
Filberts	0 09½	0 10
Brazils		0 14
Pecans		0 14
Peanuts	0 09	0 10
Hickory nuts, per basket	0 65	0 75
Cocoanuts, per sack		4 00
Jumbo hickory nuts, per lb		0 08
Italian chestnuts, per lb		0 10

Country Produce.

EGGS.

The threatened egg shortage is becoming every day more imminent. Receipts show no improvement and the demand keeps up firmly, so that the cold-storage and pickled are becoming depleted. Toronto seems better supplied than most Canadian centres, and here what eggs are in store are controlled by a few parties. One of these, however, remarked that he did not think prices would go much higher, for while there might be a pinch toward the end of January, higher prices would result in a lessening demand. Strictly new laid are as hard to get as ever and pickled have advanced a cent. We quote :

Eggs, strictly new laid, per doz	0 30	0 35
" selected, per doz	0 26	0 27
" cold storage per doz	0 22	0 23
" pickled, per doz	0 21	0 22

WHITE BEANS.

There is a fair demand in this line, but nothing of especial note. Prices continue unchanged. We quote :

Beans, mixed, per bush	1 25	1 50
" prime, "	1 60	1 75
" handpicked, per bush	1 80	1 85

HONEY.

The Christmas season has stimulated the demand for honey, and a more lively trade is being done with prices on present basis. We quote :

Honey, extracted clover, per lb	0 07	0 08
" sections, per doz	1 50	1 75

DRIED APPLES.

There is little to record in these lines. On account of the low price of evaporated, dried are in little demand. We quote :

Apples, dried, per lb	0 03½	0 04
" evaporated	0 06	0 06½

POULTRY.

There has been a particularly lively demand for all kinds of poultry the last ten days. Receipts have been on the increase, but despite this high values have ruled for all lines. Sixteen to 17c. were the prices asked wholesale for turkeys, and 19 to 20c. the retail price. Geese were very scarce and ducks also very short. We quote :

Chickens, live per lb	0 07	0 08
Old hens " "		0 05
Ducks " "	0 08	0 09
Turkeys " "	0 11	0 12
Chickens, dressed, per lb	0 10	0 11
Old hens, " "	0 06	0 07
Turkeys, " "	0 16	0 17
Geese, " "	0 10	0 12
Ducks " "	0 10	0 12

Fish.

The fish market has been quite brisk this last week, oysters especially being in good demand. Supplies have been adequate in most lines. We quote :

Whitefish, frozen, per lb		0 09
Trout, frozen, per lb		0 09
Herrings, fresh, per lb		0 07
British-Columbian salmon, frozen, per lb		0 12
Halibut, frozen, per lb		0 12
Perch, per lb		0 05
Mackerel, frozen, per lb		0 10
Haddock, per lb		0 06
Cod, per lb		0 08
Tullibees, per lb		0 06
Gold eyes "	0 04½	0 05
Finnan haddies, per lb	0 08	0 09
Bloaters, per box		1 25
Oysters, standard, per small pail		4 05
" selects " "		4 80
Fresh-water herring, frozen, per lb		0 04½

Green Fruits.

The fruit houses have been kept particularly busy getting out their final holiday orders. The general concensus of of opinion is to the effect that a very satisfactory season has been met. California oranges, Mexican oranges and bananas have had the largest call. Japanese oranges are an attractive line, small but of fine flavor. Southern California fruit is of fine quality. Prices are

little changed from last writing. We quote :

Jamaica oranges, per bbl	....	4 25
" " per box	2 50	2 75
Florida " per box	3 00	3 25
California navels, per box	3 00	3 75
Mexican oranges, "	2 35	2 50
Tangarines, per bundle (2 boxes)	....	1 25
Messina lemons, new, per box	2 75	3 00
Florida grape fruit, per box	5 25	5 50
Florida pineapples, per crate	4 00	4 50
Bananas, large bunches	1 75	2 25
" small bunches	1 25	1 40
Apples, per bbl	2 00	2 50
Almeria grapes, per keg	5 50	6 50
California grapes (Emperor), per crate	3 50	3 75
Florida tomatoes, per crate	....	4 50
Cranberries, Jersey, per bbl	....	9 25
" Budd's longkeepers, Cape Cod, per bbl	....	10 50
Limes, per case	....	1 25
Holly, per case	....	4 00

Vegetables.

The vegetable market has now reached a stage which shows few changes from week to week. Potatoes are the largest sellers and by single bags have gone up to $1, although in round lots 90c. still rules. Onions are also strong at an advance of 10c. per bag. We quote :

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 75
Potatoes, per bag	0 90	1 00
Potatoes, per bag, car lots	0 75	0 80
Sweet potatoes, per bbl	4 25	4 75
Onions, per basket	0 30	0 40
Onions, per bag	1 25	1 50
Spanish onions, per crate	....	1 00
Spanish onions, large cases	....	2 50
Bunch lettuce, per doz. bunches	....	0 30
Radishes, per doz. bunches	....	0 50
Brussels sprouts, per bush	....	1 00
Mushrooms, per lb.	0 60	0 75
Mint, per doz bunches	....	0 20
Parsley, " "	....	0 20
Beets, per bush	....	0 40
Carrots, per bag	....	0 50
Parsnips, per bag	....	0 60
Vegetable marrows, per doz	0 40	0 75
Celery, per doz	0 25	0 60
Butter squash, per doz	0 75	1 25
Hubbard squash, per doz	0 75	1 50
Pumpkins, per doz	0 75	1 25
Yellow turnips, per bag	....	0 35
White turnips, per bag	....	0 50
Oyster plants, per doz	0 20	0 30
Leeks, per doz	....	0 30
Sage, per doz	....	0 10
Savoury, per doz	....	0 10
California celery, large case	....	5 00
" small case	....	2 75
Artichokes, per bush	....	0 75

Seeds.

The usual holiday let-up is being felt by the seed merchants. Markets are dull. Prices range as below with higher prices for strictly fancy seed. This is particularly so as regards first-class samples of red clover. We quote :

Red clover, per bush	5 25	6 00
Alsike "	4 50	5 75
Timothy, per "	1 10	1 35

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is dull this week, with Manitoba wheat higher. Manitoba No. 1 hard is 1c. firmer ; No. 1 northern is ½c. firmer, and No. 2 is ½c. firmer. Red and white wheat are 1c. firmer respectively. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	0 93	0 93½
" " Northern No. 1 " "	6 88	0 88½
Manitoba wheat, No. 2 " "	0 86	0 86½
Red, per bushel, on track Toronto	0 79½	0 80½
White " " "	0 80½	0 81
Barley " " "	0 44	0 48
Oats " " "	0 30½	0 31
Peas " " "	0 65	0 66
Buckwheat " " "	....	0 47
Rye, per bushel, " " "	0 56	0 57

FLOUR.

The market continues steady but quiet. We quote :

Ontario patents, per bbl	3 80	4 05
Hungarian patents "	4 30	4 50
Manitoba bakers' "	4 00	4 15
Straight roller, "	3 50	3 60

BREAKFAST FOODS.

The Christmas trade in breakfast foods is quiet. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	....	4 25
Rolled oats, standard, carlots, per bbl., in bags	....	3 50
" " " " " in wood	....	3 90
" " " for broken lots	....	4 00
Rolled wheat, per 100-lb. bbl	....	2 50
Cornmeal	....	4 00
Split peas	....	4 75
Pot barley in bags	....	4 00
" " in wood	....	4 25
Swiss food, per case	....	2 88
Aunt Sally's Pancake Flour, per case	....	2 00

Hides, Skins and Wool.

The prospects are a little brighter for the hide market this week, dealers claiming a fair demand. Skins also are in better demand, with lamb and sheepskins 5c. higher in price. Wool continues on a low basis with prices unchanged. We quote :

HIDES.

No. 1 green, per lb	....	0 07½
" 2 " "	....	0 06½
" 1 " steers, per lb	....	0 08
" 2 " " "	....	0 07
Cured, per lb	....	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	....	0 09
" " " 2 " " "	....	0 07
" " " 1 15 to 20 lb "	....	0 08
" " " 2 " "	....	0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins	....	0 85

WOOL.

Unwashed wool, per lb	0 09	0 16
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb	0 17	0 19
" " extra "	0 20	0 21
Tallow, per lb	0 04½	0 04¾

QUEBEC MARKETS.

Montreal, Dec. 23, 1903.

Groceries.

THIS, the last active business week of the year, shows trade among the jobbers in a quiet state, orders are being received but they are mostly for goods suited for the holiday trade, such as fruits, raisins, figs, dates and table luxuries, which possibly had been ordered in insufficient quantities. Stock taking time, too, is approaching and preparations are under way in sorting and arranging goods for this event. This week, comparing it with last year's business, is if anything somewhat better. Retailers in the city state that it is more than usually busy, shopping being of a better volume, and this year commenced earlier. Collections and remittances are reported fairly satisfactory. In the grocery line sugars declined 5c. per 100 lb. last Friday, though only in granulated and hard grades, yellows unchanged. Business is only fair. In teas the stagnation that has prevailed for some weeks still holds sway, very little local trading is done. Brokers report strong situation in London, one offering 1,000 packages. Green Ceylons being declined on a fraction of a farthing this week. This position of the market does not tend to encourage active business at the present. The cabled advices that the Ceylon Government had decided to allow the rebate to planters until 5,000,000 lb. green Ceylon had been produced will probably be welcome news in some quarters. Japans are very quiet and little doing. China and Ceylon blacks unchanged. Syrups and molasses are only fairly interesting. An order issued by the Customs authorities at Ottawa with reference to mixed molasses, was evidently brought about in consequence of a considerable mixture of glucose having been discovered in several importations of New Orleans molasses received here lately. What effect this order will have on the trade can be discovered by every dealer. One feature of this molasses situation that will be unpleasant, was referred to by one of our prominent wholesale grocers, it is that in cases of suspected molasses that has been bought on good faith, the samples will have to be sent to Ottawa for test; this causes a delay of sometimes weeks, with a consequent handicap to prompt business transactions. Even after the examination is made it might develop that the molasses had the proper polanscope test. It is claimed that this port which does one-third of the Dominion's entire business, should be considered important enough to warrant the Government appointing a resident analyst, or examiner, so that no time be lost when entries are put through. Several instances were cited where suspected molasses were held for examination for weeks, and finally found all right and passed by Customs. The outcome and effect of the new order is awaited with interest by the trade. Canned goods are unchanged and very little doing. Canned poultry is high and prices are 50 per cent. higher than former years. These high prices must undoubtedly restrict the sale as consumers will not pay them. The coffee situation is unchanged, with the market firm. London advices to hand to-day show Santos 50 per cent. higher than last August, or actually 12s 6d. per cwt. Spices are firmly held, though trade locally is quiet. Some grinders and dealers have advanced their prices, and as holders in New York and London are stiff new stocks will undoubtedly have to be put out at an advance.

Foreign dried fruits are uninteresting from the brokers' point of view. The season's business is closed as far as they are concerned. First tide dates, ex ss. Evangeline, are at hand. Currants are unchanged, raisins also. In green fruits, lemons are lower again, 50c. per case since last report. Florida oranges advanced 50c. per box. Malaga grapes are scarce and high. California cauliflower, cucumbers lettuce and spinach arrived this week in time for Christmas trade. Apple shipments are lighter this week. Fish business is quiet in all lines. Cold weather now prevailing will tend to bring in orders more freely from country points. Tapioca is reported higher. Rice unchanged, thought an advance is looked for early in the new year. The vegetable trade is quiet.

There is now no doubt that stocks of eggs are very low and an actual famine is predicted after the holiday season. Strictly new laid eggs are commanding

SITUATIONS VACANT.

TRAVELLING SALESMAN wanted to represent us in the Counties of Wellington, Huron, Grey, and Bruce. Must know grocery business and have established connection. The Davidson & Hay, Limited, Toronto. (1)

WANTED—a thoroughly experienced Counter Hand for retail grocery in Brandon, Man.; must be experienced; no other need apply. Apply with testimonials, age, and salary expected, when could start work, to Box 89, CANADIAN GROCER, Toronto. (52)

SO MANY

big and little, young and old, are enjoying Xmas with a box of our

CHOCOLATES

We Wish the Grocery Trade the Compliments of the Season.

McGregor - Harris Co., Limited

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TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs

Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., ... Limited.

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BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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Wholesale Produce Merchants,

TORONTO.

fancy prices. Prices throughout are very firmly held. The bean market seems at last to have found its level. It is now reported steady. There is nothing new in the evaporated apple situation. Owing to large supplies, prices on feed have been reduced 50c. There are very light offerings of rolled oats and an advance is now freely predicted.

SUGAR.

The decline of 5c. per 100 lb. which went into effect last Friday applies only on hard sugars, yellows being unchanged. Business is quiet.

Granulated, bags and bbls.	$4 00
" ½-bbls	4 15
" bags	3 95
Paris lump, boxes and bbls.	4 55
" " ½-boxes and 1½-bbls.	4 65
Extra ground, bbls.	4 40
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 20
50-lb. boxes	4 40
Domino lumps, boxes and bbls.	4 45
" " ½-boxes and ½-bbls.	4 55
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2 "	3 45
No. 1 " bags and bbls.	3 30 3 35
Raw Trinidad	3 10
Trinidad crystals	3 15 3 20

SYRUPS AND MOLASSES.

A fair amount of trade has been done lately. In molasses the Customs Department at Ottawa have issued the order found in another column. Referring to this regulation, we understand that it has been brought about in consequence of a considerable mixture of glucose having been discovered in several importations of New Orleans molasses. We quote:

Barbadoes, in puncheons, old	0 39
" new	0 42 0 43
" in barrels	0 42½ 0 44½
" in half-barrels	0 43½ 0 45½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02⅞
" ½-bbls.	0 02⅞ 0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb.	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEAS.

Business during the past week has been very quiet, little trading being done. The market in Ceylon greens keeps strong. One broker submitted an offer for 1,000 packages this week but the offer was not accepted, although only a fraction of a farthing under the sample. It is reported that the bounty offered by the Ceylon Government on green Ceylons will continue until 5,000,000 lbs. are prepared, when it will cease. Business in Japan teas is practically at a standstill on the moment. China and Ceylon blacks are unchanged. We quote:

Good to medium Japans	0 17½ 0 20
Fine to choice Japans	0 23 0 26
Ceylon greens	0 14½ 0 18
Indian greens	0 16 0 19
Japan style China congoes	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common "	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian "	0 11½ 0 20

COFFEE.

Situation is unchanged from last week's report, market continues strong and indications still point to likely advances in the near future. Advices from London say strong market. Since last August Santos have advanced in that market 12s. 6d. per cwt. or exactly 50 per cent. A broker for London house this week received samples with instructions to submit no offers at absolutely anything under figures given.

Good cucutas	0 09 0 09½
Choice "	0 11½ 0 12½
Jamaica coffee	0 08 0 10½
Java	0 17½ 0 22

SPICES.

The firm tone still prevails. Trade is quiet locally, few inquiries being had. Grinders have in a number of lines advanced prices though as a general thing the tendency has been to hold back.

Nutmegs, per lb., as to size	0 40 0 60
Penang mace, per lb., as to quality	0 70 1 00
Pimento, ground	0 18 0 20
Cloves	0 20 0 25
Pepper, ground, black (according to grade)	0 18 0 24
" " white	0 27 0 29
Ginger, whole Cochin	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 12 0 18
" " African	0 12 0 13
Ginger, ground Japan	0 15
" Cochin	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14
Cassin	0 14 0 16

RICE AND TAPIOCA.

Business quiet and no changes to report. "Never is much doing these days in these lines," said one jobber, "the consumer seems to use these goods in an even sort of demand, it's not like fruits, sugars or other staples where certain seasons of the year require an extra demand." Tapioca is reported higher. It is expected that rice prices will be advanced with the new year.

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb. bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½
In the open territory prices are about 10c. less	

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
mp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl			0 02⅞ 0 03
" seed pearl			0 03 0 03½
" flake			0 06
Imported Italian			0 09
Fancy Head Carolina			0 10

CANNED GOODS.

Canned goods are unchanged and little business doing. Canned poultry is very scarce and the packers' prices are so high as to restrict the sale very materially. We quote:

Tomatoes	1 05
Corn	1 00
Peas	0 87½ 1 40
String beans	0 82½ 0 85
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 40 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67½
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 00
Sugar beets	0 90 1 40
Salmon, pink	0 90 0 95
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70

Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

Foreign Dried Fruits.

In foreign dried fruits very little information is obtainable. Brokers are practically through with the year's business. The jobbing trade are busy getting out their holiday fruits, some late orders for nuts and dates being still undelivered. In dates the first tide dates from London are now at hand ex ss. Evangeline. Some interest is centred in dates and prices are quoted very low by some jobbers. We quote:

CURRANTS.

Fine Filiatras, per lb. in cases		0 05
" " cleaned		0 05½
" " in 1-lb. cartons		0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 09

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½	0 07
New, finest off-stalk, per lb		0 07½
Selected, per lb	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	0 75	0 85

DATES.

Dates, Hallowees, per lb	0 04	0 04½

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11	0 12
Peaches "	0 09	0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 25
"Royal Buckingham Clusters," ½-boxes		1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ¼s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb		
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 07½
50-60s		0 07
60-70s		0 06½
70-80s		0 06½
80-90s		0 06
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 07½
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s	0 04½	0 04½
" " " 100-120s		0 04

Green Fruits.

A quiet trade is being reported in green fruits this week. Lemons are a little lower again, having dropped about 50c. since last quotation. Malaga grapes are very scarce and are advanced 50c. to $1 per keg. Florida oranges advanced 50c. per box. California celery is selling at $5 per case of from 6 1-2 to 8 1-2 dozen. Tomatoes unchanged. Cauliflower, cucumbers, lettuce and spinach all expected for Christmas and holiday trade this week. Apple shipments have been lighter this week, prices the same. We quote:

Cranberries	9 00	10 50
Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	2 00	3 25
Pineapples, 24 to case		5 00
" 30 to case		4 50
Bananas	2 25	2 50
Jamaica oranges, in bbls	3 50	4 00
" " boxes		2 75
Sweet potatoes, per bbl	3 75	4 00
Spanish onions, cases		2 25
New Messina lemons 300's		3 00
" " " 360's		2 50
Florida oranges, per box		4 25
California navels	3 25	3 75
Florida tomatoes, per crate		4 50

Fish.

Trade during the week has been very quiet in all lines. The cold weather which seems to have come to stay will produce better orders from country points, and also improve the city business. Prices unchanged. We quote:

Frozen herring, large, per 100 fish	2 00	2 10
Bloaters, Yarmouth		1 00
Haddies		0 07
Smoked herring, per box		0 15
Fresh haddock, per lb	0 04	0 04½
Dore, per lb., frozen	0 06	0 06½
Pike, "	0 05	0 05½
Halibut, frozen, per lb	0 08½	0 09
Gaspe salmon, frozen, per lb		0 14
Frozen B.C. salmon, per lb		0 15
Smelts		0 08
Steak cod		0 05
Fresh cod, market	0 03½	0 04
No. 1 Herring, Labrador, per bbl	5 50	5 75
" " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb		6 00
No. 2 green cod, bbls. 200		5 00
No. 1 green haddock, bbls. 200		5 50
No. 1 large green codfish, new, per 200 lb		6 50
Green pollock, bbls. 200		4 50
Salt eels, bbls. 200 lb		0 6½
Mackerel, per lb		0 12
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " " "		0 05
" " loose, in 25 lb. boxes		0 04½
Boneless fish, in crates, 12 5-lb. boxes		5 00
Skinless cod, cases 100 lb		4 75
Dried codfish, new, per 100-lb. bundles		5 00
B. C. salmon, per bbl		13 50
B. C. Salmon, ½-bbl		7 25
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		0 90
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size per doz		2 25
Shell oysters, No. 1 Malpecques	6 75	8 00
" " " common	4 00	5 00
Standard bulk oysters, per gal		1 40
Selects		1 60

Vegetables.

The potato market is firm. Carlots of early rose sold at 63 to 64c., but 70 to 75c. appeared to be prices for 50 to 100 baglots. Onions steady at firm prices. Turnips, parsnips and carrots unchanged since last week. We quote:

Cabbage, per doz	0 30	0 45
" red, per doz		0 45
Cucumbers, per doz		0 18
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch		0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz		0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 60	1 35

Country Produce.

EGGS.

To our full report of the present situation in last week's issue there is nothing special to add. There is now no doubt whatever that the stocks held throughout the country are very light and a veritable famine is expected after the holiday season. For that reason prices are still very firm at the high level quoted in our last issue. For the best Montreal pickles the price is 21 to 22c. The cold storage fresh, known as market stock, is selling at 22 to 23c.; selects sell at 25 to 26c.; and strictly new laid eggs fetch the fancy prices of 35 to 45c.

BEANS.

The market is now more settled than at any previous time for the last three months. It is generally felt that prices have gone as low as they are likely to go and the opinion is freely expressed that the prices quoted below are likely to be maintained. We quote:

No. 1 hand-picked, carlots		1 75
Choice prime, per bushel	1 55	1 60
" carlots	1 45	1 50
Ordinary (off grade), per bush	1 35	1 40

HOPS.

The market is reported to us as quiet but steady at 30 to 31c. for choice goods, and 25 to 28c. for fair to good.

HONEY.

Prices as quoted in last issue remain unchanged. We quote:

Strained, white	0 09	0 10
Clover and basswood		0 08½
Buckwheat	0 07	0 08
Comb honey	0 13	0 13½

MAPLE PRODUCTS.

The market is only fairly active. Except for some Christmas trade in fancy boxes of sugar there has been little to note for some weeks past. Prices remain unchanged. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
Maple syrup, in large tins	0 70	0 75
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08	0 09

EVAPORATED APPLES.

There are no new features to report. Prices as quoted below remain steady.

New, in carlots	0 05½	0 05½
New, in jobbing lots	0 06	0 06½

Flour and Feed.

FLOUR.

Trade is quiet at present as is generally the case at this season. Prices as quoted in last issue are unchanged.

Manitoba spring wheat patents	4 60	4 80
" strong bakers'	4 30	4 50
Winter wheat patents	4 25	4 35
Straight rollers	3 80	3 90
Extra	3 60	3 70
Straight rollers, bags	1 85	1 90
Extra, in bags	1 70	1 75

FEED.

A slight reduction in prices will be noted in our quotations below. Supplies have been considerably in excess of the demand. We hear of a sale of 1,000 tons of bran for export which should have the effect of relieving the pressure here. We quote:

Ontario bran, in bulk	16 00	16 50
" shorts	18 50	19 00
Manitoba bran, in bags		17 00
" shorts	18 50	19 00
Mouillie	23 00	28 00

ROLLED OATS.

The market continues firm owing to small offerings. The situation to-day confirms what was said last week as to the likelihood of an advance. We quote:

Rolled oats, in bbls	3 75	3 80
" " in bags	1 75	1 80

BARLEY.

Pot and pearl barley are hard to obtain. We quote:

Pot barley		1 85
Pearl "		2 85

Baled Hay.

Receipts are reported light as farmers are holding out for higher prices. The export trade is of very limited proportions. We quote:

No. 1 timothy	10 00	11 00
No. 2 timothy, choice	9 00	9 50
No. 2 timothy, ordinary	8 50	8 75
Clover, and clover mixed	7 00	8 00

Ashes.

The market continues steady at unchanged prices. We quote:

First pots, per cwt	5 95	6 00
Seconds		5 55
Pearls, per 100 lb	7 00	7 25

Hides.

Stocks are accumulating rapidly owing to large receipts from country points. Prices are as follows:

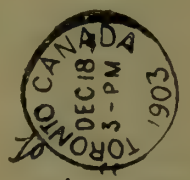
No. 1 beef hides	0 08½	0 09
No. 2 "	0 07½	0 08
No. 3 "	0 06½	0 07
Lambskins		0 75
No. 1 calfskins		0 10
No. 2 "		0 08

THE WIDE FIELD OF THE GROCER.

THE circulation of THE GROCER is rapidly increasing, not alone in this Dominion, but also in foreign countries. Indeed there is scarcely a country of any commercial importance to which THE GROCER is not a visitor. We have frequently pointed this out, not merely as a matter of curious interest, but as one of importance to our advertisers.

Advertisers who are seeking connections with foreign countries are beginning to appreciate this fact, and not a few of them have shown us enquiries and orders received from foreign lands as a result of advertisements in THE CANADIAN GROCER.

Among the latest enquiries from abroad as a result of GROCER advertisements is one received by The "Force" Food Co. from Mulchanddas T. Shroff, Bros. & Co., of Bombay, India, reproduced herewith. Mr. A. N. Reay, manager of the sales department for Canada of The "Force" Food Co., was delighted at the receipt of this enquiry, and says that the Indian merchants shall have all the buttons, price lists and samples they can use. He is more than ever convinced of the wide field and effectiveness of THE GROCER as an advertising medium.



No-50, Bhuleswar,
Bombay 20th Nov. 1903

To
The force" food Co.
Toronto, Canada.

Gentlemen,

We are informed that you are sending buttons to the subscribers of "Canadian Grocer" To please kindly send some buttons as we are subscribers of the above named journal.

Also send your price list and catalogue and oblige-

Awaiting the favour of your reply we remain Dear sirs
Yours very faithfully
Mulchanddas T Shroff Bros. & Co.

POINTERS FOR THE NEW YEAR.

The way to have a call for a thing is to supply it. A customer went into a little shop in an Ontario town recently and asked for a favorite comestible. "We don't keep it," said the man. "How's that?" he was asked. "There ain't no call for it," he replied. The customer stepped across the street to another shop. This grocer had the article called for. "Just put it in," he explained. "Think I can work up a right smart trade for it." The first man has since shut up shop.

Have a specialty. Pay particular attention to your preserved fruits, or let your one grade of tea be the best for the money. Tell folks about these things, talk about them continually, get other folks talking, too. What if you do lose a little profit on them? You will be repaid amply in the end. People who come in for the specialty will soon come in for other things.

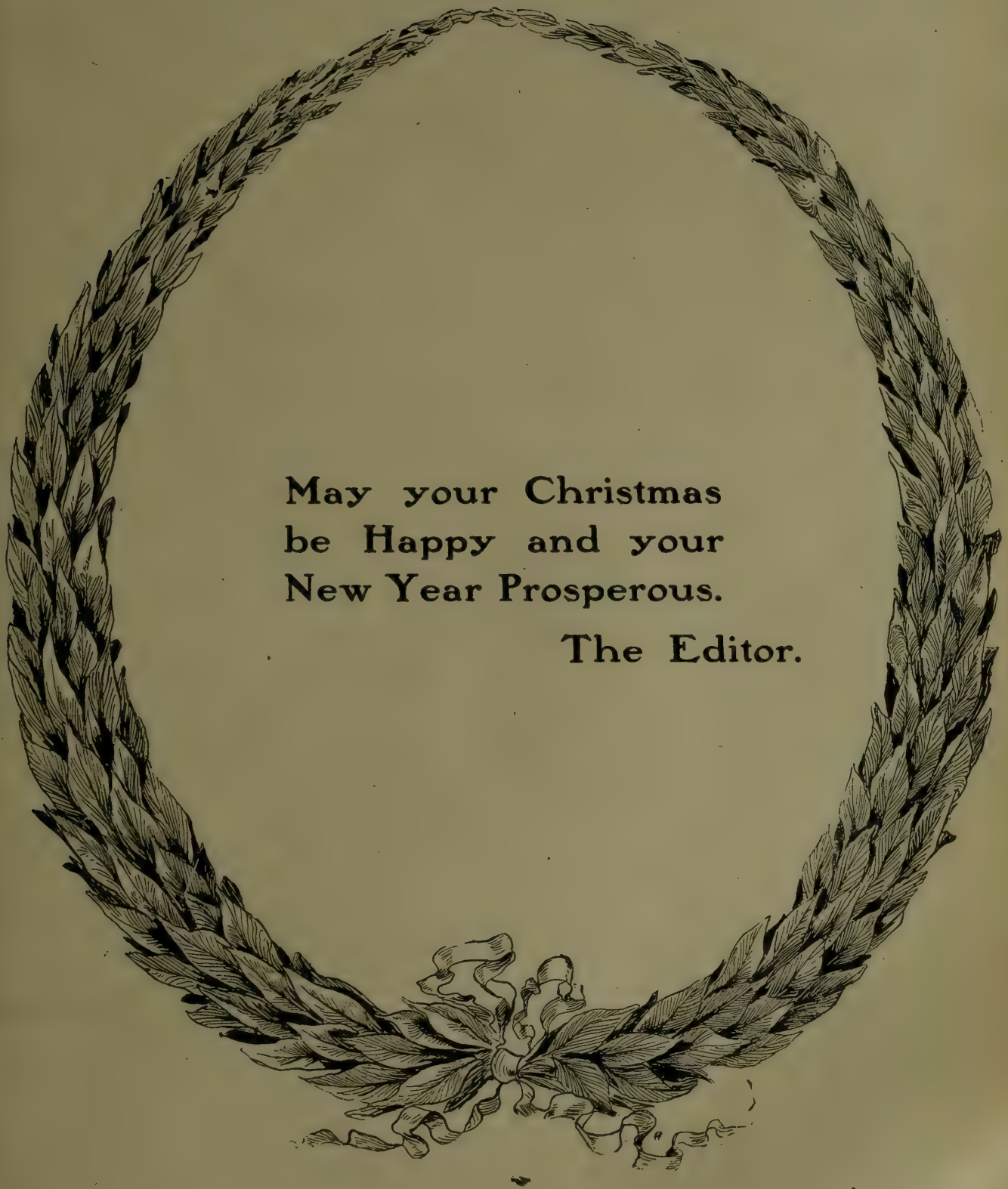
Always send your customers good flour, good butter, good tea, etc., as workingmen's wives usually do a fair lot of gossiping and have a cup of tea with one another sometimes, and talk of the merits of their particular grocer and butcher. Wrap everything neat and clean, and pack in clean baskets or boxes; have your horse well groomed, your harness bright, and, above all, make your delivery man keep himself clean. Nine times out of ten it is safer to give credit to the poorly-clad person than to the overdressed swell.

If you cater for the workingman get a good, showy handbill and send it around the district you intend working, stating you will call on a certain day.

Do not rest satisfied in the belief that you control the trade and that it is sure to remain with you without effort.

KINNEAR-NASMITH.

A very pretty wedding occurred Wednesday, December 16, last, at the residence of the bride's parents, 207 Bloor street east, Toronto, when Miss Margaret Greenless Nasmith, daughter of Mr. J. D. Nasmith, was united in marriage with Mr. Thomas Herbert Kinnear, son of Mr. Thomas Kinnear, Toronto. The ceremony was performed by Rev. T. B. Hyde, assisted by Rev. Thos. Eakin. The trade throughout Ontario will join in wishing the young people a long and happy married life.



May your Christmas
be Happy and your
New Year Prosperous.

The Editor.

RECIPROCITY WITH JAMAICA.

IN a recent number of "The Grocer" there was published a communication from a resident of Kingston, Jamaica, arguing the expediency of a reciprocity agreement between his island and our Dominion. The matter is one that is being discussed very earnestly in Jamaica, the more especially in view of the United States-Cuban Treaty, now about to be ratified.

The attitude of the Jamaicans is indicated in the following special article, which appeared in The Kingston (Jamaica) Gleaner, of November 23:

"Truth has many sides, and to get a really correct view of any subject, it is generally necessary to view it from more than one standpoint. The subject of reciprocity in trade between Jamaica and Canada is essentially a subject of this kind. We have to consider the matter in its commercial aspect. Will reciprocity benefit the trade of Jamaica? We have to consider how it will affect our relations with the United States, now the largest buyer of bananas, our principal product. We have to consider the matter from the Imperial standpoint. Will reciprocity assist in that federation of the Empire so greatly desired by patriotic Britons? Again we have to consider how the revenue of this island will be affected.

"From the patriotic standpoint, there can only be one answer to the question. The British Empire is now merely a conglomeration of scattered countries, and these countries, instead of being helpful to each other, are often, especially in commercial matters, antagonistic. They treat each other like foreign nations. Thus we in Jamaica levy the same duty on flour grown under the British flag, as we do on that grown under the protection of foreign nations. Canada levies exactly the same duty on Jamaica cigars as she does on cigars imported from the foreign island of Cuba. Disunion is weakness; union is strength, and there can be no doubt that the strength of the British Empire will be immensely increased if each part seeks not merely its own prosperity, but the prosperity of the whole Empire, remembering that the different parts of the Empire are 'members one of another.' From the Imperial standpoint, therefore, it is distinctly advisable that the tariff walls between Canada and Jamaica should be broken down as far as is practicable.

THE UNITED STATES.

"But there is the question of our commercial relations with the United States to be considered. The United States are at present admitting our bananas free of duty. They are doing this, not out of any feeling of kindness to Jamaica, but because they want our bananas, and because they have so far been unable to grow bananas in any quantity in their own possessions. The United States tariff is essentially a protective tariff. They usually admit duty free the products they wish to import which they cannot themselves produce, and tax heavily importations of goods which they wish to produce in their own dominions. Thus Jamaica oranges are taxed to afford protection to Californian and Florida oranges, and sugar is taxed to afford protection to the Louisiana sugar interests. The tariff policy of the United States is not founded on justice or fair play, but is founded on national selfishness or patriotism, which ever we choose to call it. Thus England has for many years been admitting the most important products of the United States free of duty, while the United States in return has been levying prohibitive duties on the most important products of England. The prosperity of the United States has therefore been largely built up at the expense of England. They have, in fact, as they term it, been making money out of the stupid Britishers. Now, whatever may be said from an ethical standpoint about the tariff policy of the United States, nobody can deny that their leading politicians have displayed a remarkable degree of astuteness and political insight. It is reasonable to suppose that they will deal with further problems which arise in the same manner, and follow the policy which will best serve the interests of the United States. We have then to consider whether it will be to the interest of the United States to retaliate on the products of Jamaica if we arrange reciprocity with Canada.

NO RETALIATION.

"For the United States to retaliate would be obviously unjust. It is not generally good policy to do a thing which is obviously unjust unless there is great gain to be gained thereby. A good name is a political and commercial asset, and the astute politicians of the United States know this. They are now negotiating a treaty with Cuba which will be distinctly detrimental to the interests of Jamaica. Among other things they will give a preference to Cuban sugar and oranges. The result will be that the market of the United States will be practically closed to our sugar, and this will be a most serious thing to our planters, as hitherto the bulk of our Jamaica sugar has been sold in the United States. Our orange trade will also suffer through the increased competition of Cuba. Now the obvious counter-move for Jamaica to the treaty between the United States and Cuba, is to make a similar treaty or arrangement with Canada, thus compensating ourself in the Canadian market for what we lose in the market of the United States. On no principal of justice could the United States object to our doing this.

A FURTHER REASON.

"A further reason why it would not be expedient for the United States to retaliate against Jamaica is found in the present political condition of England. If the preferential policy of Mr. Chamberlain is endorsed by the British electorate, a staggering blow will be dealt to the agricultural industry of the United States. It would be extremely foolish for the United States to retaliate against Jamaica if we arranged reciprocity with Canada, as to do so would simply be to place a winning card in Mr. Chamberlain's hand, of which he would not fail to make political use, as he has already done of the proposed Cuban treaty. A tax on Jamaican bananas in the United States would of course tend to raise the price of bananas there, and this would not be appreciated by the American consumer. Further, it must be remembered that American capital is very largely invested in the banana trade in Jamaica, and it is not likely that the American Government would like to flog their own citizens in order to spite this island. Taking these different matters into consideration, it is evident that the American Government will not retaliate on Jamaica bananas if we arrange for reciprocity with Canada unless the American politicians are fools, which hitherto they have not shown themselves to be.

"There can be absolutely no doubt that a reduction of tariffs between Canada and Jamaica would be beneficial commercially to both countries. It is an axiom which needs no proof that high tariffs hinder an interchange of commodities. A reduction of tariff rates would inevitably mean that we should buy more from Canada, and that Canada would buy more from us. All our industries affected by the reduction of Canadian tariff rates would be benefitted. For instance, a substantial reduction of Canadian duty on Jamaica cigars would mean that in a short time the cigar output of this island would be at least doubled.

INCREASED ACTIVITY.

"A reduction of duties means an initial loss of revenue. An increase of revenue from other sources would, however, be received as a result of increased commercial activity. Thus if the cigar trade of the island were doubled, the result would be that double the amount of money would be earned by cigar workers, and the amount paid to the Government in direct and indirect taxes would be correspondingly increased. It is obviously much better to raise revenue by increased trade than to do so by restricting trade. Considerations of revenue should therefore on no account be allowed to prevent an arrangement which would promote the general prosperity of the country.

"A definite proposal is now before the governments of the two countries. It has been put there by that ill-used and overtaxed industry, the cigar trade. At present the cigar industry of Jamaica, groaning beneath the excessive taxation, is struggling to live. Given reasonable encouragement, it is capable of being developed into one of the most important assets of Jamaica. The cigars which can be manufactured here are among the best in the world. Men of ability and intelligence, with abundant capital behind them are engaged in the business. It remains to be seen whether our Government is going to 'take the current while it serves' and initiate reciprocity with Canada by securing preferential treatment for our Jamaica cigars and cigarettes."

Commenting on the matter editorially, The Gleaner, of the same date, says:

"As will be seen from another column an effort is now being made by a gentleman in Kingston to secure a preference for Jamaica cigars in the Canadian market. Everyone who is interested in the progress of this colony—in the development of its minor industries—must joint us in the hope that his laudable efforts will be crowned with success. Canada, as all the readers of The Daily Telegraph are aware, generously gave a preference to British West Indian sugars some time

BLANKE'S "FAUST" BLEND

FINEST GROWN MOCHA and JAVA COFFEE

C. F. BLANKE TEA and COFFEE CO.

St. Louis, New York, Chicago and Kansas City.

The **"Faust" Blend Coffee** was first blended for Tony Faust's famous cafe in St. Louis. There is no more exacting test made of Coffee than that made by the first-class hostelry. The superior merit of Blanke's Coffees is attested by the fact that the very best hostelries in the United States serve them **exclusively.** The following is a partial list :

NEW YORK CENTRAL Dining Cars and Station Restaurants.
IMPERIAL HOTEL, New York.
HOTEL BARTHOLDI, New York.
DENVER & RIO GRANDE Dining Cars.
B. & O. S. W. Dining Cars.
WABASH Dining Cars.
COTTON BELT Dining Cars.
LAKE SHORE Dining Cars.
OCEAN STEAMSHIP CO., of New York and Savannah.
AUDITORIUM HOTEL, Chicago.
SCHENLY, Pittsburg, Pa.
TONY FAUST'S, St. Louis, Mo.
ARLINGTON HOTEL, Hot Springs, Ark.
SHANLEY'S NEW YORK CAFES.
COLORADO HOTEL, Colorado Springs, Col.
BATTERY PARK, Ashville, N.C.
HOTEL COLORADO, Glenwood Springs.
WHITE'S CAFES, Chicago, Ill.
GRAND HOTEL, Cincinnati, O.
DEL PRADE HOTEL, Chicago, Ill.
GRAND HOTEL, Yarmouth, Nova Scotia.
PULLMAN Dining and Buffet Cars.

If once you sell this Coffee to your customers, no other Coffee will satisfy them.

It will take trade away from competitors and bring you new customers.

Put up only in one and two pound air-tight cans, which preserves the delicate flavor of the Coffee. It can be obtained whole or ground.

One carload in stock consisting of 620 Cases.

Cases 48 lbs., Half-Cases 24 lbs., Price 33c. per lb. F.O.B. Montreal.

Freight prepaid on quantities of 96 lbs. net of Coffee, to any Railway Station from Halifax to Vancouver.

With every first order of 48 lbs. or more, will be sent a very artistic and attractive "CUT-OUT," 39 inches high, representing the Spinning Scene in "Faust"; Marguerite being tempted by Mephisto with a cup of "Faust" Coffee.

SOLE AGENTS FOR CANADA

HUDON, HEBERT & CIE.,

MONTREAL

WHOLESALE GROCERS AND WINE MERCHANTS.

ago ; and we see no reason why the great and wealthy Dominion should not display a similar spirit of generosity in its treatment of British West Indian cigars. True, as Sir Daniel Morris pointed out at the Institute the other day, the preference granted to our sugars has conferred very little (if any) benefit on the planters in this part of the Empire—all the benefit, he seemed to think, has gone to the Canadian refiners. Still that is one of the little accidents that will happen in the best regulated families ; and we are strongly of opinion that if the Canadian Government could, by any means, be induced to give preferential treatment to the Jamaica cigars that are sent to the Dominion, our local manufacturers and tobacco growers would find that such preference was a real, substantial and direct benefit to them. This being so, we hope that the Jamaica Government will do everything in its power to back up and support the representations which are now being made to the authorities of the Dominion by the energetic manager of the Montpelier Cigar Factory. As we have often pointed out, the future prosperity of this island will depend on the multiplicity of its exportable products ; and on the principle that, 'every mickle maks a muckle,' we sincerely hope that the result of the efforts of the gentleman in question will be to give a healthy impetus to the tobacco industry of Jamaica."

TWO MILLION DOLLAR CELERY CROP.

THE fame of Kalamazoo, Mich., as a producer of celery has spread all over the length and breadth of this country, and the celery growers of that city have found a market for their product in hundreds of places unknown to the average citizen.

The Interstate Grocer, of St. Louis, Mo., in a recent issue, says :

Kalamazoo has become known all over the world as a celery producer. It is the peculiarity of the soil that has enabled the locality to distance all competitors. It is a muck to which there seems to be no bottom that produces such vast quantities of this popular and delicious vegetable. The acreage now exceeds 5,000. It is claimed that the Kalamazoo River formerly overran the district.

Thousands of acres have been reclaimed from the swamps and made to produce from $500 to $800 an acre. The soil is of a saline character, and in places it reaches a depth of from 10 to 12 feet. It is free from some of the forms of iron oxides, so that the plant grows clean and white. Iron in the soil causes the plant to rust and renders it valueless.

Celery seed is planted in a hothouse the same as cabbage. As soon as frost is out of the ground the plants are transplanted. The fields have been prepared with stable fertilizers and are cultivated the same as for corn. Animals used in cultivating must be provided with a set of shoes to keep them from sinking in the soft soil. The shoes are made of thick boards 10 inches square, and are clamped to the horse's hoofs. The plants are cared for about the same as a row of cabbages. After they have grown to a fair size, dirt is thrown up to make the plants stiff and stalky and to bleach them. In some instances the row is boarded, a plank a foot wide being set upon edge on each side. Celery may be bleached, when covered to the leaves with dirt, in 14 days.

Some growers raise three crops of celery in a single season. The second crop is planted from four to five weeks after the first, between the rows of the first crop. Then when the first crop is taken out of the ground it is immediately prepared for the last, or the third crop, which is allowed to stay in the field until freezing sets in.

Celery keeps a number of important plants going in Kalamazoo, where it is canned, put up in glass jars, making celery pickles, celery mustard and salt.

Ninety per cent. of the celery raisers are Hollanders, and a large per cent. of the celery raised is produced inside the city limits of Kalamazoo. Ground rental runs from $5 to $75 an acre. The renter gets from 1,500 to 2,500 dozen stalks per acre, and they bring from 16 to 18c. per dozen. A crop at the larger figure, reckoning 2,500 dozen, would make an acre produce $450.

Thousands of bunches of celery are sold by boys to passengers on the railroad trains as they pass through the city. A single commission firm will sell as many as 25 tons in a season, and in a week this season the output will run as high as 250,000 bunches. It is estimated that within a short time the annual crop of this product will be worth $2,000,000.

APPOINTED MONTREAL AGENTS.

A. H. Brittain & Co., Board of Trade building, Montreal, have been appointed agents for Montreal and district for Black Bros. & Co., the Halifax fish house, and will see that the trade is supplied with "Halifax," "Acadia" and "Bluenose" codfish. Buyers, by reference to Brittain & Co., will be supplied with full particulars, prices, etc., for anything in the fish line.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Dec. 21, 1903.

THE Christmas trade is over for both the wholesale and retail trade. Dealers seem well satisfied, but, as usual, they have some fault to find. This time it is that there has been no snow. This affected the retailer, as many near-by country buyers did not get into the city. One of our large wholesale men remarked this week, "How odd it is that in some lines there seems to be only the Christmas demand. One would think certain things were not eaten at all at other times." Peels were particularly mentioned. Figs are another line, of which this is largely true. In general market, prices show little change, in fact, now and for a few weeks, trade from the wholesalers' standpoint, has been very light. Already they are getting in shape for stock-taking.

Oil.

This is the time of harvest. The very firm prices in burning oil continue. Already there is some future business being done in lubricatings. The market is very firm. Linseeds are weak, and for this reason orders so far booked are small. Turpentine, on the other hand, is too high for any special movement. Fish oils are much higher than usual on this market.

Salt.

There continues to be free arrivals of Liverpool coarse salt weekly. Quite a full supply is held, and large quantities have been shipped to outside points. Prices are quite firm. There is quite an advantage to the buyer to get supplies ex-steamer, as the price is at least the storing charges lower. In box salt, the fact that Canadian packers have been unable to ship forward supplies, has caused an increased demand for the English fine salt which is packed here.

Green Fruit.

The Christmas sale has been quite large. Valencia oranges have been affected by the cheapness and good quality of Jamaicas. Quite a few Floridas are sold ; prices are high and stock does not stand up. California oranges are in light stock here ; quality is not good. Lemons are low. Cape Cod cranberries while good are high. Bananas are only seen in a retail way. Apples move freely ; the quality is particularly good. Prices are well maintained. Auction sales this year were smaller than usual. This was the more noticed as receipts were large.

Dried Fruit.

In this line the Christmas sale is the time of active demand for the whole year. Some lines, as peels, and, perhaps, figs, have little sale at other times. Sales this season have been very large in nearly every line. Prices have been low and quality good. Particularly has this been the case in nuts. In prunes, low prices are quoted. In fact, our trade are selling small sizes lower than the situation warrants. Evaporated apples seem rather lower. Onions are firm ; the season is rather late. Peanuts have advanced and the outlook is firm. In raisins full stocks are held.

Canned Goods.

There is little of interest in canned goods. Corn and tomatoes stocks held are light ; full prices are asked. There seems a fair stock of fruits held. In salmon, the stock is quite ample. Cohoes chiefly are held. Springs are in light supply. There is little call for sockeyes. In domestic fish, clams are scarce. This is a line showing an increasing demand. Price has been low for this class of goods. All lines of domestic fish are firm.

Sugar.

There has been a fair sale. The market is somewhat dull, so there is nothing to encourage business except actual consumptive demand.

Molasses.

There is very little stock held except Porto Rico. December is never a month of large business. Prices are held firm. There is considerable comment in regard to the new customs regulations. Importers see no advantage to be gained. In fact, while it is in the interest of parties buying West India goods direct as against those buying New Orleans or any molasses from American points, it does not change the situation except being a purely vexatious order, compelling a larger deposit in one case than in the other, as entries have always been made subject to test. The writer knows of hundreds of packages of New Orleans imported here, with not a case of the molasses failing the test. As it is now the actual duty is accepted in the case of West India goods imported direct, while an unjust suspicion is placed on all molasses coming from other points—a most unfair proceeding—compelling the importer to deposit a sum six times as great as the duty, a refund to be made if the test is satisfactory.

Fish.

Receipts of fresh fish are light. In dry fish there is little demand. Prices are quite firm. The same is true of pickled and smoked herring. In smelt, on the North Shore a large business is being done.

Flour, Feed and Meal.

Business is light. Values in flour are quite firm. Feed has little sale. Oats and oatmeal are if anything rather easier. Beans are firm. The trade here take nearly all handpicked in barrels. Pot barley and split peas are firm and a light stock. A new cereal is meeting with a good reception here. The name is particularly attractive. It is "Orange Meat."

MANITOBA MARKETS.

Winnipeg, Dec. 19, 1903.

IN grocery lines the trade is distinctly of a Christmas character, and all houses are very busy. Beyond an advance in canned chicken and turkey and a decline of 5c. in canned brawn, prices are pretty much what they were last week. There is not likely to be much change until after the change of the year.

In spite of some misgivings the bulk of stocks reached the city in time for the trade, which began much earlier than usual, and has been exceptionally heavy. The supplies of dried fruit have been liberal and of the best; indeed, there is little or no demand for anything else in Winnipeg or the West generally.

Green Fruit.

The fruit men are still worrying over the question of compensation for their frozen apples, and it is understood that suit is being brought against the railway company. The decision of Chief Justice Meredith in the case of the St. Mary's Creamery against the G.T.R. is considered to have a direct bearing on

The time to sell **Clark's Meats** is ALL THE TIME

60 VARIETIES

Something to suit all seasons.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

James Ewart

MANUFACTURER OF

High-Grade Delivery

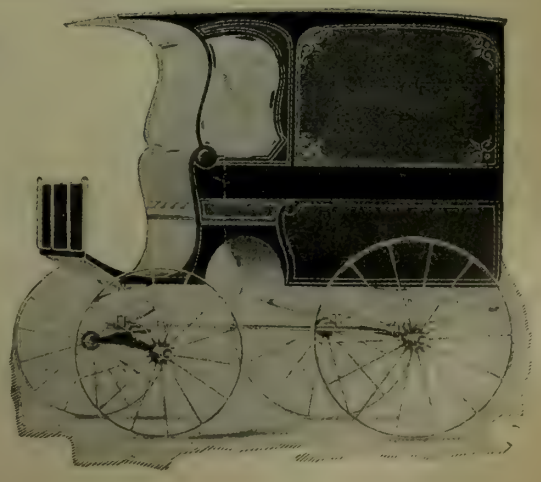
WAGONS

Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 1188



the case, and there is not a doubt that it has helped to encourage the men in the West.

Meantime there is an excellent trade doing in fruits, especially in the city, and all lines are in demand. Snow apples and Washington and British Columbia pears are out of the market, but bananas are being brought in by express for Christmas. Japanese oranges are offering for the Christmas trade. Natural holly is having a tremendous sale, as, indeed, are Christmas decorations of all kinds.

The Christmas market, which is always one of the sights of Winnipeg, is not yet completely decorated, but will be finished by Monday. The decorating has been somewhat delayed by the painting and cleaning that have rendered the market a much more sightly spot than it has been for some time.

Poultry.

The supply is by no means as lavish as usual, for the simple reason that it could not be got. Ontario turkeys are jobbing at 17 to 19c., and ducks and geese 12 to 13c. The demand is very heavy, and it looks now as if some homes at least would have to fall back on "the roast beef of Old England," instead of turkey and cranberry sauce. This would be no great hardship in Winnipeg judging from the beeves that are just being placed in the market. It is always amusing to take Old Country people to see the Christmas market. They have the preconceived idea that in England and England only can beef be produced. While it is freely admitted by people who have been all over the world that for its size the Winnipeg market makes one of the finest displays of carcasses that can be seen anywhere.

Fish.

A good supply of fresh Atlantic fish has been received for the Christmas trade. In cured fish, haddies have dropped with the arrival of freight shipments, and are now quoted at 9c.; this also applies to British Columbia halibut and white fish.

Cured Meats.

Cured meats are in good demand and without change for the week.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Dec. 19, 1903.

FROM the grocers of the West at the edge of the Dominion to the grocers of the East there should be Christmas greeting at this season. There is no doubt the fraternal feeling exists, if either party had the time to stop and think of it. Here the trade is busy with Christmas selling, and the hope is genuine, that the brethren of the provisioning craft in the eastern portion of Canade are also having their share of the good times which the warming of Christmas brings to the heartstrings and purse-strings of the people.

With balmy Springlike weather on the coast, very little rain, and the fogs which have been prevailing for two weeks past all dissipated, the time-honored Christmas weather such as it is known in the east is absent. Up-country, in the higher altitudes of the Kootenays, the Okanagan and other interior districts, there is snow of course, and even a certain degree of cold weather, but all round the climate here is unique in Canada, quite British Columbian, and one must leave the description at that.

To those who, in the east, have come to look for the association of Christmas with the Winter scenes, the Winter pastimes and the Winter occupations necessitated by cold weather, snow and frost, the transition to the sort of mild weather, with all the features of what used to be called a "green Christmas" is rather upsetting to settled ideas on what is appropriate for Christmas. But withall the Christmas season is a merry one here, the lack of snow and frost never seems to be noted. The small people, born and raised here know no diffrence between a Santa Claus in a mackintosh and one in furs. One thing which British Columbia has in perfection is suitable material for Christmas trees.

So, from the West to the East, Merry Christmas.

The most interesting feature of the Christmas trade at the present moment is the position of the poultry market. Nearly all the Christmas poultry, certainly all the turkeys, and most of the geese consumed, are shipped into the Province. The heaviest importations are of course from Ontario. Already there have been several carloads received, and all in excellent condition. The prices have not been soaring so high as was at first expected.

That is due to two reasons. Sales were made early in the season on a very close margin, and these orders, so far as known are being filled on the basis sold. Then the usual keen competition, which is the cause of many foolish moves on the part of otherwise shrewd business men, has caused sales to be made at fine prices even now. This is partly because the holders of stocks are somewhat nervous when they see pretty liberal supplies coming forward. A great deal is on order, but there will be a surplus to carry the market along, and this will be put into cold storage.

Present indications are that there will be ample for all demands of the holiday trade and a very fair amount for future consumption. The prices now being quoted to the retail trade by the produce men bringing stocks in are on a basis of 16c. per lb. for turkeys, with ducks and geese about 2c. lower. The prices now maintained in the east would warrant higher prices here but the market is apparently fixed on the lower basis.

It is a rather peculiar situation, that while the poultry jobbers here are quoting close prices for fresh frozen stock of all kinds, the wholesale grocers are paying 75c. per dozen more for tinned poultry from the eastern packers. That this is not altogether due to the new combine, is clearly seen from the advertisements appearing in "The Grocer" from leading eastern canners offering the very highest prices and urgently asking for stocks of poultry for their canneries.

Last year wholesale grocers ordered their supplies of canned turkey, chicken and other poultry on open prices, taking their chances of the market. They paid $2, and taking that as a basis, making due allowance for any changes caused by the new conditions, they figured that they might have to pay $2.25, but they were informed by circular received a few days ago that the price for turkey, chicken, and duck would be $2.75. Further it was stated that owing to the shortage in supply, the canners could not guarantee to fill more than 10 to 15 per cent. of orders, and these would be filled pro rata on orders placed.

Other canned stocks, as vegetables, have settled down, stocks being forward, and every one now being aware of what they are going to get. It is fair to say that nearly every dealer was pretty well supplied. It was found that some canneries did not fill on corn, while they might fill beans in full. On the other hand, canners who had not beans enough to fill orders in full were able to get in a larger percentage of corn. Tomatoes of course were short, as is expected every time now.

In the fruit market there are no new features. California oranges are extremely cheap. The selling price in San Francisco makes them about $3 to $3.50 on fancy navels. Few are moving even at the prices, for the market is so congested with an overload of the little Japs that nothing else is moving. There are so many Japanese oranges on the market that there will be heavy losses. The demand cannot possibly absorb them in time to prevent loss from decay. In fact some shipments have gone bad already. One warehouse at one of the wharves is filled with a big lot, composed of various consignments to firms here, and these lots have been lying there three weeks now. As the Japs are nearly all on consignment, the shippers will be losers. It is likely there will be a slaughtering of prices before long.

Grapes are now out, as the only stock is some Malagas, and the orders will not be repeated this season. Prices here have been very low, selling at 25c. retail. Local apples are fairly plentiful yet, but getting cleaned up.

In dairy produce, the receipts of butter are almost confined to dairy stocks from Manitoba and the Northwest Territories. There is not a big supply of first-class dairy. One car arrived this week for a local wholesale firm. Prices can be quoted at 20c. for first-class dairy, 15 to 18c. for the rest, and 23 1-2 to 25c. for good creamery, with below 23c. for held creamery. There is no creamery coming forward now as Manitoba is paying as much for creamery as this market is in a retail way. The supply of local made creamery is down very small. The price has again been put up to 30c.

Limed eastern eggs are quoted on about a 24c. basis here. Fresh or cold storage at 2 to 2 1-2c. higher. They are scarce and not many coming forward except at firm figures.

GOOD-
WILLIE'S
GLASS
FRUITS

are packed with great care from the finest ripened fruits, retaining their full flavor and BOQUET of the fresh fruit. No limey taste.

Glass Jars Only.

Enquire of your Wholesale Grocer.

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Marmalades

SEVILLE ORANGE
LEMONA
PINEAPPLE
LIME FRUIT

IN 1-LB. GLASS JARS.

Are Good Sellers

on account of their RICH FLAVORS and EXCELLENCE

ARE YOU STOCKED ?

ROSE & LAFLAMME,
Agents,
MONTREAL.

In a broom quality seems everything, but good, careful workmanship also counts. For nearly half a century we have made a study of "Broomology" with the pleasurable result that all progressive Canadian dealers handle, and all discerning Canadian purchasers ask for

BOECKH'S BAMBOO-HANDLED BROOMS

You, as well as the dealer, recognize that the key to wealth is right buying. We realized this fact years and years ago, since then our highest aim has been to please both dealer and consumer.

UNITED FACTORIES,
LIMITED.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: 80 York St., TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

MONTREAL WHOLESALE GROCERS

THE annual meeting of the Wholesale Grocers' Section of the Montreal Board of Trade was held on Friday afternoon last, December 18th. Mr. Albert Hebert, of Hudon, Hebert & Cie, the president, occupied the chair. After the routine business had been concluded the election of officers for the ensuing year was proceeded with, resulting in the following gentlemen being selected:

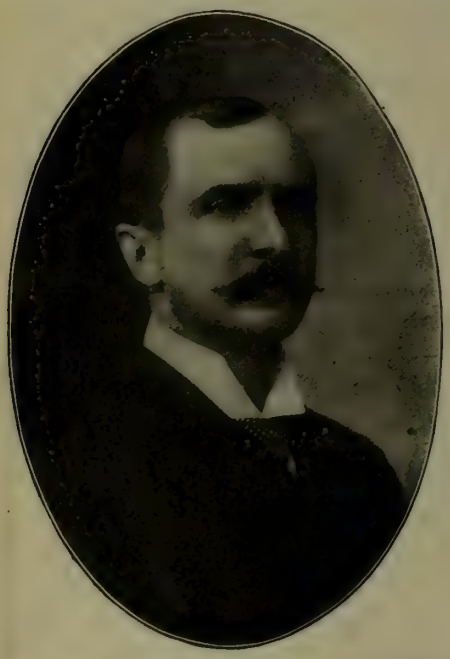
President.—L. E. Geoffrion, of L. Chaput, Fils & Cie.

Vice-President.—J. E. Quintal, of N. Quintal & Fils.

Treasurer.—Alen Orsali, of Hudon & Orsali.

Directors.—H. A. Archambault, of A. Robitaille & Cie; S. J. Carter, of Carter, Galbraith & Co.; L. O. Demers, of Demers, Fletcher & Cie.

Mr. Albert Hebert who had occupied the president's chair for two years, was



Mr. Albert Hebert, of Hudon, Hebert & Cie.

unanimously chosen as the association's nominee for election to the council of the Montreal Board of Trade, and his election to the council will add to that body a man of large business experience, an energetic and untiring wide-awake business man. A vote of thanks was tendered Mr. Hebert by the association for the unflagging interest and the valuable services he had rendered it during the two past years. Mr. Hebert was disinclined to allow his name to be put forward as the association's nominee, but at the solicitation of the members he finally consented, and the members expressed gratification at his acceptance. The "Canadian Grocer" expresses the hope that such an important branch of the trade of Montreal as the grocery, will be duly recognized by the members of the Board of Trade and Mr. Hebert selected as its representative.

The newly elected president, Mr. L. E. Geoffrion, is the managing member of the firm of L. Chaput, Fils & Cie., and will, as he modestly put it, endeavor to serve the association to the utmost of his ability, and as he is recognized among his confreres in the trade as a man endowed with a keen grasp of commercial affairs, the work of the association will undoubtedly receive his best consideration and efforts.

SOME QUEER TEAS.

TEA is a term which has had some curious applications, says London Grocery. A great variety of beverages and decoctions made from herbs and plants quite unknown in China or India have been called "teas," in imitation of the genuine article, and have been drunk from various motives. In early tea-drinking days, when fragrant Bohea was sold for from twelve to twenty shillings and more a pound, poor folk, who could not afford such a luxury, endeavored to content themselves with decoctions from less expensive leaves. A great favorite of old was sage tea, which was regarded not only as a pleasant but a particularly wholesome drink. John Wesley, who was a determined opponent of the Chinese leaf, strongly recommended sage as well as mint and penny-royal, as an excellent substitute, while another enemy of the cup that cheers ventured to prophesy about the middle of the eighteenth century, that the pernicious foreign leaves would quickly become cheaper, wherein he was right, and that tea would then go out of fashion and be replaced by sage, wherein he was hopelessly wrong. At the time when this person wrote, an ordinary breakfast among the poor folk was bread and butter with sage tea; but the cheapening of the real tea simply drove such substitutes as sage out of use.

Another once popular beverage was ginger tea. Coleridge had a weakness for this decoction, and when writing to his wife strongly recommended it for his little son, Hartley. He thought that the boy would like it very well, because it was pleasant with sugar, and said that it would make him grow. Little Hartley's opinion of the preparation has not been preserved. His father declared that a teaspoonful piled up of ginger would make a potful of tea that would last the child for two days—allowing for the cup being always half-filled with milk. He was evidently anxious that the ginger should not be too hot in little Hartley's mouth. Coleridge himself was accustomed to take ginger mixed in his morning coffee, and a cup of ginger tea in the afternoon. Beverages known as "teas" were also made from cowslips and other flowers and herbs, including camomile, wild thyme, marjoram, balm, and calamint. The names of these old-fashioned herbs are as fragrant as their leaves and blossoms, but the uninitiated would probably need to serve an apprenticeship before they could appreciate the "teas" made from them.

In revolutionary days in America various verbal substitutes for tea were used from patriotic motives. After the Boston mob had thrown the cargoes of the three East India tea ships into the harbor, and the colonists had taken a vow to buy no tea which had to pay the obnoxious duty, their wives and daughters—"daughters of liberty" they called

Mr. L. E. Geoffrion, of L. Chaput, Fils & Cie.

themselves—devoted their ingenuity to devising fragrant beverages to take the place of the boycotted leaf from the far East; and some strange decoctions were made and perhaps enjoyed. The stalwart New Englanders drank "tea" made from the leaves of rib wort, strawberry plants, and currant bushes, sage, thoroughwort, and other herbs. So-called "Liberty Tea" was made from the four-leaved loosestrife, while "Hyperion Tea," says Mrs. Earle—an invaluable chronicler of colonial life and habits—was from "raspberry leaves, and was said by good patriots to be 'very delicate and excellent.'" The beverage may have been so when tasted by patriotic palates, but we can feel pretty certain that many a colonial dame thought of Hyson.

To prove that

Brand's A1 Sauce

is always

A1 is to try it—

—Once tried always asked for
—Pleases your trade
—Shows you a splendid profit

CANADIAN AGENT—

I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Grimble's

BRAND.

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT.**

If you don't know it, write for sample.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

--Music for Christmas and the New Year !

with a **$40.00** order of **OCEAN MILLS** goods, as per price list below, we will give FREE

one Berliner Gramophone

valued at $17.00 (also 3 records).

PRICE LIST—LESS 5 PER CENT.

CHINESE STARCH
1-lb. cases, 4 doz..... @ $1.00 doz.

OCEAN BAKING POWDER
¼-lb. cases, 4 doz..... @ $0.45 doz.
½-lb. " 5 " ..... @ 90 "
1-lb. " 3 " ..... @ 1.25 "
5-lb. " 1 " ..... @ 4.75 "

OCEAN BORAX
¼-lb. cases, 4 doz ..... @ $0.40 doz.

OCEAN CORN STARCH
1-lb. cases, 4 doz..... @ $0.78 doz.

OCEAN LIQUID BLUE
½-pt. bottle cases, 2 doz ..... @ $0.75 doz.

—This is an offer that cannot be beaten. We make it to introduce our specialties to the trade. Goods are guaranteed.
—This offer is made only for a limited time. **DO NOT DELAY ORDERING.**

OCEAN MILLS, Montreal, P.Q.

Now It's New Year's Trade.

Xmas is past. We have handled a very satisfactory share of the Fruit Business—thank you. Now it's your New Year's orders we want. We want them because we're in the business. Because we know we have the goods you need—the finest quality and pack in every line. Because we can execute your order to your entire satisfaction.

Our Special Price List tells of the needful for New Year's. If you haven't got one, write.

'Phone Main 645-3394.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., Toronto.

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

Xmas Anticipations

Oranges—All kinds
Lemons—New Messinas.
Nuts—All varieties.

PRICES RIGHT.

Address just . . .
CLEMES BROS.
TORONTO.

GREEN FRUITS

British Columbia Fruit.

THE shipments of apples from the Okanagan district of B. C., which is locally described as "The Garden of British Columbia," have been so large this year that increased attention has been drawn to this profitable form of agriculture, and a local paper observes that "in a few districts of British Columbia is the progress of the past few years more remarkable than in Kelowna district, and its increased wealth and growth is most happily of such a sort as to guarantee richer and richer returns as the years go by. Many settlers have shown that the dry belt was one of the best favored apple growing regions of Canada, but it has been reserved to the Okanagan district to carry matters beyond the experimental stage, and establish aboriculture as one of the safest and most remunerative industries of the Province.

"Little by little the industry has grown until little colonies are now being established with their sole hope based on fruits and garden and field products. The latest of these is Summerland, on the site of old Barclay ranch, well down towards Penticton. Here good progress has been already made, but the progress of the little settlement may be seen in the demand for next Spring's planting, which will be of over 60,000 fruit trees.

"Peachland has already got its 17,000 fruit trees out, and hopes to treble that number within twelve months. Building operations are busy in both towns. Shops and stores have been started, and works of permanenence appear on all sides.

"At the present time, however, Kelowna is the largest shipping point on Okanagan lake. Hogs and cattle are still the products of the valley, but it is with potatoes and vegetables and apples and pears that the lake steamer is loaded down each trip to her full capacity. Then four and five carloads a day have gone out almost regularly for the past month, and the great stream of produce promises to flow on from this point for at least another month more. The old cattle ranches have been well sub-divided, and the work is still going on.

"Earlier in the season plums, strawberries, and all sorts of small fruits occupied the settlers' attention, but now the Winter apples have the call. Magnificent Spy, Snow, Baldwin, Ben Davis, and others of the hardier sort are seen on all sides. All through the day team follows team with their 50-box loads to the landing. Large and high colored, the eye is captured first by one sort and then by some other variety. Ben Davis is in greatest number; not perhaps the finest variety, as its flavor is inferior to that of the Spy, but it will keep until May, and is a most prolific bearer.

"A walk out of town soon brings one amongst the orchards. But with few exceptions none are over eight years old, but at six years they begin fruiting, and tree after tree is seen with its ten to twenty boxes of the finest fruit. One small orchard of twelve acres is netting its owner so much as $4,000 for this year's crop. And while the cost of production is not great, almost all of it is local distribution. The local sawmill has all that it can do in keeping up with its orders for boxes. All the available labor of the district is pressed into the picking and boxing of the fruit. On all sides, too, young and younger orchards are to be seen. Scarce a plantation exists but it has its additions. Yearly planting seems the recognized order of the day. Up and down the lake every bench where water may be brought has its little checkerboard of planting, whilst amongst the young trees are seen strawberries, currants, and all sorts of small fruits.

"Tomatoes have been tried this year with marked success, and thus another addition is made to the shipments of the valley.

"Of the recent settlers it should be said that most of them are men of means, and what is of more importance, men of energy and enterprise, in whose hands the future of the industry may be safely trusted."

Among the Fruit Men.

WHITE & CO., whoesale fruit and produce dealers, Colborne street, Toronto, are one of those fortunate Canadian firms which have forgotten their small beginnings and are now enjoying a season of unexampled prosperity.

Their business was founded about ten years ago by F. J. White and his father. Three years later the elder member of the firm died, and his son continued the business which has grown by leaps and bounds until during the past year it reached the splendid proportions of a million dollar turn over. The arrivals for 1903 have consisted of 500 carloads of fruit, etc., besides local part-car shipments. Never a day passes but a car of fruit arrives in Toronto for White & Co. from some distant point or other.

Among other interesting features of an up-to-date plant are White & Co.'s cold storage rooms having a capacity of 25,000 cubic feet with separate compartments for fruit and produce, the whole fitted out with the ammonia freezing system. White & Co. conduct auction sales regularly, two a week in Summer, for the disposal of foreign fruit. They are also the sole agents in Toronto for the California Fruit Distributors who handle yearly on an average 25,000 carloads of deciduous California fruit, such as peaches, grapes, etc. In addition they are one of the two Toronto agents for the banana trust which has such a big corner on the banana trade.

White & Co.'s importations consist largely of oranges, lemons and bananas. During the season of 1903 they have handled 165 cars of bananas, while no less than 6,200 boxes of lemons have been contracted for by them. Pineapples, fancy California fruits and vegetables, fancy nuts and grape-fruit also figure largely in their importatoins.

The past four years have witnessed an evolution in the fruit trade. There is at present a large demand for specials, such as the tangerine, a small, thin-skinned orange, with delicate flavor. Mexican oranges have practically cut out the Valencias on account of their good color, sweetness and cheapness. Canadians are being educated to use grape-fruit; a year or two ago it was a novelty; at the present time White & Co. are receiving regular shipments of grape-fruit in carloads. This Winter the novelties are cucumbers, imported from the South, Florida tomatoes and Okra, a vegetable used for making soups.

Sorting Week.

THE RUSH OF THE WEEK has depleted your stock, you will need an extra supply for **NEW YEAR'S.** From reports received the trade has been thoroughly well satisfied and pleased with the fruit we shipped on their Xmas orders. Let us count you as a customer.

ORANGES, LEMONS, GRAPES, Etc.

WHITE & CO.,

PHONES { Main 4106 / 4107 } Wholesale Fruits, - Toronto.

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, ENGLAND

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

XMAS—Goods now Arriving.

Extra Fancy Northern California Navels, Extra Fancy Florida Oranges, Extra Fancy Malaga Grapes, Extra Fancy New Messina Lemons, New Dates, Figs, etc., and Nuts of all kinds.

The above are in stock, all finest quality. **Fancy Sweet Sonoras,** all sizes, also **Valencia Oranges, 420's and 714's due in a few days.**

Soliciting your orders, **HUGH WALKER & SON,** Guelph, Ont.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

References—THE TRADE. L.D. 'Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker.

Correspondence Solicited. **TORONTO, CANADA.**

Christmas Fruits.

Get our quotations before placing your Christmas orders. It will pay you.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

Oranges come from Florida, Mexico, Spain, Italy and California. So far the arrivals have been mostly of north California fruit. Southern fruit which is considered the best on the market is just arriving. Among the latter is a thin-skinned, sweet-flavored orange, known as the Bronco Brand, which is said to be exceptionally fine this year.

Fruit Men Sue Railway.

Wholesale fruit men, of Winnipeg, who had 7,000 barrels of apples frozen en route over the Canadian Pacific Railway, are entering action against the Canadian Pacific Railway Company for the recovery of $15,000. The fruit men have confidence in winning the suit, because of a recent decision of Chief Justice Meredith, that by the Railway Act, the railway companies are precluded from contracting themselves out of liability. The frozen apples were sold in large lots at forty cents a barrel. The Canadian Northern Company had small shipments frozen, and are settling with the claimants.

Window and Interior Displays

Timely Hints and Suggestions.

WHEN the excitement of Christmas is over and great demand for specialties has eased off, the merchant must not allow his vigilance in selecting good window trims to slacken. It is the store that maintains a good tone and a high standard that profits at the special seasons and obtains more than its share of business in the duller weeks. Groceries are necessary all the year round, and, if there is not such a run on fancy confections and table delicacies immediately after Christmas as there was before, it simply means that more will be bought in other lines. The grocer must never be asleep; his business is an all-the-year-round affair.

New Year's is a more festive season now than it was ten years ago, and there will be maintained all this next week a steady sale of high-class goods that call for continued special windows and interior decorations. Push these better-grade goods when the holiday season is on. It is better to sell them now, even at a slight reduction, than to keep them and to be forced to give them away some time hence. At any rate do not let the style of your windows drop off abruptly after the holiday is past. Show the public that you are not a one-season man, but a merchant who is after their business all the year round, and is willing to exert himself to capture it.

The evergreen as a decoration for window and interior is always an attraction. An ordinary arrangement with some accompanying strings of evergreen, or a few boughs, is made of great value.

A Jelly Window—Shown by G. A. Cook & Co., Halifax, N.S.

One grocery store has a holiday window, the background and roof of which were made entirely of evergreen strings. For this purpose the strings ran from the bottom back corner to the top, and were left loose enough to be caught back in the centre by strings attached to the ceiling at the back of the window.

This Week's Illustration.

The "Kkovah" window shown was arranged for G. A. Cook & Co., Halifax, N.S. The remarkable feature of the arrangement is the symmetry observed throughout, the square, uniform-sized packages, easily allowing for this. A pleasing variety is given by the use of advertising cards, and a practical demonstration of the merits of the jellies. The different sizes of packages admit of considerable variety in the display. The arrangement shown is very neat, and would no doubt be much looked at for a few days, but such excessively symmetrical windows must be changed in a very few days, or they lose all their value. "Stiffness" has to be fought against, and variety is hard to obtain. A very good point observed here is the making of the advertisement of the goods shown serve as part of the exhibit.

APPRECIATED IN SYDNEY.

In a letter just received from The Bertram Co., Sydney, C.B., they remark, among other things, "We enjoy reading every issue of 'The Grocer,' and would not be without it."

IN NEW BUILDINGS OR OLD

If you want highest excellence—

USE OUR

METALLIC CEILINGS AND WALLS

Because they give more lasting satisfaction—are strictly sanitary—and are made in a multitude of artistic designs to suit all tastes and requirements.

We offer you very best value to be found in these reliable goods—the perfect harmony of beauty combined with practical business needs.

THE

Metallic Roofing Co., Limited

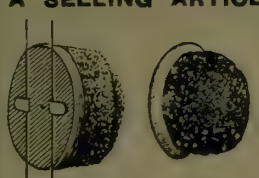
TORONTO, MONTREAL, WINNIPEG.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.

We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes. **1 The low price** at which we have been able to sell it, notwithstanding the advance. **2. The quality,** which has always been the same.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $1.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

THE WORLD'S SUGAR, BEET AND CANE.

UNITED STATES Consul Walter Schumann, of Mainz, Germany, transmits the following estimated beet-sugar production of Europe, as compiled by the International Association for Sugar Statistics :

Country.	Plants in operation. Number.	Production. 1903-4. Metrictons.	1902-3 Metrictons.
Germany	384	1,803,160	1,750,670
Austria	215	1,116,500	1,050,900
France	296	757,000	823,600
Belgium	100	215,300	200,000
Holland	29	129,300	102,300
Russia	275	1,103,000	1,169,600
Sweden	16	110,795	73,400
Denmark	7	51,800	37,067
Total	1,322	5,286,855	5,207,537

WORLD'S SUGAR PRODUCTION AND CONSUMPTION.

A pamphlet recently published by Sir Neville Lubbock gives the following statistics of the world's production and consumption of Sugar. beet and cane :

Country.	Production. 1901-2. Tons.	1902-3. Tons.
Europe (beet) except Russia.	5,722,000	4,390,000
Russia (beet)	1,099,000	1,215,000
British colonies	545,500	513,000
Egypt	96,000	90,000
India	3,000,000	3,000,000
United States, Cuba, Porto Rico, Manila and Hawaii	1,804,500	1,920,000
Peru, Argentine Republic, Dominican Republic, Mexico and Brazil	738,500	582,500
Java	767,000	842,500
French colonies	110,000	104,000
Total	13,882,500	12,657,000

CONSUMPTION.

Of the foregoing India and Russia will consume their own product ; the United States will consume its own product and that of Cuba, Porto Rico, Manila, and Hawaii ; Europe will consume 2,656,000 tons and 2,750,000 tons of its own beet-sugar production for the years given. This leaves available for the United Kingdom and other Countries the following amounts :

Product of—	1901-2. Tons.	1902-3. Tons.
Europe (beet)	3,066,000	1,640,000
British colonies	545,500	513,000
Egypt	96,000	90,000
Peru, Argentine Republic, Dominican Republic, Mexico and Brazils	738,500	582,500
Java	767,000	842,500
French colonies	110,000	104.000
Total	5,323,000	3,772,000

A GOOD OFFER.

The Napoli Macaroni Company of Toronto, Canada, are offering to send free of all charges a complete line of samples of their Macaroni, Vermicelli and Fancy Pastes to any reliable merchant who sends them his name and address. Napoli Macaroni is put up in handsome air tight 1 pound packages, also in bulk. The firm's advertisement appears in the Cereal Department.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

BAKER wanted—immediately—first-class on bread and cakes ; wages $12 a week. Address Box 186, CANADIAN GROCER, Toronto. f

WANTED by Spice House—experienced city traveller; good salary to man able to influence business; state references. Box 185, CANADIAN GROCER, Toronto. f

SITUATIONS WANTED.

YOUNG man wants a position as traveller in any line; has good experience in travelling, and can furnish best references. Box 189, CANADIAN GROCER, Toronto. f

FOR SALE.

75-BARREL Roller Flour Mill—water-power year round; centre of town, 4,000 population, in Western Ontario. Box 187, CANADIAN GROCER, Toronto. f

A GROCERY Business for sale, good stand; stock about $700. Box 190, CANADIAN GROCER, Toronto. f

BUSINESS CHANCES.

WANTED—Business man to take the place of retiring partner in old-established wholesale house (15 years) ; man with knowledge of provision or grocery trade, or office work preferred ; a fine opening to start a man or his son in established business ; books open for thorough examination ; about five thousand capital required. Apply Box 88, CANADIAN GROCER, Toronto. (51-tf)

WANTED—Butcher business—in good locality; in city of Toronto; must be doing fair business. Box 188, CANADIAN GROCER, Toronto. f

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1885.

INCREASE YOUR BUSINESS

By subscribing to BOOKSELLER AND STATIONER.

Be informed on the Book, Stationery and Fancy Goods Trades—What to buy. Where to buy.

MONTHLY : One dollar per year.

MacLEAN PUBLISHING Co., Limited,
Montreal. Toronto, Winnipeg.

FLOUR AND CEREAL FOODS

Grain Shipments From Various Points.

A COMPARISON of the grain shipments from the various Atlantic and Gulf ports is interesting at this time, as showing the various changes which are gradually coming over the shipping trade of the Continent, says Montreal Gazette.

For the year 1903 up to November 28, the records show that New York takes first place as a shipper of grain, while New Orleans is second, Montreal third, Baltimore fourth and Galveston fifth, with Boston dropped back to seventh place and behind Philadelphia.

New Orleans as a centre from which grain is shipped in large quantities is now very much to the fore, whereas, only a few years ago it was hardly considered in the trade. Boston has in the same length of time dropped behind in proportion almost as great as New Orleans increase.

This increase in the trade of New Orleans is looked upon as a natural consequence of its being at the foot of navigation of the great American waterways, much in the same way as Montreal is situated in Canada. In fact as regards its trade there is much that is similar between the two ports.

From 1898 to 1900 Philadelphia was third among the grain shippers of the Continent and now has dropped into sixth place.

The figures giving the total from the first of last year to November 28, for all the ports on the Gulf and Atlantic, are as follows:

	Wheat.	Corn.	Oats.	Total.
New York	14,676,113	21,232,330	2,681,743	38 510,186
New Orleans	11,258,878	13,823 494	30 601	25,112,973
Montreal	16,282 286	7,209 982	1,155 734	24 648 002
Baltimore	2 904,328	18 659,820	161,858	21,725 806
Galveston	17 245 398	4,224,316	250	21,469 964
Philadelphia	3,185 548	9,962.187	400	13,148 130
Boston	6 034,378	6,881.814	147,902	13 064 094
Portland	7,792.794	1,660,155	1 890,200	11,343.149
St. John, N.B.	3,771 317	34,312	724,711	4,530,340
Newport News	374,448	3,416,661	.....	3,791 109
Quebec	498,326	411 866	.....	910,192
Norfolk	26,319	832 861	.....	859,180
Mobile	.....	166 784	9,715	176,499
Pensacola	85,288	.....	.....	85 288
Total	84,065,216	88,516,582	6,803,117	179,84,9123

From the above it will be noted that Montreal led all ports in the matter of wheat shipments, being one and one-half millions ahead of New York. The amount of American corn which came this way, however, was not nearly so large in proportion, Galveston being the only United States port which shipped more wheat than corn, while Montreal on the other hand shipped in exactly the reverse proportion.

The shipments of grain from the port of Montreal for the past half dozen years is as follows:

	Bushels.
1897	25 812,000
1898	39,575,000
1899	27 000 000
1900	24,000,000
1901	23 343,000
1902	22,157,000
1903	24,648,000

Northwest Grain Growers.

THE Northwest grain-growers' convention at Regina before adjournment adopted these resolutions:—

"That in the opinion of the association no system of transportation can be considered adequate for the requirements of the west that fails to give such facilities at every individual shipping point as will enable the shippers to deliver less than 50 per cent. of the crop at such point in each year at the great lakes before the close of navigation.

"That while recognizing the railway development in the west, both actual and prospective, during the past year, the convention desires again to draw attention to the total incapacity of the existing railways to properly handle western traffic, and to the necessity of compelling said railways to better equip their lines with rolling stock. To this end the association instructs the Executive to take prompt steps to put the whole matter before the railway commission so soon as such body is constituted and organized."

A resolution expressing sympathy with Mr. Chamberlain in his preferential campaign was also adopted, also one urging that the reinspection of Manitoba wheat east of Fort William, as provided in the present general inspection act, be abolished.

Flour Mill in Far North.

INSTRUCTIONS have been given from the office of the Hudson's Bay Company at Winnipeg for the building of a flour mill near the mouth of the Peace River, where its waters unite with those of Lake Athabasca. Hudson's Bay Company posts have been raising a little wheat for some years not only in this region, but also further north at Fort Resolution, on the shores of Great Slave Lake.

It is not unusual nowadays to hear of wheat raising in the far north, especially in Siberia. A few weeks ago N. L. Skalosubof, addressing an agricultural convention at St. Petersburg, cited many facts to disprove the popu-

TEN
Wide-Awake Grocers
took advantage last week of our offer to send them samples of
Napoli Macaroni
Were you one of them? If not, this offer is repeated for your benefit.
We will deliver at your address, free of all charges, samples of our Macaroni, Vermicelli and Fancy Pastes upon receipt of your name and address.
SEND IT NOW.
Napoli Macaroni is put up in attractive dust-proof 1-lb. packages, 24 or 48 to case.
NAPOLI MACARONI CO.,
Hayter and Teraulay Sts., TORONTO, CANADA

For Christmas morning or any other morning you cannot do better than take a steaming dish of Tillson's pan-dried Oats.

Sell it to your customers and win their thanks and their trade.

Tillson's Pan-dried Oats

lar idea that wheat will not ripen north of 60 degrees north latitude.

A clergyman at Wugansk, for example, in 61 degrees north latitude, is building a mill propelled by wind power to turn his Spring wheat into flour. At Masau, on the Pelym River in the same latitude, a farmer has extended his area under tillage and now has a surplus of wheat to sell. The speaker mentioned many other examples.

The fact that wheat is now grown successfully in the Peace River region, in the central part of this continent between 60 and 62 degrees north latitude, is chiefly due to the Chinook winds, the warm, dry winds which blow northward to the east of the Canadian Rockies. They temper the climate of the Peace River country in a remarkable manner, so that the Spring opens as early on the upper Peace River in latitude 56 degrees as at Montreal, and the seeding time is actually earlier.

The influence of these remarkable winds is felt as far east as Regina, in Assiniboia, and extends far to the northwest, east of the mountains, through 15 degrees of latitude.

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East TORONTO.

John MacKay

Limited

Successors to John MacKay, deceased

ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley,
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited.

ST. MARYS, ONTARIO.

TRUCKS

for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealer. See that you get them.

"ROYAL" SALAD DRESSING.

This popular table relish and Mayonnaise dressing has been made for about thirty years, and has been extensively advertised for the past twelve years. Nothing but its merit and excellence, its "Royal" quality, could have ever made the growth and success with the fine grocery trade throughout the country, that has been made with **"ROYAL" SALAD DRESSING,** the "Best of the Nest."

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate,** put up in **Blue Wrappers and Yellow Labels,** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

Our Last Report for 1903.

We have had a successful year's business and must thank our customers and friends for their very liberal support, which we appreciate, and with increased warehouse space and additional help we hope to further increase our trade for the incoming year, and will have some special bargains to offer after stock-taking, which will be commenced next week.

With best wishes, and compliments of the season, we remain,

Yours respectfully,

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

Many thousands of square miles along the Peace River Valley in Athabasca are very fertile, growing luxurious grass and excellent wheat. But no settlers as yet are found in that far northern region, and the only purpose of the Hudson's Bay Company is to turn the local wheat into flour for its agents scattered through that region and thus save the high cost of importing flour.

Even if that country should be developed, its wheat is more likely to go to feed the mining camps in the mountains than to join the stream of Canadian wheat flowing to Great Britain. Alberta, further south, is raising much wheat, but not a bushel of it is crossing the Atlantic because wheat being cheap and heavy, cannot pay high freight rates. Alberta wheat cannot now be moved to the East at a profit. It all goes to feed the local population and the neighboring mining camps on the West.

Want Grain Standards.

AT a meeting of the Grain Section of the Toronto Board of Trade last week a resolution was passed favoring a return to the old method of the inspection of grain. In a recent amendment to the grain inspection act the striking of grain standards for the guidance of inspectors was abolished. The grain standards were formerly struck by a board of grain dealers and the grain men claimed that since this method was abandoned it is impossible for a miller to determine the grade of the grain he buys and that he is therefore not willing to go beyond a safe price, so that in the end the farmer loses.

The resolution, which was moved by Mr. C. B. Watts and seconded by D. Plews and which was adopted, set forth these facts and also the recommendation that the annual making of Government standards of grain should be continued. The resolution also contained the following clause:

That Messrs. W. D. Matthews, Thos. Flynn (L. Coffee & Co.), J. L. Spink, C. W. Band (Carruthers & Co.), J. Carrick, Wellington Hay, Listowel; Thomas Martin, Mount Forest; H. N. Baird and S. McNairn, the mover and seconder, be a committee to act in conjunction with Messrs. A. Campbell, M.P., Toronto Junction; Wm. Ross, M.P., Port Perry, to have the act amended as requested by this resolution and to carefully revise the whole inspection act, and secure such further amendments thereto as may be found advisable. Mr. J. G. McKeggie presided at the meeting.

USE **LEA & PERRINS' SAUCE**

"The Finest Relish in the World."

SELL **LEA & PERRINS' SAUCE**

"The Most Reliable Article in the Grocery Line."

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

PATENT QUICK SIFTER and MIXER for all kinds of Powders.

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.
Coke, Wood, Etc., Roasters. **Sample and Window Roasters.**
Grinding Mills, Plain or Ornamental. **Patent Chicory Nibber.**
Air Propellers. **Air Compressors.** **Dressing Machinery.**
Patent Fruit Washers. **Dry Fruit Cleaners.**
Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

THE GROCERS' ENGINEERING CO. ILLUSTRATED CATALOGUE MAILED FREE.
COLE STREET, LONDON, S.E., ENG.

Imperial Mixed.

A new biscuit—very small—to retail at a low price. Fills a long felt want.

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. *King and Bathurst Streets, TORONTO.*

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR Delicate in Flavor and Aroma. Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco in Sumatra.

THAT the growing of tobacco on the island of Sumatra is of comparatively recent origin is proven by the recent death of the founder of the industry at the age of 84.

Mr. P. J. Janssen, who was a citizen of Holland, although he was born in Hanover, Germany, was the original founder of the Deli Maatschappij, the oldest and most famous of the tobacco growing corporations of Sumatra.

The company was founded on November 1, 1869, with Mr. Janssen as general manager. At that time it was not suspected that the industry of growing tobacco in Sumatra would assume such large proportions, nor that the tobacco would become such a necessary adjunct to modern cigar making. The original corporation was capitalized at only $120,000. After 25 years of business the capital had increased to $1,500,000, on which the average yearly divident was 63 per cent.

Mr. Janssen was a man of great modesty and simplicity of character. Among his friends he was reported to have a peculiar charm of personality. Much of his great fortune was given to charitable purposes, and his death is sincerely regretted by those who knew him.

National Preferences.

IT is a peculiar fact that no two countries import the same sorts of tobacco. The French Regie, or Government, Tobacco Department, takes several different kinds of tobacco from the United States, their total yearly import being about thirty-five million pounds. But two things they insist upon-that the stem shall be free from mold and the leaf loose enough to open freely.

Piebald or cherry-red leaves are the German favorites, says Stray Stories. The German tobacco manufacturers like a heavy, gummy leaf, and they prepare this by treating it with what are termed in the trade "sweet sauces." This makes the leaf black. Most of the leaf the Germans buy comes from Kentucky and Tennessee. Quantities of "spangled" tobacco are also imported into Germany. This is a pretty yellow leaf, with red spangles. Much of this spangled tobacco is imported into Bremen, where it is repacked in lighter casks and sent on to Russia, Italy, Austria and Spain all possess Government monopolies of tobacco, but in each case their requisitions are quite different. Italy likes a very long leaf, as much as 26 inches in length, of delicate fibre and dark-brown in color. It must be elastic and strong. Italy uses a large quantity of very coarse Hungarian tobacco.

Austria also manufactures much of the cheap Hungarian leaf, but her choicer brands and cigars are made of very good American tobacco. This is of firm texture and beautifully glossy. Spain, not being one of the richest of countries, purchases cheap tobacco. A nondescript leaf of light type is largely bought, and is not cut, but powdered. It burns very quickly and is hot to the tongue. Black, fat and heavy tobaccos suit the Dutchman; but the Netherlands buy a certain amount of what is known as "Dutch Saucer," a fine cigar wrapper of a silky type, which is used for making Dutch cigars. Going further north there are Denmark, Norway and Sweden, all with very similar tastes. Heavy tobaccos, cured by fire, are their favorites; and these leaves, before being manufactured, are dipped in sweet mixtures of licorice and sugar.

Montenegro's Tobacco Monopoly.

It is officially announced that the Government of Montenegro has leased its tobacco monopoly to a Venetian company, which has been formed with a capital of 1,500,000 francs ($289,000). Besides furthering the production, manufacture and export of Montenegrin tobacco and tobacco products, this company will reorganize the monopoly, building a factory, with head office in Montenegro's chief city—Podgoricza—and establishing stores in Niksicz and at the port of Antivari.

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.
OF CANADA, Limited.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Make him a present

Either a box of my "PHARAOH" ten cent or my "PEBBLE" five cent cigars makes a splendid Christmas gift. Why not give the husband a box and make the whole family talk about you and your store?

Give him a dozen or so if a box is too much for you—give him Cigars that he'll appreciate.

PAYNE'S "PHARAOH"

J. BRUCE PAYNE, Limited,
Granby, Que.

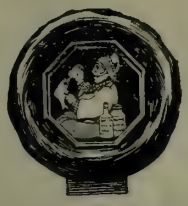
O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name:

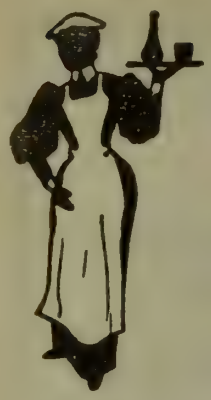


ESTABLISHED 1824.

Batty & Co.
LIMITED
Sauce and Pickle Specialists,
LONDON, S.E.

We Extend
The Season's Greetings
to our many, many friends
among the readers of
THE CANADIAN GROCER.

The Geo. E. Tuckett & Son Co., Limited,
HAMILTON.



We wish old and new friends

A Very Merry Xmas

W. B. REID & CO.,
Wholesale Tobacconist TORONTO

Popular Brands:

"QUEEN'S NAVY,"
"UNION JACK,"
"CONQUEROR,"
"WIG WAG,"
(Great 5c. plug.)

MANUFACTURED BY
The Erie Tobacco Company
WINDSOR, ONTARIO.

Grocers of Canada

A Right Merry Christmas to you all. Shake!

T. J. Horrocks,
Wholesale Tobacconist
Wellington St. East, TORONTO

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

A Merry Christmas
and
A Happy New Year
to
Our Customers

McALPIN CONSUMERS TOBACCO CO.,
Limited
TORONTO, CANADA.

Prospects for Cuban Crop.

THE growing Cuban tobacco crop presents a most favorable condition, according to El Tabaco de Cuba. The Vuelta Abajo and Partido fields are beautiful, although a little rain is needed. The crops will, in all likelihood, be abundant.

From Santa Clara, Camajuani, Remedios, Cumanayagua and other places in Vuelta Arriba the same report is sent.

The seed plots having been watered during the month of September and the first half of October, under the most favorable conditions, the growth, favored by a mild temperature, has been going on to such an unprecedented extent as to excite the wonder of the people, within whose recollection there never was a season so abundant in well conditioned young plants. Not a single farmer has been obliged to buy for planting.

There are seed beds from which a few thousand plants could be withdrawn; but inasmuch as they all have a superabundance, and there is no demand from other zones, they will probably be wasted, it being impossible to plant the whole number grown.

Where Our Pipes Come From.

Last year our imports of tobacco pipes, pipe mounts, cigar and cigarette holders and cases, smokers' sets, cases and tobacco pouches, with their values and countries from which they came, were as follows:

Great Britain	$162,862
B. E. Indies	15
Austria, Hungary	23,358
Belgium	145
China	163
Cuba	569
France	107,843
Germany	38,054
Japan	419
Mexico	23
Switzerland	399
Turkey	96
United States	34,667
	$368,603

Mr. Mortimer B. Davis.

THE GROCER presents to its readers in this issue a plate portrait of Mr. Mortimer B. Davis, president of the American and Empire Tobacco companies.

Once the owner of the firm of D. Richie & Co., he has become, by his ability and knowledge of business, the president of the two firms above mentioned.

A short biographical article written by one very conversant with the tobacco question thus summarizes Mr. Davis' position in the tobacco world:—"Mr. Mortimer B. Davis is one of the dominant forces in the tobacco industry of Canada. A young man of 37, powerful of build, a born fighter, cool, daring, and brooking no opposition, he has within the past six years made himself the new factor in the tobacco trade of Canada. Controlling, as he does, 80 per cent. of the cigarette consumption, and over 60 per cent. of the Canada tobacco consumption, he is one of the ruling powers in this industry."

A recently published article, the heading of which was "An Important Industry," quoted The American Tobacco Co. as one of the most progressive firms in Canada, and continued as follows:—"The secret of this rapidly acquired prosperity is to be found in the enterprising spirit, the activity and business knowledge of its president, Mr. Mortimer B. Davis. He is a man of good judgment, in whom are combined these two qualities, so seldom

Mr. Mortimer B. Davis.
President of The American and Empire Tobacco Companies.

observed in the same individual, Bravery and Prudence."

It is said that Mr. Mortimer B. Davis is a millionaire.

Handsome Lithograph.

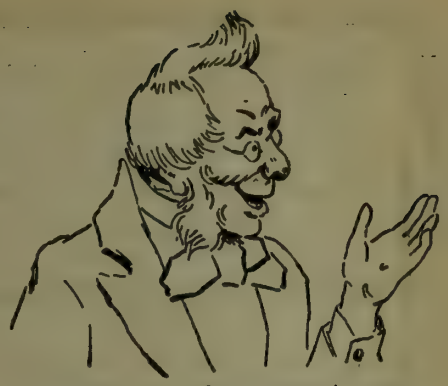
THE CANADIAN GROCER was the recipient this week of a handsomely framed embossed lithograph illustrating the merits of the "Dardanelles" cigarette, and now acknowledge the courtesy of Major Orchard, the Toronto representative of The American Tobacco Co.

Whiffs.

C. F. Fox and J. A. McNeil have joined the staff of The J. M. Fortier Co.

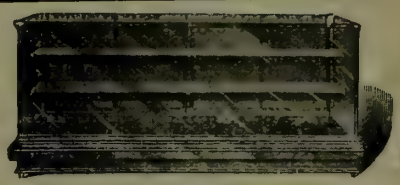
The "Hilda" cigar of I. Blumensteil, Hamilton, is meeting with a large demand in the Western Provinces.

Andrew Wilson, the wholesale tobacconist of Toronto, has almost completely recovered from his recent severe illness.



Thank you, the same to you.
The W. H. STEELE CO., Limited
Wholesale Tobacconists, TORONTO.

McDougall's Scotch Clay
PIPES
are the standard of the world.
D. McDougall & Co., Glasgow. Scotland.



Our Patent "CORONATION" Floor Case.
This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have A first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

R. McWhinnie is taking T. Wyndham's ground in Western Ontario for The American and Empire Tobacco Companies.

Cuba has been experiencing very cold weather recently, and to-day the residents of Placetas, in the Province of Santa Clara, and the other inhabitants of that neighborhood, were astonished to see a snow storm. It is reported that the fields are covered with snow, presenting a most novel sight to the Cubans.

According to the English correspondent of The Tobacco Leaf, there is a tobacconist in Great Britain who smokes his own cigars to the last half-inch, chews the stumps, and uses the ashes as snuff. He is now thinking of giving up the weed, as he cannot think of any way to utilize the smoke.

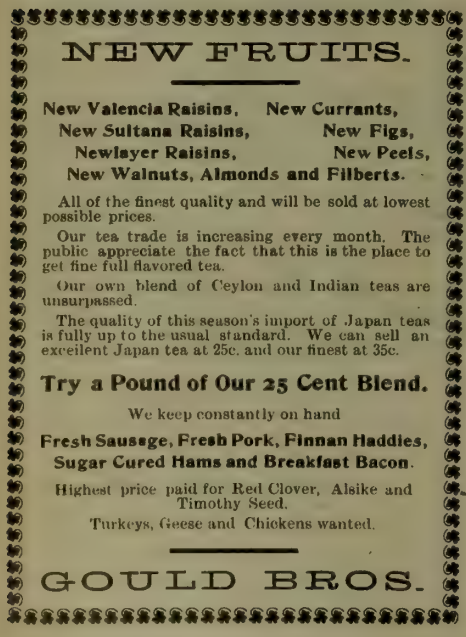
DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
John C. Kirkwood,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Kirkwood specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

THE accompanying advertisement serves very nicely for my talk on advertising this week. It is not all good, not all bad, and it illustrates a very common style of advertising seen in weekly newspapers.

This advertisement as it appeared originally was three columns wide and nine and a half inches deep, and was set up with an attractive border. A clean-looking, neatly displayed advertisement, it could not do otherwise than attract attention. It isn't a wordy advertisement, it will be noticed, and there is no jumble of type of different sizes and faces. It is distinctly pleasing and refreshing, so far



NEW FRUITS.

New Valencia Raisins, New Currants,
New Sultana Raisins, New Figs,
Newlayer Raisins, New Peels,
New Walnuts, Almonds and Filberts.

All of the finest quality and will be sold at lowest possible prices.

Our tea trade is increasing every month. The public appreciate the fact that this is the place to get fine full flavored tea.

Our own blend of Ceylon and Indian teas are unsurpassed.

The quality of this season's import of Japan teas is fully up to the usual standard. We can sell an exceilent Japan tea at 25c. and our finest at 35c.

Try a Pound of Our 25 Cent Blend.

We keep constantly on hand

Fresh Sausage, Fresh Pork, Finnan Haddies, Sugar Cured Hams and Breakfast Bacon.

Highest price paid for Red Clover, Alsike and Timothy Seed.

Turkeys, Geese and Chickens wanted.

GOULD BROS.

as appearance is concerned, and sure to be read,—in part, at least. It fulfils the first condition of good advertising, namely, the securing of attention.

But it is disappointing when it begins to talk. Its weakness is in its matter. "New Fruits" is good. New fruits at this season of the year is a timely announcement to every mistress of a household. But the mere enumeration of the different varieties of fruits is not enough. The woman who is to buy fruit is very much interested in grades and prices. Nothing is told her in this advertisement concerning these points. Every other grocery store can duplicate the statement made by this advertiser, yet I venture to think that Gould Bros. are not ready to admit that all their competitors are selling fruit of equal quality or value. Good advertising consists in telling the points of superiority; in giving or suggesting a reason why the advertiser more than others should have the trade of his community in any particular line of goods. To state that these fruits are "All of the finest quality, and will be sold at the lowest possible prices" is too general to be convincing. Specific statements are what the reader wants and is asking for, and to withhold these is to make the advertisement ineffective.

The next paragraph relates to teas. The transition from fruits to teas is too abrupt, according to the setting up of the advertisement. The reader was not prepared in any way for a new subject to be introduced. There is a loss of impressiveness, of strength, by this rapid and unsuggested change of topic. The insertion of the words "Our Tea Department" in the same type as that used for the fruit list would have been natural; or perhaps, even a better and more symetrical display would be the large type used in "New Fruits."

Without being exhaustively critical of the talk on teas, I have to repeat what I have said about the fruit list, it is not specific; quite too general. It doesn't help the reader to make up her mind that she can get better tea from Gould Bros. than from any other grocer. It is just what she has heard a score of times from other firms.

"Try a pound of our 25c. Blend" is well displayed, but there is no reason given whatever, why this blend is to be preferred to any similarly priced tea. Yet I feel sure that there is a very strong conviction, backed up by several good reasons, for the advertisers' belief that their 25c. tea is well worth trying. By the way, I do not like the "Try" way of urging people to buy. "Try our bacon, our butter, our coffee, our raisins, etc.", is excessively commonplace. Why should anybody "try" any of these things? Give the reasons in addition to the appeal, by all means. Personally, I prefer such expressions as "Buy, or drink, or use, or serve —our 25c. Blend" to the "try" way of saying it, However, it is perhaps because of its being so common and consequently weak, that I object to the expression.

The rest of the advertisement is a sort of "I-have-paid-for-the-space-and-must-use-it" ending to the little talk on fruits and teas. When I began the reading of the advertisement, I thought I was to hear of Christmas fruits, but before I had done, I heard pretty much the grocer's whole story.

Let the foregoing suffice for destruction criticism. I shall endervor to rewrite the

Fruit for Christmas.

Be particular to use good fruit. The result is your reward. Every pound of fruit we sell you is new stock, the best we can buy. As low-priced as good fruit can be.

Layer Valencia Raisins, 3 lbs. for 25c.
Choice Sultanas, 3 lb. for 25c.
Vostizza Currants, clean, large fruit, 3 lbs. for 25c.
Crosse & Blackwell's Lemon Peel - Peel not sugar 2 lbs. for 25c.; do. Citron, 1 lb. for 25c.

A Cup of Tea.

Full flavored, rich and sweet in the draw, delicious. Our experience protects us from inferior and unsatisfactory lines. Our teas are not chosen for us by tea houses. We choose for ourselves. Blend for ourselves. This is why our tea trade increases every month.

Our Own Blend, India and Ceylon, very fine liquor, rich flavored, 40c.
A remarkably good Japan, basket fired, full leaf, 25c.
Extra Choice Blend, a "talked-about-tea," 25c.

GOULD BROS.

advertisement according to my own ideas, suggestive of a more pointed, more forceful, more convincing trade announcement.

Of course neither Gould Bros. nor anybody else would rewrite this advertisement quite like the above. But I submit that the advertisement as rewritten will be more closely read and likely to sell more goods than the original. When one considers the hundreds of people who can be influenced to buy through the reading of advertisements, and all this at a comparatively small outlay of money, it becomes well worth while to write the advertise-

To all our customers

a Merry Christmas
and
a
Prosperous New Year

S. H. EWING & SONS,

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL

CENTRAL Business College

STRATFORD, : ONT.
BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue
W. J. ELLIOTT, Principal.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & CO. HALIFAX, N.S. ESTABLISHED 1849
IS THE BEST.

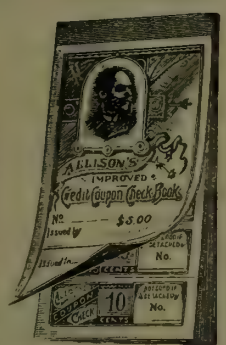
For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

COWAN'S

Perfection Cocoa (Maple Leaf Label).
Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate,
Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

THE
Burlington Canning Co.
Burlington, Ont. Limited

Manufacturers of

ALL KINDS OF CANNED GOODS

Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.

All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

Do you use . . FOSTER'S POTS?

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Good wrapping paper at the right price. That is the kind that our brown and manilla wrapping paper is. It can be depended upon to protect the parcel.

Full weight. Full count.

CANADA PAPER CO.
Limited
Toronto, Montreal and Windsor Mills, Que.

We Wish Our Friends and the Trade Generally
"A Merry Christmas"
and
"A Prosperous New Year."

S. H. & A. S. EWING
The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

ments with an abundance of care and judgment. The opportunity to hold and enlarge trade through newspaper advertising is worth too much to be lighly regarded.

A VEGETARIAN TURKEY IN LONDON.

THE present has certainly been a poor year for the British poultry farmer, says London Daily News, judging from letters which continue to arrive, more particularly with regard to the rearing of turkeys. Indeed, so bad has been the season that we are promised a turkey famine at Yuletide owing to the great scarcity of birds both in England and in Canada. With the near approach of Christmas such a state of affairs would be calculated to distress those of us who are sufficiently old-fashioned to think that Christmas without turkey is equivalent to "Hamlet" minus the Prince, were it not for the fact that vegetarianism has come to the rescue and suggested "vegetarian turkey" in place of the genuine article. One is assured he would be unable to tell the difference. Fish, flesh, and fowl, it is said, may now be obtained undistinguishable from the real thing, and one restaurant not a hundred miles from Fleet street, London, has gone so far as to announce "A Specimen Christmas Dinner" on December 12.

It is devoutly to be hoped that the function will prove more successful than its predecessors, which the amateur vegetarian has not unusually left with a fixed determination to raid the nearest chop-house.

NIAGARA FRUIT GROWERS.

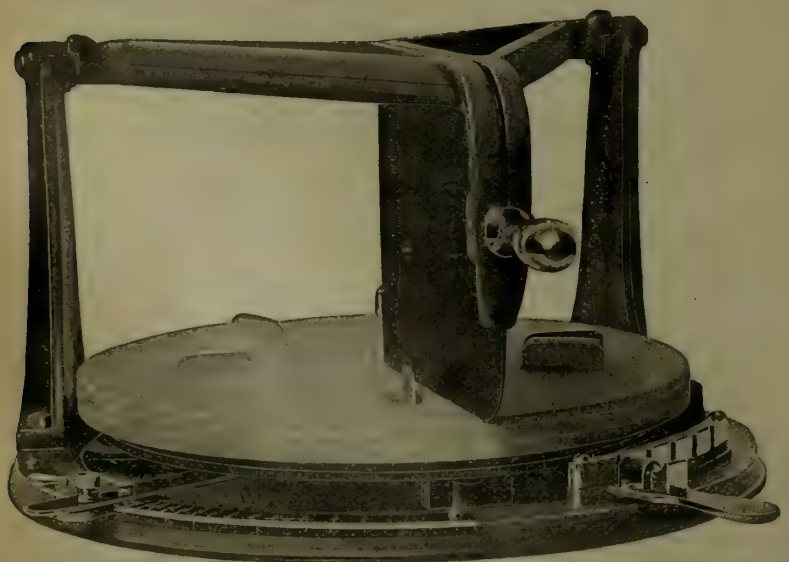
The annual meeting of the Niagara Peninsula United Fruit Growers' Association was held in St. Catharines last week. The following officers were elected for the ensuing year:—President, C. M. Honsberger, Jordan Station; first vice-president, George F. Stewart, Homer; second vice-president, James Dunlop, St. Catharines; third vice-president, S. M. Culp, Beamsville; fourth vice-president, Albert Railton, Fonthill; secretary-treasurer, Carl E. Fisher, St. Catharines.

WOLVERINE FISH CO.

A license has been issued under the Great Seal of the Province of Ontario authorizing The Wolverine Fish Co., Limited, a corporation under the laws of the State of Michigan, to catch fish; to buy and sell at wholesale and retail all kinds of fish, and to carry on a general fish and cold storage business in all its branches and departments; provided in so doing the company shall not use in Ontario any larger sum of capital than $30,000. George Henry Donagh Lee, of the City of Toronto, is the company's attorney.

NEW SALT COMPANY.

A charter has been granted to The Dominion Salt Co., Limited, of Sarnia, capital $200,000, to carry on a general business, as implied by its name; provisional directors to be John Martin Diver, lumberman; Montague Moore and Frederick Forsyth Pardee, barrister-at-law, all of Sarnia; Frederick Clifford Norris, of Port Huron, Mich., and Chester Dewight Wonsey, of Marine City, Mich., manufacturer.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

Keeps Cheese Fresh.
Easy to Operate.
Saves from Waste.
Pleases every Customer.

Sold on Easy Terms. Write us for particulars

The Computing Scale Co. of Canada, Limited,
64 KING ST. WEST, TORONTO.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.

Our bids are good ones.
Write or wire for prices.

M. G. STAGG & CO.

Phone Main 5219. Standard Stock Ex. Bldg., Grain and Hay Merchants. TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

CALGARY.

HULL & SHARPE,

Manufacturers' and Commission Agents,

CALGARY, - ALBERTA.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

25 ST. PETER STREET,

QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,

VICTORIA, B. C.

Represented in the Orient by **Mr. A. R. Tufts,** with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE CAMERON GORDON & Co.
WHOLESALE COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker'

LONDON, ENG.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black** and **Green Teas** on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

HOUSEHOLD AMMONIA.

HARVEY'S (of course), Clear Cloudy, and Perfumed Toilet. In drums, carboys, quarts, pints, flats.
STRENGTH AND SATISFACTION GUARANTEED.
HARVEY'S Dry Powdered Ammonia, 1½ lb. packets, put up in 1, 2 and 3 doz. cases—a strong well-made article at a low price.

JOHN G. HARVEY,
Mfg. Chemist. TODMORDEN.

Of course you can't see if you close your eyes,

nor can you hear if you plug up your ears.

That THE CANADIAN GROCER is a most valuable advertising medium for those who seek the trade of the grocers and general storekeepers of Canada is as plain as day—yet some folks can't see it.

Like the man who was looking all over the house for his glasses when they were on his forehead, there be some who are looking for more business among grocers yet can't see that the easiest and cheapest way to get it is through advertising in THE GROCER.

And as long as they won't listen to nor see the reasonableness of our arguments in favor of their advertising in THE GROCER, just so long are they going to be denied the business that GROCER subscribers are continually sending to GROCER advertisers.

See ?

The Canadian Grocer

232 McGill St., MONTREAL. 10 Front St. E., TORONTO.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

It would puzzle anyone to figure out a permanent profit selling cheap goods that give poor satisfaction. People are never slow at finding such things out, and you're bound to lose more or less business. A reputation for quality will do more than anything else to keep you in evidence.

The demand for **Cow-brand Soda** is bigger to-day than ever before. You can afford to give it a good showing, and guarantee it as the very best.

John Dwight & Co.,

TORONTO

Current Market Quotations for Proprietary Articles

December 24, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

Blacking.

HENRI JONAS & CO.

Jonas'	Per gross $9 00
Froments	" 7 50
Military dressing	" 24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
½ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
½ Delory	10 50
½ Club Alpins	2 50

FRED. MAGEE

	Per doz
Smelts in spices, in ½-lb round tins	0 90 $1 00
" mustard, in ½-lb oval "	0 95 $1 05
" Tomato, in ½-lb. " "	0 95 $1 05

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lo
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38

---put up in convenient packages---easily sold
---the best of its kind in the land---

"Crown" brand Table Syrup

for the Holidays, and for all time. Nothing more profitable to handle than "Crown" brand Syrup———

Look for the "Crown" on the package.

Packed in—
24 2-lb. Tins to case
12 5-lb. " "
6 10-lb. " "
3 20-lb. " "

Also in Barrels, ½-Barrels and Kegs, **and 3-gallon and 2-gallon pails.**

—These goods are ready for shipment on receipt of your order. No delay.

MANUFACTURED BY

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, QUE.

Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate. 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon,	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	15 00
Small size "	12 00
Roquefort—Large size "	2 40
Small size "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant elly	2 75

T. UPTON & CO.

Pure Fruit Jams—	
1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate....per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06
Pure Fruit Jellies—	
1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06
Home Made Jams—	
1-lb. glass jars (16-oz. gem.) 1 doz. in case....per doz.	1 50
5 and 7-lb. tin pails ....per lb.	0 09
7, 14 and 30-lb. wood pails.... "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans....per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case
1 case of 4 doz	$3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net....$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins.....per doz.$ 1 40
" ½-lb. tins ..... " 2 50
" 1-lb. tins ..... " 5 00
Durham 4-lb. jar.....per jar. 0 75
" 1-lb. jar..... " 0 25
F. D., ¼-lb. tins.....per doz. 0 85
" ½-lb. tins..... " 1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins .....per lb.$ 0
½-lb. tins..... " 0 35
1-lb. tins..... " 0 32½
4-lb. jars.....per jar 1 20
1-lb. jars ..... " 0 35
Old Crow," 12-lb. boxes—
¼-lb. tins.....per lb. 0 25
½-lb. tins..... " 0 23
1-lb. tins ..... " 0 22½
4-lb. jars .....per jar 0 70
1-lb. jars ..... " 0 25

Olive Oil.

	Per case
Barton & Guestier's quarts....	$ 8 00
" " pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

'Anchor" brand, 1-lb. glass..... $1 50
" " quart gem jars 3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case....per doz.$ 0 95
Home-made, in 1-lb. glass jars " 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

CLEMES BROS.

Pure fruit stock—
10-oz. glass jars, 2½ doz. case..per doz. $1 00
16-oz. glass jars, 2 doz. case.. " 1 50
Quart gems, 1 doz. case..... " 3 35
In 5-lb. tins..... per lb. 09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) .....per doz.$ 2 30
Corked " ..... " 1 90

Sauces.

BRAND & CO.

Worcester..... $1 85
Tomato catsup 2 60
Mayfair relish..... 2 60
Indian chutney..... 1 75
Mango " 2 25
A 1 ..... 1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... 2 85
5 cases..... 2 75

"BEE" BRAND.

Bee" brand, 8 oz., cases, 120 pkgs. } Per
" " 10 oz., cases, 96 pkns. } case
" " 16 oz., cases, 60 pkgs. } $2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors.....per gross$10 20
" " black..... " 15 30
Oriole soap..... " 10 20
Gloriola soap..... " 12 00
Straw hat polish.. " 10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartor	$ 0 06
No. 1 " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 06⅔
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.....	0 08½
"Bee" brand, cases, 64 packages....	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06
Barrels, 200 lb.....	0 05¼
Kegs, 100 lb.....	0 05¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06⅔
Crystal Maise Corn Starch -	
1-lb. packages, boxes 40 lb.....	0 06⅔

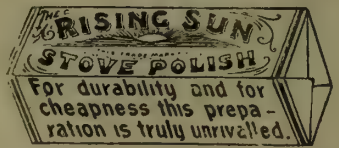
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb..	0 06⅔
Durham corn starch, 40 lb.....	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb..	0 06
" 3-lb. cartons, 36 lb..	0 06
" 200-lb. bbl.....	0 05½
" 100-lb. kegs.....	0 05¼
Canada Laundry, 40 to 46 lb.....	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.....	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb..	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

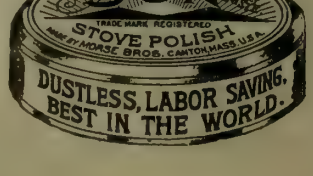
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste, 5c. size, ½-gross boxes....	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40

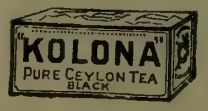
Plain tins, with label—

2 lb. tins, 2 doz. in case.....				1 90
5 " 1 " "				2 35
10 " ½ " "				2 25
20 " ¼ " "				2 10

(10 and 20 lb. tins have wire handles.)

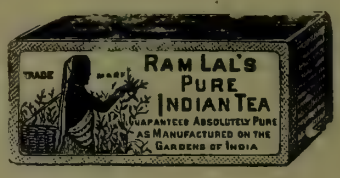
Teas.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c.....	0 22	
Green Label. " 40c.....	0 28	
Red Label, " 50c.....	0 35	
Orange Label, " 60c.....	0 42	
Gold Label, " 80c.....	0 55	



Cases, each 60 1-lb.....	$0 35	
" " 60 ½-lb.... }	0 35	
" " 30 1-lb.... }		
" " 120 ¼-lb.....	0 36	

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality.....	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s.....$	0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes.....	$0 42	
" II 40-lb. boxes.....	0 40	
" III 80-lb. "	0 37	
EMD AAA Japan, 40 lb " at.....	0 35	
" AA " 40 "	0 32½	
Blue Jay, basket fired Japan, 70 lbs.,	0 30	
"Condor" IV 80-lb. "	0 43	
" V 80-lb. "	0 30	
" XXXX 80-lb. boxes.....	0 25	
" XXXX 30-lb. "	0 26	
" XXX 80-lb. "	0 22½	
" XXX 30-lb. "	0 23½	
" XX 80-lb. "	0 20	
" XX 30-lb. "	0 21	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30	
Black Teas—"Nectar" in lead packets		
Green Label.....retails	0 26 at	0 20
Chocolate Label..... "	0 35 at	0 25
Blue Label..... "	0 50 at	0 36
Maroon Label ..... "	0 60 at	0 45
Fancy tins—Chocolate, 1-lb	0 32½	
" "—Blue, 1-lb.....	0 42½	
" "—Maroon, 1-lb.....	0 50	
" "—Maroon, 1-lb.....	1 50	

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases .....retail	0 25 at	0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases .....retail	0 30 at	0 23
Yellow Label, ⅛s and 1s, 60-lb. cases .....retail	0 35 at	0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases .....retail	0 40 at	0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases .....retail	0 50 at	0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases .....retail	0 60 at	0 40

Black Teas "Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 .....per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

LIPTON'S TEA (in packages).

Color of Label.	1 lbs & ½ lbs. per lb.	Sold ¼ lbs. for per lb.
Ceylon-India, Ex. ch'st A Yellow	45	47 70
" " " B Red	40	42 60
" No. 1 C Pink	35	37 50
" 2 C Orange	28	40
" 3 C L. Blue	22	30
" 4 C L. Green	20	25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s....	$0 39
" Amber, 8s. and 3s.....	0 60
Chewing—Stag, bars, 10½oz.....	0 43
" Bobs, 5½s. and 11s	0 44
" 10½ oz. bars, 6s.....	0 44
" Currency, 12 oz. bars, 12s....	0 47
" 6½s. and 12's.....	0 47
" Old Fox, narrow, 12s.....	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.....	0 52
" Fair Play, 8s. and 13s.....	0 53

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality..	$0 30
Condor, pure distilled.....	0 25
Old Crow.....	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.....	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.....	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages.....	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

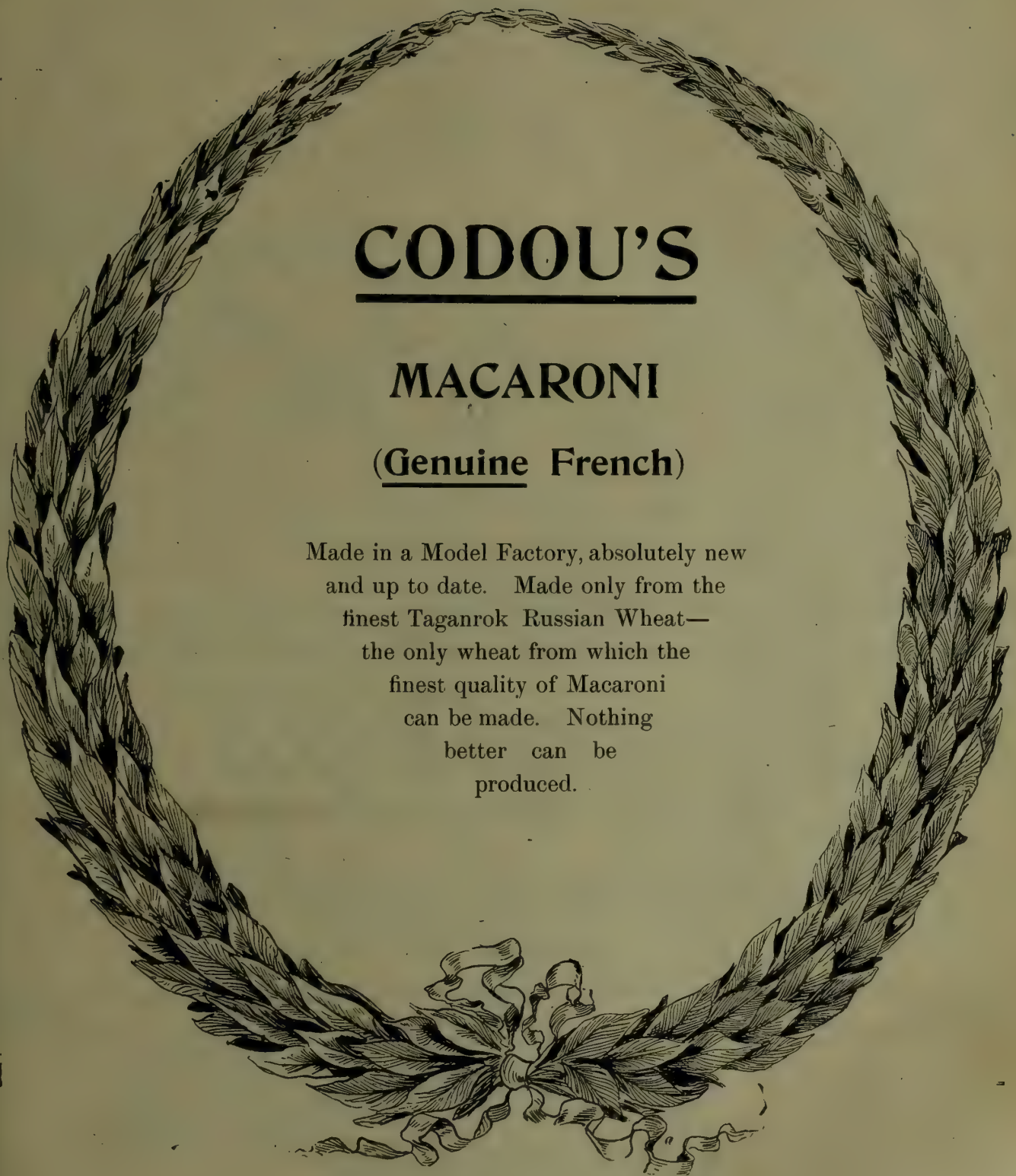
Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor.....	$1 35
" Crown.....	1 45
" Improved Globe.....	1 60
" Standard Globe.....	1 70
" Original Solid Globe....	2 00
" Superior Sld. Bk. Globe.	2 15
" Jubilee	2 10
" Pony.....	0 95
Dominion King (glass).....	3 10
Tubs, No. 0.....	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops.....	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case....	$1 00
Gillett's cream yeast, 3 doz.....	1 00
Jersey cream yeast cake, 3 doz. 5c....	1 00
Victoria " " 3 doz. 5c....	1 00
" " " 3 doz. 10c....	1 80



CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrok Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPETT & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.

--Music for Christmas and the New Year !

with a **$40.00** order of **OCEAN MILLS** goods, as per price list below, we will give FREE

one Berliner Gramophone

valued at $17.00 (also 3 records).

PRICE LIST—LESS 5 PER CENT.

CHINESE STARCH
1-lb. cases, 4 doz..... @ $1.00 doz.

OCEAN BAKING POWDER
¼-lb. cases, 4 doz..... @ $0.45 doz.
½-lb. " 5 " ..... @ 90 "
1-lb. " 3 " ..... @ 1.25 "
5-lb. " 1 " ..... @ 4.75 "

OCEAN BORAX
¼-lb. cases, 4 doz..... @ $0.40 doz.

OCEAN CORN STARCH
1-lb. cases, 4 doz..... @ $0.78 doz.

OCEAN LIQUID BLUE
½-pt. bottle cases, 2 doz ..... @ $0.75 doz.

—This is an offer that cannot be beaten. We make it to introduce our specialties to the trade. Goods are guaranteed.
—This offer is made only for a limited time. **DO NOT DELAY ORDERING.**

OCEAN MILLS, Montreal, P.Q.

THE ONLY ESSENCE PRESCRIBED BY THE MEDICAL PROFESSION OF KING EDWARD'S DOMINIONS FOR PURITY AND EXCELLENCE OF QUALITY.

Bromley's Coffee Essence

NO GLUCOSE
NO CARAMEL
NO COFFEE FININGS
used in its manufacture.

WARRANTED under the FOOD AND DRUGS ACTS.

A SURE TRADE WINNER.

THE BEST SAUCE AND THE BEST VALUE IN THE WIDE WORLD.
IT PLEASES THE MOST FASTIDIOUS PALATE.

THE RESULT OF SEVEN YEARS SPENT IN SCIENTIFIC EXPERIMENT AND RESEARCH.

DR LAING'S CREAM SAUCE

ITS CERTIFICATE OF CHARACTER IS UNQUESTIONABLE.

The only Sauce in the world in which has been successfully achieved the thorough emulsification and blending therein a suitable proportion of
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE CANADIAN AGENTS: **W. G. PATRICK & CO.,** Merchants, 29 Melinda St., **TORONTO**

Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,**

WATERLOO, ONT.

"ROYAL" SALAD DRESSING.

This popular table relish and Mayonnaise dressing has been made for about thirty years, and has been extensively advertised for the past twelve years. Nothing but its merit and excellence, its "Royal" quality, could have ever made the growth and success with the fine grocery trade throughout the country, that has been made with **"ROYAL" SALAD DRESSING,** the "Best of the Nest."

The Horton-Cato Mfg. Co.,

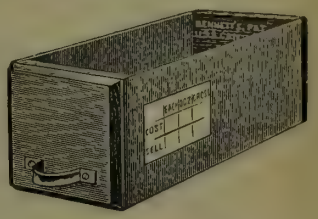
DETROIT, MICH., - WINDSOR, ONT.

...THE...

Bennett Manufacturing Co.

Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

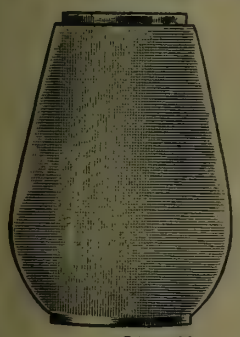
Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory :

Pickering, Ontario

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

MERCHANTS.

The Toledo Automatic Computing Scale SHOWS to EVERY CUSTOMER in LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY FOR the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency : 156 Bay St.
Montreal Agency : 1782 Notre Dame St.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.

The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

ADOLPHE E. SMYLIE, President — HENRY ROWLEY, Vice-Pres't — H. W. PETHERBRIDGE, Sec'y and Treasurer

NATIONAL LICORICE CO.

YOUNG & SMYLIE'S PURE

"ACME" LICORICE PELLETS

STICK LICORICE.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.

106-116 John St.,
227-237 Plymouth St., } **Brooklyn, N.Y.**

Illustrated Catalogue on request.

—no use arguing

about the merits
of different teas

because

JAPAN TEAS

once used by your customers will always bring them back——

—don't argue,

—sell them

JAPAN TEAS,

and please them

Has stood the test of every climate.

HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions:

Industrial Exhibition	Toronto, Canada	-	1903
Provincial Exhibition	Halifax, N. S.	-	1903
Provincial Exhibition	Victoria, B. C.	-	1902
Pan-American Exposition	Buffalo, N. Y.	-	1901
Paris Exposition	Paris, France	-	1900
Trans. Miss. Exhibition	Omaha, Neb.	-	1898
World's Fair	Chicago, Ill.	-	1893

The products of **THE ST. CHARLES CONDENSING CO.** are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

St. CHARLES, ILL., U.S.A.

Correspondence and trade orders solicited.

FACTORIES: Ingersoll, Ontario, Canada, St. Charles, and Chenning, Ill.

THE

MOST PROFITABLE to the GROCER

and

MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

"IMPERIAL" BRAND MAPLE SYRUP

"The syrup that sells on sight——and quality."

Good Profit to you.

ROSE & LAFLAMME, Agents, MONTREAL.

A trade winner

That's the verdict dealers pronounce when asked their opinion of

Paterson's Worcester Sauce.

ROSE & LAFLAMME, Agents MONTREAL.

THE CUP TEST

is the final arbitrar in judging of a tea.

Composition of the soil, climatic conditions, methods of cultivation, experience in plucking, processes in manufacture, all lead up to and are proved by

THE CUP TEST.

The Canadian people have put Ceylon Tea to **the cup test** and have pronounced it without an equal.

Mr. Grocer, are you supplying your customers with Ceylon Tea, the tea they want?

It is money in your pocket to do it.

DO IT NOW.

Ceylon Tea

Black and Green.

Ceylon Tea

Black and Green.

Some Salmon Sellers.

In selling salmon the greatest care should be taken in the selection of brands that are strictly first-class and stay first-class, brands that you can absolutely rely on.

Maple Leaf Salmon

Lowe Inlet Salmon

These are two brands which you may sell with positive satisfaction. Ask for them. They are put up by

The British Columbia Packers' Association

VANCOUVER, B.C.

"KKOVAH"
Jellies (all flavors)

"KKOVAH"
Custard Powders

"KKOVAH"
Blanc Mange Powders

Etc., Etc.

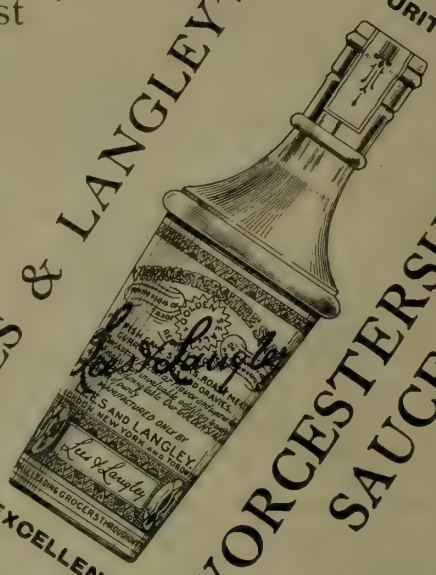
"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

Best
by
Test

LEES & LANGLEY'S



WORCESTERSHIRE SAUCE

Sole Proprietors

AMERICAN COFFEE & SPICE CO., Toronto.

Lytle's Mince Meat

PLEASES YOUR CUSTOMERS.

Mince pie made from this brand of mince meat is a toothsome and delicious dish. It pays to handle reliable goods for Christmas, because cooking is a very important thing with your customers at this season of the year. Our mince meat is always reliable and always good.

Done up in 6, 12, 28 and 80 lb. fibre and wooden pails.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

Our Special Cheap Line, the "PURE" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

Compliments of the Season.

Merchants often suffer inconvenience with yellow sugars at this time of year, and many complaints are apt to be made by consumers. Therefore it is important that they should be extra careful when buying yellows.

ST. LAWRENCE YELLOWS

are acknowledged to be the standard of quality.

Allow us to wish you the best compliments of the season and a Prosperous New Year.

The St. Lawrence Sugar Refining Co., Limited,

MONTREAL.

A Handsome Coffee Tin, FREE

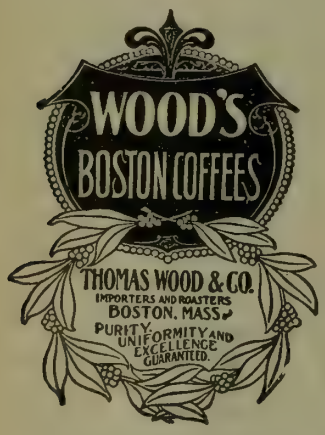
With 100 pounds AURORA COFFEE

This is not a "catch" offer—but a genuine gift—of an attractive lithographed, double partition Coffee Tin—in order to show the wide-awake, up-to-date grocer just what real bargains we have to offer in Coffee.

Our Coffee stock is complete with splendid values for the retailer.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

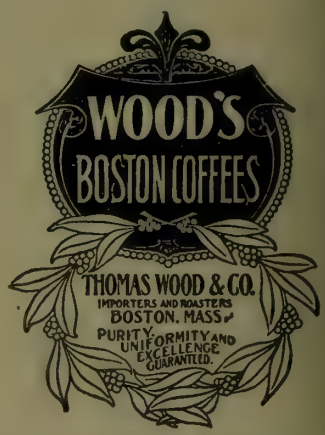
Branch CANADA GROCERS LIMITED.



When Christmas Comes.

Good thoughts alone belong to the great anniversary.
Good feeling " makes all the world akin."
Good sentiment and good works go hand in hand.
Good deeds make glad many anxious hearts.
Good impulses spring from every thought the day inspires.
Good cheer, happiness, rejoicing, make bright your every household.
" Good digestion wait on appetite " at the family board.
Promote it with a good cup of

WOOD'S FRAGRANT COFFEE !



YOU ARE IN A HURRY

Telephone Us.

Rush Orders a Specialty

Fine Stock of XMAS GOODS.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

The New Laundry Blue

—MADE IN CANADA.—

"Blues Linen as White as White Can Be."

We Would Like the Trade to Understand That "Blueol" has Been manufacted to compete with the best imported blue to be had on this market, and we claim it to be superior both in strength and working qualities. It is "Canada's Best" and "Canada's Best" is the "World's Best."

—WRITE FOR SAMPLE AND PRICES.—

J. M. DOUGLAS & CO.,

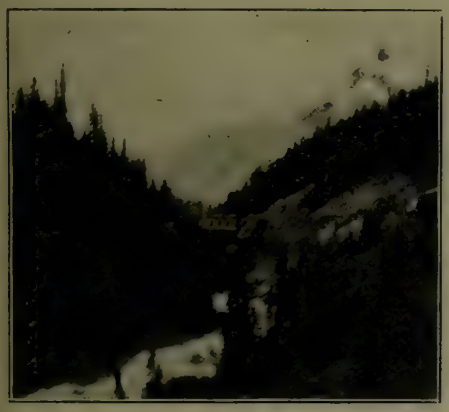
Established 1857. Manufacturers, MONTREAL.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

AMONG the good things that British Columbia provides for sportsman is pheasants — the real English pheasant. And they are abundant enough, in some parts at any rate, to assure good sportsmen good bags for their labor.



Kicking Horse River, near the First Safety Switch.

On the night of our arrival at Victoria a sportsman with a string of pheasants larger than one man could carry with comfort, registered at our hotel. And, as he was evidently a friend of "mine host," visions of pheasant for dinner loomed up before me. But dinner time came and went without pheasant appearing on the menu card. Pheasants in British Columbia, like rabbits in Australia, had their origin in the whim of an Englishman. At any rate that is according to the statement of an "old resident." The birds appear to thrive just as well as they do "at home;" and no doubt they provide just as good sport.

* * *

Another species of bird—not a game bird, however—which finds a congenial home in British Columbia, is the crow. But it is not the mere fact that there are crows in British Columbia that I desire to mention. It is the fact, as far at least as those in the vicinity of Vancouver are concerned, that they are different from any other crows I ever saw in a wild state. In Stanley Park they are as thick as sparrows on the streets of an eastern city. But they are as tame as chickens in a barn yard. They fly to the ground from the towering tree tops and strut around almost at one's feet, evidently without the least idea of fear. It reminded me of the big grey squirrels in Central Park, New York, which run up to one evidently expecting nuts or some other palatable food to be thrown to them. Crows, like squirrels, evidently become tame even when they have their freedom, provided they are not molested. And in British Columbia the law has so well protected the crow that the latter has learned that it can caw and strut about, none daring to do him harm.

* * *

When we reached British Columbia the salmon canning season was over and the canneries closed. We were thus denied the privilege of seeing this important industry in active operation. The season having been such an unsatisfactory one we naturally heard many complaints. According to chronological order the season of 1903 should have been a good one, and the canners made their plans in anticipation thereof. But instead of being a good season, it was a bad one. None were probably ever worse. "We prepared tins, etc., for packing 43,000 cases," remarked the head of one canning concern, the products of whose factories are well known in Eastern Canada and in Great Britain: "but 28,000 cases were all we were able to put up. And what was our experience was practically that of the other canners." In Victoria the sentiment is strongly in favor of trap fishing as a means of ensuring a larger catch of salmon. At present traps are prohibited, nets only being permitted. On the United States side of the gulf traps are employed. And while they catch their thousands the nets of the Canadian fishermen barely catch their hundreds. So far the agitation for traps has not induced the Department of Marine and Fisheries at Ottawa to grant the desired request. In Victoria they charge it to the jealousy of the canners on the Fraser river. But some of my friends in Vancouver pooh-poohed this idea. At any rate, whatever the cause, the powers that be have not yet given their consent to the use of traps in British Columbia.

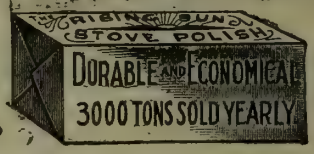
The Old Fort Garry Gate at Winnipeg.

* * *

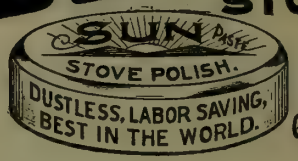
A keener interest in the Chinese problem in British Columbia has naturally been awakened in us eastern Canadians after having been on the spot and caught a glimpse of things as they are. Please notice that I say "caught a glimpse;" for, under the circumstances, I cannot speak as one having authority. I can only speak as one who has gathered an impression during what was little more than a flying visit. I have never been able to take the extreme view in regard to the Chinese question. Aside altogether from the humanitarian point of view, I have felt that British Columbia could not get along very well without Chinese labor. "It is all very well for you to think so," declared a friend of mine, some time since, who had lived for several years in British Columbia, "but you should live among them as I have before you are qualified to express an opinion." My stay in British Columbia was not long enough to warrant my saying I have lived among the Chinese. But I have seen them; visited some of their stores, their theatres, and their Joss houses, and peeped into some of

A Snap Shot on the Prairie at two Commercial Travellers.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.
MORSE BROS., Proprietors, Canton, Mass.
For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

their haunts under the guidance of the police, and I must confess that while I am not yet converted to the views of the anti-Chinese extremist, I am much impressed with the gravity of the problem which is exciting so much interest in British Columbia. It is in Victoria that one is confronted with the problem in its most serious aspect, for it is there that John Chinaman is most in evidence. What is known as the Chinese quarter occupies quite an important section of the city. And what surprised me a great deal was the appearance of the buildings in that quarter. They were built of brick and were just as modern and respectable in appearance as the retail portion off the main streets of any city on this continent, and, in some instances, a great deal better. But—. And there comes the rub ! But they are not of our kith and kin. Their thoughts are not our thoughts, nor their ways our ways. The branch of the human family from which they spring is so different from the one from which we sprung, that there cannot possibly be an assimilation. They may become citizens, but they cannot become Canadians. And it is important that in this young country the immigrant should be the material from which Canadians in sentiment, as well as in name, can be developed. The conclusion of the whole matter with me, therefore, is that, whatever the necessities of the past may have been, the Chinese population of British Columbia should not receive further augmentation.

TORONTO GROCERS NOMINATE.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall Monday night last with President David Bell in the chair.

The minutes of the preceding meeting were read and approved, and Messrs. F. F. Higgins, Queen street east, and F. C. Armstrong, Shuter street, were proposed for membership.

Mr. Frank Johnston, on behalf of the committee appointed to interview the bakers and protest against the selling of bread to boarding-houses at wholesale rates, reported that they were courteously received and invited to visit their bakeries and see how things were being conducted. They regretted, however, that on account of an independent baker fighting the association, they were not able to meet the views of the grocers. The report elicited a full discussion. Some members contended that a bad precedent and example was set in giving consumers wholesale prices, while others were of the opinion that the bread problem was in much better position than formerly, and, that, as there was no prospect of accomplishing any result, they ought to let the matter rest.

The "At Home" Committee reported through the president that the 3rd of February was an open date suitable for the "occasion." On motion of Messrs. Bond and White the whole matter of the At-home with date and further arrangements was left to the Executive Committee.

Mr. Johnston gave notice that he would move at the next meeting that the constitution be amended to make the number necessary to constitute a quorum seven instead of eleven.

The decision of Magistrate Kingsford the other day to the effect that there was no legal standard for a bag of potatoes was brought to the attention of the association and was viewed with considerable astonishment. On motion of Messrs. Bond and Panter the president and vice-president were named a committee to look into the matter and report on the proper steps necessary to protect the interests of the grocers in the matter.

On motion of Messrs. Johnston and Bond it was resolved and the secretary instructed to have published in the city papers that the grocers would not give Christmas presents this year.

The proposed business tax came up for discussion, but the members found themselves lacking in information as to the vital points involved, and it was decided that the president should secure some one to address the association on the matter at the next meeting.

Notices of motion were given to amend the constitution so as to make the last meeting of the year nomination night and the first meeting of the subsequent year election night; also to institute a prize competition for the purpose of getting in new members.

Mr. Johnston remarked on the advisability of re-arranging the seating in the hall, and out of the discussion which followed, Messrs. Johnston and Panter were appointed a committee to look up new quarters.

On the card was the item, nomination of officers. According to the constitution as it at present stands, nominations and elections take place at the first meeting of the year. It was decided, however, to receive nominations and hold them open till the next meeting. The following names were placed before the association :

President—Frank W. Johnston.

Vice-President—H. Kelly, A. O. Robinson, C. F. Thorne, T. Clarke.

Secretary—Mr. Nettlefield.

Treasurer—Mr. Schoales, J. S. Bond, A. E. White, R. B. Snow, C. Coutts, D. Bell.

Executive Committee—H. Kelly, T. Clarke, B. Panter, VanLoan, C. F. Thorne, McArthur, R. H. Davies, David Clarke.

Trustees—A. E White, J. S. Bond, F. S. Roberts.

Delegate for Exhibition Board—J. S. Bond, B. Panter.

Inside Guard—R. H. Stewart.

Auditors—H. Kelly, Mr Thompson, D. Bell, B. Panter, Mr. Gibbins.

COMMISSION AGENT.

Mr. Stuart Watson, who was for 13 years in the employ of Armour & Co., Chicago, has recently started in business for himself in Winnipeg as general commission agent and broker.

All Ready for Business

AVOID THE RUSH

Order your requirements from us by mail, or 'Phone 447, 488 or 1258. Shipment made same day as order received.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

We want every merchant in Canada to take a personal interest in

JERSEY CREAM YEAST CAKES

AND

JERSEY CREAM BAKING POWDER

Best Goods made in Canada.

LUMSDEN BROS.

Hamilton and Toronto.

WE ARE RECOGNIZED AS THE

Quick Shippers

OF ONTARIO

So when needing **CHRISTMAS GOODS** in a hurry, send along your orders **by 'Phone, Wire or Letter.**

Our stock is splendidly assorted, our prices are right, and we will give you every satisfaction.

JAMES TURNER & CO.

Wholesale Grocers, = = = HAMILTON, ONT.

T. KINNEAR & CO.

Wish their many Customers and Friends

A Merry Christmas

and a

Happy and Prosperous New Year.

Three Leaders

The road to prosperity lies through the desires of your customers.

These brands of cheese are the best you can offer. They are famous, and deserve their fame.

MacLaren's Imperial
Canada Cream
MacLaren's Roquefort

Don't make trouble for yourself by selling "just as good as" cheeses.

These three are standards of purity and excellence.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited,

Manufacturers and Agents,

TORONTO.

Business Changes

ONTARIO.

THE LYNCH TRADING CO., Hagersville, have assigned to C. B. Armstrong. A meeting of creditors was announced for 16th inst.

E. Baker, general merchant, Mountain, is dead.

C. J. Stuart, of C. J. Stuart & Son, grocers, Toronto, is dead.

J. E. Allcock, grocer, Rat Portage, has sold out to W. McCammon.

The premises of P. Roner, fruit dealer, Ottawa, have been damaged by fire.

H. Hagerty, general merchant, Summerston, has removed to Lunenburg.

G. T. Barrett, general merchant, Ottawa East, has sold out to J. Laishley.

R. F. Williams, grocer and crockery dealer, Tillsonburg, has sold out to R. P. Colborne.

H. S. Merrill, grocer and hardware merchant, Lansdowne, has sold out to E. Johnston.

E. Lanoul, general merchant, St. Onge, has assigned; meeting of creditors announced for 16th inst.

The business of the estate of Le Gros & Co., wholesale and retail tobacco merchants, Peterboro, is advertised for sale.

The Canadian Broom Co., Limited, Ottawa, have assigned to W. A. Cole. A meeting of creditors was announced for 15th inst.

QUEBEC.

J. B. M. Dion, grocer, Quebec, is dead.

Normandin & Frere, grocers, St. Louis, have registered.

R. A. Rodrique & Co., grocers, Montreal, have registered.

A. Valiquette, grocer, Montreal, has sold out to Lafortune Freres.

The assets of H. Blanchard, general merchant, Granby, have been sold.

St. Arnaud & Clement, provision dealers, Montreal, have dissolved partnership.

The Royal Packing Co., pickle manufacturers, Montreal, have dissolved business.

J. A. D. Annett, general merchant, Gaspe Basin, has assigned to Kent & Turcotte.

The Montreal Cigar Co., Montreal, have been burnt out. Loss partly covered by insurance.

Consent of the assignment of A. G. McBean & Co., grain merchants, Montreal, has been filed.

The assets of Longtin, Freres & Co., wholesale and retail grocers, St. Johns, have been sold.

The Laing Canning & Preserving Co., Limited, pickle manufacturers, Montreal, have registered.

The assignment of J. O. Lemire & Co., general merchant, St. Guillaume d'Upton, has been demanded.

Consent of the assignment of T. S. Williamson, wholesale produce dealer, Montreal, has been filed.

H. Gatehouse, fish and poultry dealer, Montreal, has suffered from fire; loss covered by insurance.

The premises and stock of The Montreal Fruit Auction Co., Montreal, have been damaged by smoke and water. Loss covered by insurance.

The premises of the estate of J. McCabe, general merchant, Notre Dame du Laus, have been damaged by fire. Loss partly covered by insurance.

NEW BRUNSWICK.

G. P. Gould, grocer, Shediac, has assigned to the sheriff for the benefit of his creditors.

NOVA SCOTIA.

J. Swanson, grocer, North Sydney, has registered his consent for his wife Catharine Swanson to do business in her own name.

MANITOBA AND N.W.T.

The Winnipeg Box Factory, Winnipeg, have dissolved.

G. Elliott, general merchant, Hamiota, is seeking an extension.

L. S. Gurney, confectioner, Hartney, has assigned to G. H. Newton.

Mrs. B. W. Carter, grocer, Winnipeg, has sold out to Proud & Hall.

Tipling & Beldon, general merchants, Griswold, have been burned out.

M. A. Hudson, confectioner, Lumsden, has sold out to G. Mickleborough.

F. E. Griffin, general merchant, Penhold, has sold out to A. C. McIntosh.

McFadden Bros. & Klinck, millers Swan River, are applying for a charter.

The business of Riebel Bros., general merchants, Pierson, is advertised for sale.

Montgomery & Colquhoun, general merchants, Deloraine, have dissolved partnership.

Dalgeish & Co., general merchants, Margaret, have advertised their business for sale.

G. H. Kimball, general merchant, Fort Saskatchewan, has sold out to Simmons & Faulkner.

In order to realize rent a bailiff's sale of The Winnipeg Creamery & Produce Co., Limited, Winnipeg, was advertised for 7th inst.

Lawlor & Co., grain dealers, Carlyle, have dissolved partnership. T. Lawlor retires and A. R. Hopper is admitted to partnership.

BRITISH COLUMBIA.

Brown Bros., grocers, Vancouver, have assigned to R. Kelly.

McGlung & Co., grocers, Victoria, have sold out to R. Erskine.

J. McSweeney, grocer, Victoria, has assigned to A. Brenchley.

R. W. Mefflin, confectioner, Salmo, is succeeded in business by J. Crook.

J. Davis and N. McLellan, general merchants, Grand Forks, are opening a branch at Coleman.

R. G. Buchanan & Co., crockery dealers, Vancouver, are registering the dissolution of business.

M. McInnes, meat dealer, Cranbrook, has been succeeded in business by The Calgary Cattle Co.

UPTON'S

ORANGE MARMALADE

ON TOAST IS DELICIOUS FOR BREAKFAST

—TRY IT YOURSELF AND BE CONVINCED.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

Malaga Fruit

Full Range.

Boxes and Qr. Boxes

Best Packers.

THE Davidson & Hay, LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

To Make Provisions Pay.

HAVE the provision department well fitted and appointed, and a thoroughly competent staff, under the control of a competent manager, in charge, says New England Grocer. The window, counters and utensils should be kept scrupulously clean, and some palms and ferns tastefully arranged give an attractive appearance to the whole. The class of goods handled depends upon the locality, but always endeavor to maintain a reputation for quality and value. As goods well bought are half sold, knowledge, keenness and foresight must guide the buyer in his selections and purchases. Check the weight of all provisions upon delivery, examine tinned goods, and claim immediately for shortages or faults. Store all cheese in a dry, cool place, and turn over once a week. An airy place is best for bacon, but in Winter time it should be covered up to keep out the frost. Make the window display thoroughly attractive; bacon should be a prominent feature. Mark inferior cuts low to clear, while fresh prime cuts sell freely at profitable prices. Cut up and work out for cost a side of bacon occasionally to ascertain actual returns for same. An increasing and profitable trade can be done in butter by having a regular supply of finest quality. Work it up in rolls and prints under own brand. Poultry and game, eggs, cooked and potted meats, fancy cheese, etc., are profitable lines if disposed of while fresh. Take stock often, weigh closely, advertise conspicuously, personally supervise the whole, and the success of the provision department will be ensured.

Peterboro Provision Co.

A CHARTER has been granted under the Ontario Companies Act creating George Carton, Michael Carton, John W. Miller, Jos. H. McClellan, merchants; Jas. Middleton, farmer, and Wm. H. Jeffs, physician, all of the town of Peterboro, and W. M. Anderson, of the township of Otonabee, a corporation to carry on the business of a warehousing and cold storage company in all its branches, to establish and maintain abattoirs, wholesale and retail shops, and generally to carry on any business or undertaking that may be conveniently carried on with the above, and to acquire and take over the pork-packing business and goodwill appertaining thereto and all the plant and machinery thereof. The corporate name of the company to be The Peterboro Cold Storage and Provision Co., Limited. The share capital is to be $300,000 divided into 6,000 shares of $50 each. The head office of the company is to be the town of Peterboro, and the provisional directors the gentlemen mentioned above.

American Cheese in England.

The importations of American cheese continue to increase, writes James Boyle, United States consul at Liverpool, England. Canada has more than ever become the principal source of supply of cheese for the English market, and on the average the quality is considered better than that put up in the United States, and at present the price has been rather lower.

Armour Expects Higher Cattle.

Chas. W. Armour, vice-president of Armour & Co., was in Fort Worth, Tex., a few days ago to inspect the plant. He believes that livestock prices will react. Speaking of the livestock situation the other day, he said:

"I am looking for a reaction in the price of cattle at an early date. I believe that cattle are selling at as low a price now as they will sell for under present conditions. If we could get more hogs in Fort Worth, we could pay more for our cattle, for the reason we could turn the cattle over quicker. Nearly every order we receive for a carload of packing-house products calls for a great deal of hog products. If we had the hogs here, we could fill more orders from Fort Worth. While, of course, we would like to get hogs for 4c., or even cheaper, and sell them for as much as we could, still the law of supply and demand governs that price and we are governed by that law just like everybody else."

Want Canadian Cheese.

A despatch from London says the improved demand for Canadian cheese continues for good 48s. to 50s. Sellers are meeting buyers where cheese shows signs of heat, but holders are firm at 53s. to 54s. for finest quality. Butter, finest, 92s. to 94s.; good to fine, 84s. to 88s.; not much offered.

The Goat to the Front.

St. Louis is to have goat milk for the babies. A goat dairy company has been incorporated there for that purpose. The company has been incorporated with $12,000 capital with an expansive clause in its charter.

The corporation is to be located in St. Louis, and is to continue for 50 years. The business of the corporation is to be managed by a board of five directors. The physicians who are shareholders are to constitute an advisory board.

The start will be made with 900 goats. The livestock experts do not accuse the goat of being the habitation of diseases that kill mankind.

Fresh Eggs High.

There are practically no fresh eggs on the market, says The National Provisioner. The refrigerators are beginning to disgorge, and the storage stock is being marketed. Since the hens have ceased laying and the outstanding supply is virtually cleaned up, reputedly fresh eggs are selling in New York City, retail, at around 43c. per dozen.

London Provisions.

Thomas Nesbitt & Co. in their prices current of Irish and foreign provisions dated London, November 30, report:

Weather much colder to-day. Business far from active.

BUTTER.—Best descriptions in moderate demand; other kinds remain dull.

BACON.—Trade slow at our reduced quotations.

HAMS.—Small sizes of Irish and Canadian, etc., are wanted at full prices.

LARD.—Bladdered in rather more request. Pails and boxes about 2s. lower.

EGGS.—Trade slow.

CHEESE.—Finest Canadian unaltered. Fine quality at 48s. to 50s. in more request.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

For Christmas

We have now the finest lot of Hams and Bacon we ever had in stock. Nice, small, well-trimmed Hams and delicious English Breakfast Bacon, put up for you in parchment paper, there could be nothing more attractive or more profitable for your Christmas trade.

We have also a very good seller in our English Mince Meat. Although we say so ourselves, it is delicious.

A limited quantity of full cream Canadian Stiltons, about 10 lbs. each, and some very fine Cheddar, either White or Colored.

Let us have your Christmas orders now.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITE

PORK AND BEEF PACKERS,

TORONTO, ONT.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—There is very little change to note in cured meats, an average trade is being met and prices are maintained at about last week's level. Dressed hogs have reacted from last week's decline to $6.25-$6.50 for light weights, but whether or not this is permanent can not be told as yet. Beef is up 50 cents for choice and lamb is also somewhat stronger. Lard remains unchanged. We quote:

Long clear bacon, per lb	$ 0 09	$0 09¼
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	0 10	0 10½
Medium hams, per lb	0 12	0 12½
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 14	0 14½
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 00	19 00
Shoulder mess pork, per bbl	15 00	15 50
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08½
" pails "	0 08¼	0 08½
" compounds, per lb	0 07¼	0 08
Dressed hogs, light weights, per 100 lb	6 25	6 50
" " heavy " "	....	6 25
Plate beef, per 200-lb. bbl	....	10 50
Beef, hind quarters	6 50	8 50
" front quarters	4 00	5 50
" choice carcases	6 50	7 62½
" medium	5 00	5 75
" common	4 50	5 50
Mutton	5 00	6 00
Lamb	6 50	7 50
Veal	6 00	9 00

Butter—Receipts are more liberal than of late, especially of rolls and pound lots, and quality fair. The demand is fairly good for good stuff, but on the whole the market may be said to be dull. We quote:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 19½	0 20½
Dairy rolls, large	0 17	0 17½
" prints	0 18	0 19
" in tubs, best	0 16	0 17
Under qualities	0 14	0 15

Cheese—There is but a fair trade at present in cheese and dealers are puzzled as to the future. Some London advices would indicate a turn to the better after the new year, but there are local dealers who believe the present dullness will continue. We quote:

	Per lb.	
Cheese, large	0 10½	0 11
" twins	0 11¼	0 11½

——

MONTREAL.

Provisions—There has been a further slight decline in Canadian short cut mess pork. At easier prices there is a much more active demand. Prices for lard are firm. We quote:

Canadian short cut mess pork	$18 50	$19 00
American short cut clear	17 50	18 00
American fat back	18 00	18 50
Bacon, Wiltshire, per lb	0 13	0 13½
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierce basis	....	0 07½
Carloads, less	....	0 00½
20-lb. tin pails, tierce basis	.....	
Half-bbls., over tierce	....	0 00½
50-lb. tubs, "	....	0 00½
20-lb. wood pails "	....	0 00½
10-lb. tins, "	....	0 00½
5-lb. tins, "	....	0 00½
3-lb. tins, "	....	0 01

Wood net, tin gross weight—

	Wood.	Tin.
1 to 25 pails	1 68	1 58
26 to 49 pails	1 66	1 56
50 pails and over	1 62½	1 52½

Butter—The greater part of the trading is now confined to the October creamery as the late Fall butter now arriving is not of satisfactory quality. Of this there is not a great quantity of choice goods on the local market, and there is therefore every indication that prices will remain firm. A quantity of Western creamery was offered last week, but we learn this week that the exporters are operating and this means that supplies of Western creamery will be contracted for at least a month or six weeks to come. Nearly all the Eastern creameries have closed down for the season. There is very little dairy butter on the market, the trade being mostly confined to fresh rolls. We quote as follows: Fresh Winter made creameries, 21 to 22c.; finest October and November, 22c.; creamery prints, 22c. to 23c.; dairy rolls, 17c. to 17 1-2c.; dairy tubs, selected, 16 to 17c.; medium, 14 1-2 to 16c.

Cheese—English stocks are said to be diminishing under a good consumptive demand. The local market is quiet but some shipments are still going forward. Prices locally are unchanged. The mild, fresh make is selling at 11c. to 11 -12c.; Summer strong cheese, 12c. to 12 1-2c.

——

Trinidad Provisions.

GORDON, GRANT & CO., writing from Port of Spain, Trinidad, December 3rd, say of provisions: S. C. pork and lard continue to move downwards in sympathy with values in the United States. Loins, ribs, shoulders, tails, etc., of sound quality are saleable at fair prices. Beef is still plentiful with but a limited demand for all descriptions. The last French mail brought 300 firkins butter and should imports continue on this light scale, quotations, which remain unchanged at $12 for favorite brands, ought shortly to improve. Later on in the month there is likely to be a good demand for cheese and hams.

——

The Koran and the Pig.

Cable from London, England, says that the Sultan of Turkey recently instituted a reform which was not prompted by the Austro-Russian scheme. It carried dismay to the hearts of the beauty experts of Constantinople. Abdul Hamid, on learning that a great majority of cosmetics and pomades were mixed with pork and lard, immediately put the royal prohibition upon the sale of such impurity and invoked the command of the Koran bidding the faithful to abjure all things appertaining to the pig. The manufacturers of soap and other toilet articles were notified that only such as were exempt from all suspicion would be acceptable.

Small merchants trading with other countries are buying up all the existing stocks in Turkey at cheap prices.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

Brooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Paper

Wooden Ware
Willow Ware

Walter Woods & Co.

Hamilton and Winnipeg.

Christmas Cheer will be of the whole hearted joyous kind if you advise your customers to drink

Blue Ribbon Ceylon Tea

A pot of this tea will warm the stomach, help digestion and give the body physical ease.

You will notice increased business in other lines if you sell Blue Ribbon.

Push the Red Label Brand. Each Grocer our Agent.

MAGIC BAKING POWDER

every wide-awake merchant handles MAGIC BAKING POWDER the best advertised, most popular, most profitable Baking Powder to handle—

makes
friends
and
customers
for
you—

Ask your jobbers for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. TORONTO, ONT. Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

Right....

That all grocers should know that there are no goods on the market that

Sell at Sight

and yield such handsome profits as those of the

Crown Mfg. Co.

WRITE FOR QUOTATIONS ON:

Crown (H.B.) Fruit Candies
Crown Unfermented Wines
Crown Cordials
Crown Jelly Powders
Crown Catsups
Crown Spices
Crown Chewing Gum, etc.

Crown Mfg. Co.
TORONTO.

INCREASING WAREHOUSE SPACE.

AN example of what energy, business ability and judicious advertising will do is seen in the case of The R. & J. H. Simpson Co., wholesale grocers and tea importers, Guelph, Ontario. Three years ago Messrs. R. and J. H. Simpson thought they saw an opening in the thriving little city of Guelph for a wholesale grocery, and lost no time in getting in to the opening.

Since that time they have built up a very good connection in the fine district surrounding the Royal City, and this last year their turnover has shown a most satisfactory increase.

To meet this growth adjoining land was secured, and a new 45 x 60-foot addition with three storeys and a basement has been erected in the rear of the old warehouse. The new addition is of stone and brick, with convenient entrances at both sides and rear.

This additional room will give the house the room necessary to carrying out some plans under consideration for specializing in certain lines and increasing stock to meet the demands of growing trade.

A representative of "The Grocer," who, on a recent trip to Guelph was shown through the warehouses, found the hands busy arranging the stock in the new addition. The latter, when the final touches are added, will give The R. & J. H. Simpson Co. a stand admirably fitted for their requirements.

NOVA SCOTIA FISHING INDUSTRIES.

ONE of the largest industries of Nova Scotia is the fisheries, and it is an industry capable of great expansion, particularly if developed along modern and progressive lines. Fish are a fine diet, and once the public can be made to realize this, the more popular will they become. A great deal depends upon preparing these goods for market and drawing them to the attention of consumers. Efforts along these lines will probably do a great deal towards increasing the importance of Nova Scotia's fishing industry. It is a pleasure to note that a step in the right direction is being taken by Black Bros. & Co., Limited, of Halifax, who have fitted up a factory at La Have, N.S., and are now putting prepared codfish on the market under different brands—"Halifax," "Acadia," "Bluenose,"—which they are endeavoring to popularize. The goods are very attractively put up and lend themselves well to window display, being very attractive and inviting of appearance. No doubt the people of the West will take an interest in this article, not only because of its dietetic qualities, but because of the fact that it comes from the East. Storekeepers should find it a very desirable article to handle.

THE COFFEE SITUATION.

THOSE who have followed the coffee market during the past few months will have noticed a constant tendency to higher prices. There has been a very strong bullish feeling, particularly in the New York market, and though foreign speculators have been pessimistic in their views as regards the world's crop, the feeling is that the near future will convince them that they are on the wrong side of the market.

Canadian coffee roasters have been forced to make an advance, and though this advance has not been generally adopted, there is not the slightest doubt that coffee dealers and coffee roasters throughout the country will have to enhance their prices.

Henry Nordinger & Co. in their monthly circular succinctly gave expression to the statement that the present crop is less than is required for consumption, which should suffice not only to support present values speculatively, but also to infuse new life and confidence into the trade. Inland buyers have been successful of late years in their policy of abstention whenever sharp price advances took place, and they are, no doubt, now guided by those experiences, but the condition which prevailed then, of a production larger than consumption, is now reversed. A change of policy is therefore fully warranted. We have not only a smaller crop this year than is required by consumption but there are sufficient indications apparent to close observ?rs that the next crop will be smaller still. The September flowering left proportionately few buds on the trees; the November flowering, while more favorable, cannot altogether retrieve the loss already sustained, inasmuch as the trees are not in good shape, and if climatic conditions from now on should be in the least detrimental to the development of the fruit a condition may be created such as has not been witnessed by the trade in many years. We must not forget that prices are still low, nor should we be misled into comparing them with the abnormally low prices of a few months ago, which were brought about by unusual circumstances having no direct bearing on the merits or demerits of the position of the article. The trade in Europe seems indeed to be blinded by the low level then established and has fought the advance continually since; so much so, that important European speculators have sold on our market hundreds of thousands of bags for future delivery, which they will either have to buy back or ship over here

Your Last Chance

It is not yet too late to sort up on any of the lines you may be short on, or have overlooked in the hustle and preparation for XMAS trade. We will make it worth your while to send us your sorting orders. Our stocks are complete and quotations low on any of the following:

Figs, Malaga Raisins, Dates,

ALMONDS, BRAZILS, FILBERTS, PEANUTS, PECANS, WALNUTS,

CURRANTS, PEELS, SULTANAS

SUCCESS has attended our efforts in placing our "DEMI-TASSE" COFFEE on the market. The orders have been pouring in by mail and telegraph. Get in line and order a case of

"Demi-Tasse" Coffee

The handsome Premium CUP AND SAUCER will wonderfully help your sales.

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS, TORONTO.

when delivery time comes around. With all this abstention of the consuming trade, coupled with enormous short sales, our market has advanced about 2c. per pound, and firmly maintains this advance. Is it not natural to conclude that there must be a sound basis back of the buying movement here? This basis is nothing more nor less than the change from over-production to under-production, a change from a period of years of depression to a period of years of recuperation, a change from the seven lean years to the seven fat years for the trade and vice versa of crops. Inland jobbers have allowed their stocks to become reduced. The receipts at Rio and Santos have shown a pronounced falling off of late, in line with the expectations of those who believe that the crop will turn out to be not more than 11-11½ million bags. On the basis of the receipts for past fortnight and calculating on further reductions with the advance of the season we estimate the December receipts at 775,000 bags, against actual receipts of 930,000 same month last year and of 1,036,000 in 1901. Mild coffees—On account of recent reports of a virtual failure of the Java crop we cannot very well expect more than about 3½ million bags of all kinds, exclusive of Brazil's, for 1904-5, against about 4 million the current fiscal year, which is a very important reduction, taken in connection with the still greater decrease of the production in Brazil. The unrest in Colombia over the independent attitude of Panama, supported by the strong arm of the United States, may necessitate some decisive action on the part of our country, an action, perhaps, whereby shipments of coffee might be made impossible from one or more of the Central American States."

This strong report from such authority will no doubt have a tendency to firm up prices in all grades of coffee, and it may be expected that roasters and grinders will shortly advance.

CALGARY COMMISSION HOUSE.

MR. E. NICHOLSON, wholesale commission merchant, Winnipeg, as already announced in "The Grocer," will open a branch of his business in Calgary with the first of the year. Mr. Nicholson has rented for a term of years the warehouse now occupied by Codville & Co., wholesale grocers. He will carry on the spot all lines handled by wholesale grocers, and, in addition, wheat, oats, and flour sacks, twines and hessians, which will be a great convenience to the western trade. It is Mr. Nicholson's intention to sell only to Calgary and western jobbers; his business is purely commission, and his connections in Canada, United States, and foreign points are such as will enable him to sell at lowest prices to the western jobbing trade. Mr. Nicholson considers that Calgary has a great future before it, and has been assured by the Canadian Pacific railway company that it is their intention to build up Calgary as a jobbing point. The new traders' rates issued by the C.P.R. to points, north, east, south and west, bear this out, and is proof positive that it is their intention to make Calgary a large jobbing and distributing point.

Such a house as Mr. Nicholson contemplates opening will be welcomed by the trade in the Calgary district.

NATIONAL LICORICE CO.

Owing to the continued ill-health of Mr. F. P. Scudder, necessitating the relinquishment of his official duties, he resigned the presidency of The National Licorice Co., of New York, on December 8, retaining his membership on the board, the personnel of which remains unchanged. The officers elected on that date and members of the board are as follow:—Adolphe E. Smylie, president; Henry Rowley, vice-president; H. W. Petherbridge, secretary and treasurer; F. P. Scudder, Milton Hopkins.

PROVINCIAL WINTER FAIR AT GUELPH

Impressions Gathered From Inspection of Ontario's Fat Stock.

GUELPH is an agricultural city, and exults in the fact. It nestles under the sheltering wing of the Ontario Agricultural College at just sufficient distance to remove the dangers and temptations of a great city from the rural youths who throng the class-rooms and corridors of the farmers' college, and who can tell you to the fraction of a millegram the chemical composition of a Winter wheat soil, the proper proportions of a well balanced ration, or the "points" which tell in a bacon hog competition. The agricultural interests of the Province of Ontario centre in and revolve around the city of Guelph. It is fit and proper, therefore, that the Provincial Winter Fair and Fat Stock Show should be held in Guelph. The citizens of the Royal City recognize this fact and have taken the show into their bosom. A grey stone

The Prize Winners on Hoof.

annex to the city hall, in the central city square, has been erected, and here, snug and warm, however the storms may rage without, are gathered each December the pick of Ontario's cattle, sheep, hogs and poultry. Here are judged the products of stall, pen, trough and run. Here the stock-raiser is pitted against his rival from perhaps the other end of the province, and his judgment and skill brought to the practical test of results. Here are set the standards for excellence in all lines of stock; the standards which the advance guard in the agricultural ranks are ever striving to improve upon and to which the rank and file are ever striving to attain.

GROWTH OF FAIR.

The show this year is said by old attendants to have excelled all previous years. It certainly excelled anything in the line ever seen by the representative of "The Grocer," who spent a very interesting and profitable day viewing the show from perhaps a little different standpoint than that of any other newspaper man present.

What is the influence of the show on our provision trade, local and export? is the question "The Grocer" young man kept before him. The answer to that question will be evolved in the course of this article.

You enter the show through a lobby which is devoted to all sorts of patent hay forks, cream separators, roller doors, etc., constituting a sort of purgatory through which the faithful must pass before reaching the Paradise of sleek, fat, well-groomed animals, where every prospect pleases and only man is lean. But, on second thought, this can hardly be said, for the sturdy yeomen did not appear to have stinted themselves any more than their cattle.

FAT CATTLE.

And what cattle they were! Near the entry a striking trio caught the eye: curly black fellows, low set, thick, square, blocky animals. They were Galloways, a splendid beef breed with coats that would do credit to a buffalo. All round one recognizes the red and white markings and the stocky well-covered frames of the shorthorns, thoroughbred and grade, the general purpose cattle par excellence, alike for beef or milk. Among so many fine specimens only distinguished merit marks an individual animal out from the ranks, and the judges must have had a difficult task in making their selections. A noticeable feature was the absence of the "monster ox." The cattle were not mountains of tallow, but smooth, well-covered animals, that immediately bring to one's mind the picture of a well-browned roast. Not quantity so much as quality first and quality after seemed to be the lines upon which the cattle men were working. The dairy breeds were also well represented, Ayrshires and Holsteins predominating.

THE BACON HOG.

The swine department was one of great interest to "The Grocer," as evidence of the progress the farmers are making in producing the proper raw material for our export bacon and provision trade. The hog has certainly been slandered. His reputation is unsavory, but without a doubt the hogs at the Winter Fair were unexceptionable. Clean, well-groomed fellows they were; well-built, long, wide across the back, and straight along the side. Indeed, it appears to be good form for an up-to-date hog to be built on the model of a daschund: the longer between fore and hind quarters the better. It was explained by an intelligent breeder that the bacon and hams were the most valuable portions of the hog. It was the aim therefore of the farmer to produce a hog with as much side and ham as possible. The shoulders were not so valuable, and so were of less importance, were it not for the fact that the general vitality of the animal required liberal development and consequent large girth around the heart and other vital organs.

The entries in the hog department were very large, red, black and white in color,

A Glimpse at the Dressed Poultry.

but the bacon type, as above described, was approached to a greater or less degree in almost all the exhibits. The enormous, short-snouted, short-bodied, ridiculously fat hog that used to be common some years ago, was conspicuous by its absence.

SHEEP DEPARTMENT.

The sheep were stationed upstairs, and although the exhibit was not large, the animals shown were fine specimens. A few pens of rather thin sheep with ugly-looking drooping horns, drew considerable attention. "Dorset horns," replied a bystander to a question. "They have two crops of lambs a year." This seemed to be regarded as a very important feature, and with wool at its present low price the lamb crop has a relative high importance.

"think it over, the longer you think it over the truer it will get"

"Quaker" brand

Ceylon Tea

in ½-lb. and 1-lb. leaded packages

is packed on the estate where grown, at minimum cost. Only the finest selected leaves are used to pack this excellent brand of tea.

"Quaker" brand Tea
will make a friend of Thee.

Send for sample and full particulars to

J. A. Mathewson & Co.,

Agents for Canada and Newfoundland.

MONTREAL, P.Q.

FINE POULTRY.

The display of poultry was superb and away ahead of the exhibit at the Dominion Exhibition. The entries were larger and the birds were in the full glory of their Winter plumage. Plymouth Rocks filled a large section, and Leghorns and games magnificent birds—were there in full force. In the turkey class splendid birds were shown, and the geese and ducks were in no way behind. In fancy poultry there was a most creditable showing. Bantams, ridiculous reproductions in miniature of some of the larger breeds, were an interesting line; while foolish looking birds with huge chrysanthemum-like topknots, or with their feathers turned wrong-side out, were sights to attract the curious.

The judging of these various classes of live stock was in itself an education to the Ontario farmers, who crowded the show building from morning till night, but the educational feature of the show by no means end here.

THE BLOCK TEST.

The block test is the final test of a good animal, unless we follow it into the kitchen and dining-room. And to this test went the animals that were entered in the carcass contest. They were slaughtered right on the premises and hung up in the carcass-room.

In the bacon contest the sweepstake prize was won by Mr. J. E. Brethour, of Burford, for the best pen of three of any breed. The accompanying cuts show the prize-winners on the hoof and dressed. This is the sixth consecutive year that Mr. Brethour has carried off this prize. His entry was of a pure Yorkshire strain and were splendid specimens of the bacon type. They were fed on barley meal and weighed from 190 to 195 pounds on the hoof.

As showing the practical educational value of this part of the show it might be mentioned that the representative of "The Grocer" met Mr. Brethour, Professor Day, of the Agricultural College, and Mr. Gunn, of Gunn's, Limited, pork packers, Toronto, along with a number of other gentlemen, many of them farmers just in front of the prize winners. Here the requirements of the bacon hog were discussed from the side of the agriculturalist scientist, the practical farmer and the packer.

The interested auditors asked questions and the answers were illustrated by reference to the carcasses of the prize winners. Mr. Gunn in answer to the question whether he had found any considerable improvement in the type of hog produced by the Ontario farmer, replied that he certainly had. He was of the opinion that the show had done considerable to bring about this result.

Upstairs there was a similar exhibit of dressed poultry. It gave a capital object lesson on how to prepare poultry for the market, both as regards feeding and dressing. The photo published herewith will give an idea of what was on exhibition.

LECTURE FEATURES.

In one end of the building there had been fitted up a very respectable amphitheatre where daily throughout the course of the show, what might be called an agricultural college extension series of lectures was carried on. Here experts on various branches of stock-raising gave talks or carried on discussions on topics bearing on stock-raising. The Hon. John Dryden presided, and made an admirable chairman. Toying nonchalently with his gold-rimmed glasses, he was nevertheless keen to notice any uneasiness on the part of a member of the thickly-packed audience of farmers, and the doubting Thomas

The Prize Winners Dressed.

was encouraged to ask his question or state his objection. The discussions were anything but formal, and points were threshed out pretty thoroughly before the farmers allowed the speaker to escape them, and woe be to the lecturer who showed any hesitancy or betrayed lack of knowledge on his subject. There were keen auditors present who would like nothing better than to trip up a "professor."

IMPRESSIONS.

What is the impression left by the show? Rather what are the impressions? for they are many.

In the first place the impression that forces itself upon one is the keen and scientific interest the farmers are taking in the matter of stock-raising. No longer is farming merely a routine employment. It is a science. The farmer has learned the type of animal which is demanded by the market. He is studying the laws of nature and applying them to produce the type which he has set before him as the ideal. As a result farming has been lifted from the mere humdrum physical plane to that of an intellectual and scientific pursuit.

The result is seen in the farmers themselves. The hayseed type if it ever existed in Canada has gone out of vogue. The typical farmer at the Winter Fair was as well dressed and as well groomed as the city man. There were a no small number of fur-lined coats among the men, and the good wife in it might almost be said in the majority of cases was ensconced in a handsome astracan or Persian lamb jacket. The keen interest taken by the young men was a most encouraging sign in these days when we hear so much of the youth leaving the farm. They were there in force with note-book and pencil, with eyes and ears for everything, and at the lectures where their elders were inclined to combat new ideas, the younger fellows were making note of them in their note-books for later reference or consideration.

A WORD OF APPRECIATION.

A representative of one of the largest grocery manufacturing firms in Toronto, who recently returned from a trip to the Maritime Provinces, says that one can hardly realize the high estimation that "The Canadian Grocer" is held in by the trade in that section of Canada. He describes the reputation that this paper has with the grocery merchants as simply remarkable, and realizes that an introduction through the use of its advertising columns is sufficiently advantageous to be almost a necessity.

APPLES EXPORTED.

The following estimate of the apples exported from Atlantic ports for week and season ending Dec. 12 was prepared by Mr. Fred. Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland	2,157	1,266	....	1,501	4,924
New York	4,773	2,854	507	7,288	15,422
Boston	10,110	537	2,074	....	12,721
Halifax	....	4,512	....	....	4,512
St. John, N.B.	....	....	3,556	2,806	6,362
Week's total	17,040	9,169	6,137	11,595	43,941
Same week, 1902	36,948	22,645	941	7,682	68,216
Season to date	1,108,520	516,675	372,327	401,417	2,398,939
Last " "	973,317	250,922	322,104	153,905	1,700,248

The last cable received from Liverpool, referring to the market of December 9, said:

"51,000 bbls. selling; apples arriving in unsound condition; market has declined further; Baldwins, 10s. 6d. to 14s.; Greenings, 12 to 15s. 6d.; Spies, 9 to 13s.; Russets, 11 to 17s.; Kings, 20 to 27s. 6d."

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Absolutely Pure

THERE IS NO SUBSTITUTE

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

A New Thing
and
A Good Thing

We refer to codfish as put up in our new factory at Laham, Nova Scotia.

It is the cleanest and most inviting fish product that has ever been shown on the Canadian market.

"HALIFAX"
"ACADIA"
"BLUENOSE"

These three brands are worth getting acquainted with.

Every grocer should know them, and should introduce them to his customers.

BE ASSURED THAT IT WILL PAY YOU TO GET INTERESTED.

DON'T YOU THINK IT WOULD BE WELL TO WRITE FOR PRICES.

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HALIFAX, N.S.

A. H. Brittain & Co., Agents, Board of Trade Building, Montreal.

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Ocean Mills, Montreal
Royal Baking Powder Co., New York.

Baskets.
Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Crown Mfg. Co., Toronto.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
Oakey, John, & Sons, London, Eng.
Reckitt's — Gilmour Bros., Montreal.

Brooms, Brushes, Etc.
Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
British Columbia Packers' Ass'n, Vancouver, B.C.
Burlington Canning Co., Burlington, Ont.
Johnson, C., Gardiner & Co., Vancouver, B.C.
Todd, J. H., & Son, Toronto.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Duck, Geo. H., Toronto.
Hull & Sharpe, Calgary, Alberta.
Nicholson, E., Winnipeg.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Stegg, M. G., & Co., Toronto.
Steele, M. B., Winnipeg.
Thomas, J. P., Quebec, P.Q.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Toledo Computing Scale Co., Toledo.

Condensed Milk and Cream.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

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Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Educational.
Central Business College, Stratford.

Financial Institutions.
Bradstreet Co.

Fish.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.

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Greig Mfg. Co., Montreal.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Force Food Co., Buffalo, N.Y.
Keen, Robinson & Co., London, Eng.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont.

Foreign Importers.
Kessel, F., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

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Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Chaput L., Fils & Cie., Montreal.
Clemes Bros., Toronto.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Hudon, Hebert & Cie., Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Chaput, Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Hudon, Hebert & Cie., Montreal.
Jonas, Henri. & Co., Montreal.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

Holly.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everest, Toronto.
White & Co., Toronto.

Honey.
Castle, F. J., Co., Ottawa.

Interior Store Fixtures, Trucks, Etc
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.

Jams, Jellies, Etc.
Greig Mfg. Co., Montreal.
Jonas, Henri, & Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Napoli Macaroni Co., Toronto.

Manufacturers' Agents.
Patrick, W. G., & Co., Toronto.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Mustard.
Colman, J. & J., London, Eng.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Peels.
Batger's—Rose & Laflamme, Montreal.

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Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Hudon, Hebert & Cie., Montreal.
Laing's, Dr.—W. G. Patrick & Co., Toronto.
Lees & Langley, Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.
Turner, James, & Co., Hamilton

Polishes—Metal.
Oakey, John, & Sons, Montreal.

Polishes, Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont

Powdered Lye.
Gillett, E. W., Co., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canada Brokerage Co., Toronto.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Sodas—All Kinds.
Winn & Holland, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

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Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Sugar Refining Co., Montreal.
Imperial Maple Syrup—Rose & Laflamme, Montreal.

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Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Lumsden Bros., Hamilton and Toronto.
Mathewson, J. A., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

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Woods, Walter, & Co., Hamilton.

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Chaput, L., Fils & Cie., Montreal.
Dominion Brewery Co., Toronto

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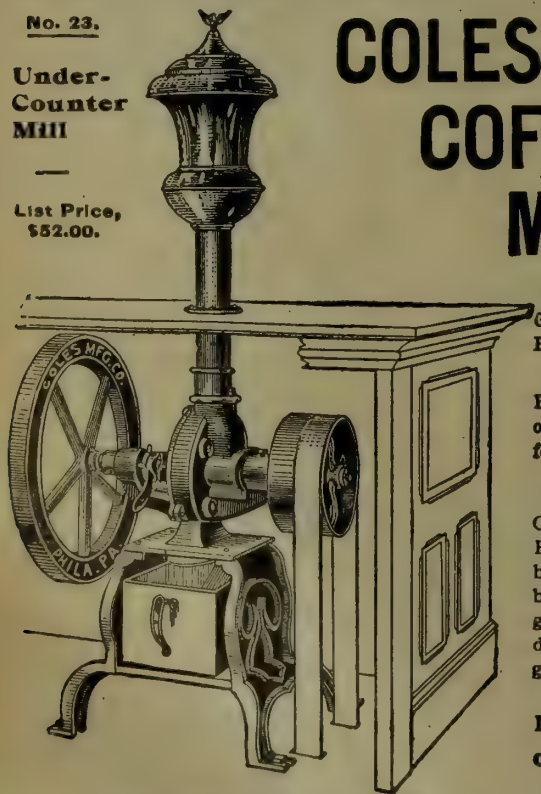

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THE GREAT CANADIAN FARMER.

CIVILIZATION is largely a process of increasing our wants. Every century, every decade, every year sees the transformation into necessities of luxuries and the discovery and use of luxuries before undreamed of. The laboring man of to-day demands and receives as the necessities of life what were regarded as luxuries even by those of royal blood a century or so ago. Progress is on every hand and never so evident as at the present day. The complaint is often made that we are living too fast. Whether the matter is just cause for complaint or no the fact remains. This fact must be recognized by the merchant who wishes to keep abreast of the times.

This is particularly applicable to our country merchants who cater to a large extent to the farming trade. It can not have escaped those of them who have been on the alert to note the signs of the times the higher standard of comfort that is being set by the farmers of Canada. The well-to-do farmer is now as well dressed, lives very often in a finer house, and sits down to a more bountiful table than his brother of the town and city.

In the account of the Provincial Winter Fair in another column, attention is drawn to the handsome furs worn by the agriculturist at the fair and the general smart and up-to-date appearance especially of the younger generation. The very best information from Western Canada is to the effect that there also the farmers want none but the best class of goods not alone for wear but for all uses.

The time when the country and the country town was the synonom for backwardness is passed and the country merchant who wishes to head off the best of his trade from the neighboring city has to keep in close touch with the very latest goods in all lines demanded by his customers.

In no department is this more applicable than in the matter of groceries. People are content to eat fat pork—when they can't afford anything more palatable, but with the accumulation of wealth consequent upon the clearing up of the country and the late good times with the farmers has developed more discriminating taste and now the merchant who caters to this custom is bound to get the best of the trade and keep it.

Say what we will the farmers are the backbone of this country. When they are prosperous the whole country is prosperous. The recent fat years have resulted directly in the prosperity we are now enjoying. The farmers as a rule have now plenty of ready money and are ready to spend it for first-class goods. It is the duty of the grocer to keep a finger on the agricultural pulse and be ready to anticipate every demand as it arises.

THE VALUE OF STAMPS.

THERE is a deal of value that we throw away every day because we do not recognize it or because we consider it too insignificant to deserve attention. For instance cancelled stamps are often of value that would astound one who has never interested himself in the pursuit of the stamp collector. The following clipping from a daily exchange shows what the little adhesive pictures are sometimes worth:

At a sale of rare stamps recently by Messrs Glendinning & Co., London, a New Brunswick 1s violet, with light cancellation, fetched £3 17s. 6d., and a Nova Scotia 1s., used, lightly penmarked, £4 7s. 6d.

What good are they? you ask. Simply they satisfy the acquisitive passion of some human being who has made the subject of his desire these interesting little bits of Government paper rather than the larger greenback variety of Government paper the majority of mankind prefer to accumulate.

But however that may be stamps have a value and sometimes a high value and for that reason the country merchant who has been in business any number of years may not be unlikely to have a not inconsiderable stock of valuable stamps still adhering to their original envelopes stored away in a barrel in the garret that have not seen the light of day for years. Perhaps unesteemed in a dark corner of the safe or stored away with legal documents in the strong box are stamps that would repay looking up.

The quest for stamps is in itself an interesting pastime and some disagreeable Winter afternoon when trade is dull time might be spent worse than looking over the old files and papers with an eagle eye for the elusive stamp.

It will do no harm to go over the old letters anyway. The writer recalls the case of a country merchant looking over some old letters and finding fifty dollars the returns for a consignment of butter which he had entered up replaced in the envelope and entirely forgotten.

It is not promised that a stocktaking of old letters will always yield a reward of fifty dollars, but the experiment is worth trying.

THE MERCHANT WHO LOSES TRADE.

BE adaptable as well as active if you would have your business active and profitable. The story was told the other day of a retail merchant who is discouraged and is thinking of selling out his business. Thirty years ago he established himself in a good business stand and opened an attractive store, or one that was then considered attractive. By dint of honesty and fair dealing he won the confidence of the public and built up a fair business. He is still honest, still industrious, and yet in the "growing time" he finds that trade is dull and his customers are leaving him one by one. He can not account for it himself and he is so thoroughly discouraged that he wants to quit. What is the matter?

Although the merchant may not see it himself the explanation is apparent even to the casual observer. The store was a good one thirty years ago, but the trouble is that it has done nothing more than mark time in the interval. It is just as good as it was thirty years ago, but it is no better. The business ideas and methods of thirty years ago are the only ideas and methods which the proprietor puts into practice now. The store has not kept up with the times.

Three decades have seen a revolution in store methods. Think of the multiplicity of devices for the display of goods which have been produced during the last few years. The up-to-date merchant knows that he can not afford to be without them, that they soon sell sufficient goods to pay for the initial cost, and that at all events if his business rival has them he must have them also. In the store in question the old-fashioned methods of display are still followed. That is to say, there is little or no display. The goods are hidden away in drawers, and there is little to suggest their presence. Many lines are nowhere in evidence and to find out whether the merchant has them in stock it is necessary to inquire. Few people will now take the trouble to do so.

In this store also can still be seen an example of the little old-fashioned windows with which stores were provided in the days before window dressing became an art, in the days before it was recognized that the character of a store is judged by the degree of excellence of its window displays. While his rivals have remodelled thir stores or built new ones, and have put in modern plate glass windows into which it is possible to enter conveniently from the rear the merchant in question has made no changes. The character of the window is such that it is almost impossible to dress it. It is a neck-breaking adventure to get into it and his window display has remained unchanged so long that as appearances go it might be the first display which he made 30 years ago.

In methods and standards of store lighting there has also been a revolution. The poorly-lighted store was nothing uncommon a few years ago, but times have changed and such a store would now repel customers. The modern progressive store is a blaze of light. In this respect also, the merchant in question failed to keep up with the times.

Did he advertise? He did, but his advertisements were changed less frequently even than his window displays. Moreover they were all of one style. "John Smith carries a full line of merchandise. Everything in stock from a needle to an anchor." The card was never changed, and its benefits must have been infinitesimal.

It is not necessary to give further illustrations. The lesson is self evident. If a merchant would make money he must not be afraid to spend it. The store that is always behind the times can not be expected to prosper. It may cost money to keep up with the times, but to fall behind spells stagnation and ruin. Parsimony in business is poor economy.

CHRISTMAS PRESENTS.

THE giving of presents at Christmas is in the case of the grocer, a delicate matter. There are some customers to whom the grocer feels he would like to show his appreciation in this way, but at the same time he feels that he may possibly offend others by omitting a like attention. As to giving presents indiscriminately, that becomes a mere hold-up. There are some people so devoid of self-respect that they actually demand a Christmas present from the grocer and will wait till they get it, as they often do to get rid of them rather than from any good will.

"It has just come to this," remarked a grocer, the other day, "that, what with calendars, Christmas presents, and the extra help, and long hours required, the Christmas trade don't pay. There is nothing it it."

That there is considerable truth in this, is the greater pity. A Christmas gift which is not freely given by the donor with as much pleasure as it is received by the recipient is nothing more or less than "graft" in an odious form.

What is to be done about it? The Toronto Retail Grocers' Association passed a resolution and had it inserted in the city papers that they were not going to give presents this year. Of course there was no intention of carrying out this resolution. It could not be done, but it gave a lever for turning down insistent and impertinent beggars which the Toronto grocers thought would be not invaluable.

This by no means solves the problem and the man who can suggest an effective escape from this custom will place merchants generally under a lasting obligation. It is unreasonable and unjust that the grocer should work harder and longer when everybody else are enjoying the holiday season to the end that he should dissipate his profits in distributing presents to gentile beggars.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

A new line of fine English plum pudding is offered to the trade by The Greig Mfg. Co., Limited, Montreal. It is put up by The "Kkovah" Jellies Co., and packed in 1-lb. and 2-lb. self basins. This is the first shipment that has been imported into Canada, and is on a par with the high-grade goods sent out by the "Kkovah" people. They are well known in England and command a large sale in that country. Buyers should communicate with The Greig Mfg. Co., Limited, Montreal, sole agents for Canada.

The Eby, Blain Co., Limited, are quoting new California prunes at very attractive figures.

Hudon, Hebert & Cie, Montreal, have received into store a carload (620 cases) of Blanke's celebrated "Faust" brand high-grade coffees, whole or ground, in 1-lb. or 2-lb. tins. They have been appointed exclusive agents for the Dominion of Canada. Freight prepared on all orders of 96 lb. and over to any railway station from Halifax to Vancouver.

McWilliams & Everist have received this week a car of Southern California Rose brand oranges. The stock is fancy and well colored.

The Eby, Blain Co., Limited, have arriving this week a car of fine cohoe salmon, which at their quotation is particularly good value.

H. P. Eckardt & Co. are offering special value in brooms, to retail at 25 and 30c.

L. Chaput, Fils & Cie, Montreal, offer a bargain this week in 1902 Canadian figs. Price is 50c. per tap. This price should clear them out rapidly.

The Eby, Blain Co. have a snap in skinless codfish in 100-lb. cases.

The Edwardsburg Starch Co. report very good business in small packages of syrup. They are pleased to state that they are in a position to fill all orders for both 25 and 38-lb. pails.

Buyers of Elemne figs should get quotations from H. P. Eckardt & Co.

L. Chaput, Fils & Cie, Montreal, report arrival into store of 50 bales of Mayette Grenoble walnuts. The prices at which these are offered are interesting.

H. P. Eckaret & Co. are selling choice and fancy California seeded muscatel raisins in 16-oz. pkgs. at very low prices.

A carload (500 boxes) of choice Golden Hallowee dates are in store with L. Chaput, Fils & Cie, Montreal. Quality is the finest seen for years.

PERSONAL MENTION.

Mr. E. H. Betts, Ballinafad, Ontario, has succeeded his brother, Mr. F. W. Betts, in the general store business at that place. He reports trade good in his locality.

Mr. S. W. Ewing, of S. H. Ewing & Son, wholesale teas, spices, etc., Montreal, is laid up ill at his home. From the nature of the illness it is not expected that Mr. Ewing will be able to resume his duties for some weeks.

A visitor to Montreal is Mr. J. Lockhardt Watt, of Messrs. J. L. Watt & Scott, Toronto. Mr. Watt is also a senior member of the firm of Watt, Scott & Goodacre, of Montreal. Both these houses are recognized among the leaders of importing houses, representing, as they do, some of the large Mediterranean and foreign fruits, as well as British and continental firms.

Mr. J. F. McGovern, of the New York branch of Thos. Lipton, has just returned from a trip through the Eastern Townships in the interest of Lipton's teas and coffees. He reports very satisfactory business in Sherbrooke, which city, outside of its business activity, impressed him by its natural beauty and location for manufacturing concerns. Mr. J. D. Poulin, representative of Laporte, Martin & Cie, Montreal, the Canadian agents for Lipton's teas and coffees, made a good running mate, and business had to come their way.

Mr. George C. Lloyd, manager grocery department at Scroggie's, the large Montreal departmental store, is a subscriber to and close reader of "The Canadian Grocer," and acknowledges with candour the great pleasure and interest he derives from perusing it. Mr. Lloyd, who was assistant to Mr. Hower, manager of The Robert Simpson Co., Limited, Toronto, before taking charge of Scroggie's grocery department, is an experienced, wide-a-wake, and up-to-date grocer, and even on the look-out for modern ideas of interest to his trade, and full of originality himself. Scroggie's grocery department is in good hands.

A GOOD OPENING.

The readers attention is drawn to an advertisement in this paper under Business Chances, which offers a most profitable opening in one of the best and largest wholesale produce companies in this country.

A NEW TEA PROPOSITION.

AMONG the recent callers at the Toronto office of THE CANADIAN GROCER were Mr. Eugene Rosedale and Mr. J. A. Curtis, of New York, representing the tea and coffee interests of Sir Thomas Lipton.

Mr. Rosedale tells THE GROCER that after an up-hill fight the coffee-drinking Americans are taking hold of Lipton's teas in a most encouraging manner.

The Lipton Co. are now turning their attention to Canada, and an aggressive campaign is being begun. Laporte, Martin & Cie., Montreal, and The Canada Grocers, of Toronto, have been appointed agents for the eastern and western districts respectively. Mr. F. H. McGowen will look after the interests of Lipton's with Laporte, Martin, in Montreal, and Mr. J. A. Curtis with The Canada Grocers, in Toronto.

The retailers are being seen as rapidly as possible, and a rather novel proposition presented to them. In order to introduce it into Canada, with every initial order of 50 pounds of tea 10 pounds of Lipton's special 35 cent coffee is given absolutely free.

The tea is put up in half-pound and pound packages. These packages are square, and made of tin. This is the only tea put up in tin packages and presents a very handsome appearance.

Mr. Curtis informs THE GROCER that he has met with great friendliness on the part of the trade so far he has yet got around.

CORNWALLIS VALLEY.

Mr. M. G. DeWolfe, of Kentville, N.S., writes THE GROCER in an optimistic mood from the Nova Scotia apple district. "The valley is in good shape," he says; "there was a grand apple crop. It was a sight to see the orchards, and we had a chance to drive two parties of the Empire Congress to Wolfville via Cornwallis. It was a snap for our Board of Trade. The delegates admitted it was a big surprise to see such quantities of fruit."

A CORRECTION.

In THE GROCER of last week it was stated as coming from The R. Greig Mfg. Co. that "Kkovah" jellies in Halifax were catching on. This should have read, "The Greig Mfg. Co., Ltd., Montreal," who ask us to state that they are the sole agents for "Kkovah" jellies and other "Kkovah" specialties; also, that they are sole manufacturers of "Greig's" and "Crown" brand flavoring extracts.

The Most Profitable Fiscal Policy For Every Grocer, Points This Way

12 Million Packets Sold Annually

Whatever may be the outcome of the Fiscal controversy now occupying so much attention throughout Great and Greater Britain, there can be no question on this continent as to the wisdom of every grocer selling and pushing the Best Revenue-Producing Brand of Tea upon the market to-day, "SALADA" Ceylon Tea, for the reason that---

It is the best possible value that capital, experience, and enterprise can produce, resulting in a steady growing resistless demand that ensures you a fair, actual and protected profit, and gives satisfaction unbounded.

Black, Mixed or Natural Green } **Sealed Packets Only.**
☞ Samples and Wholesale Terms on enquiry, TORONTO or MONTREAL.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Groceries.

Toronto, Dec. 17, 1904.

WHOLESALERS' report this week that business is contracting as Christmas approaches, and is now largely confined to sorting up orders, especially for dried fruits, nuts and other Christmas specialties. The business for the year will be practically wound up when this reaches the reader, as the travellers come off the road on Tuesday and will remain off to the beginning of the year. Payments are reported from fair to very good. In the lists given below the only changes of price of importance are in coffees. Canned goods are firm and unchanged. A rise in vegetables is prophesied by an authority who should be in a position to know. Coffees, as above indicated, are still advancing and exhibit a firm tendency in that direction. How far they will rise is a question. There is no feature to report in spices. Syrups and molasses are higher in New Orleans but unchanged here. Things are dull in rice and tapioca, while tea has shown no particular activity for the past week. Dried fruits, as for some weeks past, absorb the attention of the trade, although business is largely confined to sorting orders. In sugar there has been a further decline in raws in the United States but no change as yet in refined either there or here. The local demand is very fair considering the season.

CANNED GOODS.

The situation is unchanged and prices remain firm. From a good authority it is learned that an advance in vegetables is not unlikely early in the new year. There is a steady market for fruits, the demand being fair for this time of the year, although a large demand can not be expected till later, when the household supplies have been exhausted. Meats are very quiet. We quote:

Apples, 3's		0 80
" gallons		2 20
Asparagus		3 50
Beets, 2's		0 90
Beets, 3's		1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	1 00	1 10
Cherries, red, pitted, 2's		2 20
" white		2 40
Peas, 2's	0 87½	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's		0 95
" gallon		2 50
Rhubarb, 3's		1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's		1 00
Tomatoes, 3's		1 05
Lobster, talls		3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes		1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s		0 15
" ½'s		0 23½
" Sportsman ¼'s		0 14
" ½'s		0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies		1 00
Kippered herrings, domestic		1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

COFFEES.

The market is still strong with an upward tendency. New York is very bullish, and some profess to be looking for 10c. coffee. Arbuckle's have advanced their coffees fully 2½c. above three months ago. Mild grades are very strong and selling well. Wholesalers are not in the market to any extent, but a very fair demand from retailers is being filled. We advance several quotations as below. We quote:

	Per lb.	
Green Rios, No. 7		0 08½
" " No. 6		0 08¾
" " No. 5		0 09
" " No. 4		0 09½
" " No. 3	0 10½	0 11½
Mocha	0 21	0 25
Java	0 22	0 35
Santos	0 11½	0 14
Plantation Ceylon	0 26	0 35
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 15½	0 23

SUGAR.

There have been further declines in raw sugar for week under review, sales having been made of Cuba centrifugals for January shipment at 2 5 32 C. & F. New York, which would be equivalent to 3 1-2, duty paid, should the Reciprocity Treaty take effect. Refiners are buyers at a further 1-32c. decline, or, say, 2 1-8c. C. & F., but the market has assumed a steadier tone and there are no sellers under 2 5-32c., at which price about 25,000 bags have just changed hands. It is understood that fully 100,000 tons Cubans for January shipment have been p,aced thus far. Sales of sugars on spot and afloat have been light, about 15,000 bags centrifugals from other countries changing hands on basis of 1 15-16 C.I.F., which is equal to 3 5-8c., duty paid, these sugars paying the full duty. The foregoing quotations record a decline of 1-16c. for the week on January shipments, but maintain former quotations for December delivery. European markets have fluctuated between 8s. 5¼d. and 8s. 4½d. for basis 88 per cent. December shipment, closing at the latter figure, showing no change from last week's quotations. Cable received from Mr. F. O. Licht, Magdeburg, dated December 15, reads: "No change in the situation." There are no sugars afloat from Europe to the United States. The market may be called a nominal and waiting one, pending settlement of the Cuban Reciprocity question which is at present under discussion in the Senate at Washingson, and the vote is probably being taken on same as this is being written. Grinding of new crop has commenced in Cuba, and there are five central factories working as against four last year and eleven in 1901. There have been no receipts at shipping ports yet, and exports of old crop have temporarily ceased, the stock in the Island remaining at 122,000 tons against 60,597 last year. Combined stocks of United States and Cuba are 5,262 tons less than this time last year. Combined stocks of Europe and America at latest uneven dates were 2,430,791 tons, or 156,329 tons increase over same period last year. The statistical position at United States Atlantic ports shows little change, meltings being 24,000 tons, or 2,000 tons less than previous week, while receipts were only 22,387 tons, thus reducing stocks by 1,015 tons to 98,771 tons, of which refiners are holding about 80,000 tons, or slightly over three weeks' supply. The New Orleans campaign is nearing the end, and the total crop will probably be not much, if any, over 200,000 tons. Cable from Cuba indicates a probable crop for next campaign of 1,200,000 tons. There are no changes to record in the refined situation, and there are no particular indications for the immediate future, though some United States refiners are believed to be now selling freely, and this is regarded as a favorable sign. However, there are those who believe that prices will be fairly maintained for the balance of the year, and the same feeling seems to prevail in local circles. Our prices remain as below, and the demand is very fair for the season. We learn that the Dresden beet sugar factory has completed its operations for this season. We quote:

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb. "	4 68
St. Lawrence granulated	4 13
Redpath's granulated	4 13
Acadia granulated	4 03
Berlin granulated	4 03
Standard granulated (Wallaceburg)	4 03
Crystal granulated (Wallaceburg), 1902	3 93
Imperial " (Dresden)	3 98
Beaver " (Wiarton)	3 98
Phoenix	3 98
Bright coffee	3 83
Bright yellow	3 78
No. 3 yellow	3 73
No. 2 "	3 53
No. 1 "	3 43
No. 1 " (Wallaceburg)	3 43
No. 1 " (Berlin)	3 43

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

New York advices report the market dull and featureless, there being neither buyers nor sellers in large amounts. No cable advices of interest have been received or any changes of consequence reported. Pepper, cloves and cayennes are actively higher for futures again, but no reflection of this has as yet appeared on the local market. The wholesale trade report a fairly good seasonable demand of a sorting character, but the great mass of business for the year has been transacted. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

From New Orleans comes intelligence that molasses is tending upward in con-

sequence of an anticipated shortage, while syrup is held firm. Locally a fairly good active demand is reported with no change in prices. We quote :

Syrups—	
Dark	....
Medium	0 30 0 32
Bright	0 35 0 37
Corn syrup, bbl., per lb	.... 0 02¾
" ½ bbls., "	.... 0 02¾
" kegs "	.... 0 03
" 3 gal. pails, each	.... 1 30
" 2 gal. "	.... 0 90
" 2-lb. tins (in 2 doz. case) per case	.... 1 90
" 5-lb. " (in 1 ") "	.... 2 35
" 10-lb. " (in ½ ") "	.... 2 25
" 20-lb. " (in ¼ ") "	.... 2 10
Molasses—	
New Orleans, medium	0 23 0 30
" " ½ bbls	9 25 0 32
" open kettle	0 45 0 50
Barbadoes	0 47½ 0 50
Porto Rico	0 38 0 42
Maple syrup—	
Imperial qts	.... 0 27½
1-gal. cans	0 95 1 00
5-gal. cans, per gal	.... 1 00
Barrels, per gal	.... 0 75
5-gal. Imp. brand, per can	.... 4 50
1-gal. " per case	.... 5 10
½-gal. " "	.... 5 60
Qts. " "	.... 6 00

RICE AND TAPIOCA.

There is little doing in these lines at this season of the year. The demand is reported light, while prices remain unchanged from previous quotations. We quote :

	Per lb.		Per lb.
Rice, stand. B	0 03¾	Sago	0 03½ 0 04
Patna	0 05 0 05½	Tapioca	0 03¼ 0 03½
Japan	.... 0 07	Carolina rice	.... 0 10

TEAS.

Teas are quiet, although prices are firm. The demand all along the line is light. Ceylons and Japans, however, are rather better inquired for. In London there is little change in the situation. Complaint is made of the unattractive quality of the Indian coming forward. The same may be said of the Ceylon, a good deal without point or cup quality coming on the market. These facts are considered responsible for the recent dullness. China also has been dull. The last letter from Japan, dated November 26, reports the market almost closed, the only transactions reported representing small business for pressing requirements only, while no apparent depression has been observed owing to the scarcity of suitable stocks. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12 0 60
caddies, Paking, Kaisow	0 19 0 50
Indian—Darjeelings	0 35 0 55
Assam Pekoes	0 20 0 40
Pekoe Souchongs	0 19 0 25
Ceylon—Broken Pekoes	0 36 0 42
Pekoes	0 27 0 30
Pekoe Souchong	0 17 0 35
China Greens—Gunpowder, cases, extra first	0 42 0 50
" half-chests, ordinary firsts	0 22 0 28
Young Hyson, cases, sifted, extra firsts	0 42 0 50
" cases, small leaf, firsts	0 35 0 40
" half-chests, ordinary firsts	0 28 0 38
" " seconds	0 23
" " thirds	0 16 0 18
" " common	0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28 0 32
" seconds	0 18 0 19
" half-boxes, firsts	0 28 0 32
Japan—½ chests, finests May pickings	0 38 0 40
Choice	0 33 0 37
Finest	0 30 0 32
Fine	0 27 0 30
Good medium	0 25 0 28
Medium	0 21 0 23
Good common	.... 0 20
Common	.... 0 19

Foreign Dried Fruits.

Saturday cables indicate a firm market at advance for Grenoble, Bordeaux and Marbot walnuts. The market for Valencia raisins is firm. Sultanas are unchanged. Choice qualities of the latter are very scarce and prices decidedly firmer. For lower grades it is thought that prices have certainly touched bottom, and a reaction is not improbable with the turn of the year. Indeed, recent advices say that if vines, as is not unlikely, give indications with the first of the year of a moderate yield for next Summer, prices will be pushed up several points. A cable received Tuesday advises an advance of 1p. on last quotations for Comadre figs. Prunes are quiet, houses buying cautiously. The latest California reports would indicate that lower prices are not warranted by conditions in view of the small fruit crop in Europe, the shortage of apples in the Eastern States and the small crop of both prunes and apricots in California. Wholesalers report a very fair sorting trade still doing in Mediterranean dried fruits for the Christmas trade. Figs and dates are well inquired for. California evaporated fruits and prunes, however, are dull. Demand for nuts is active, and for shelled very active. The same applies to peels. We quote :

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06½ 0 07
" selected	0 07 0 09
" selected layers	0 08 0 09½
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	.... 0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards	0 07½ 0 09½
Sairs	0 04½ 0 04¾		

PRUNES.

	Per lb.		Per lb.
100-110s	.... 0 04	60-70s	0 07 0 07½
90-100s	0 04½ 0 05	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	.... 0 03¾	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

NUTS

Walnuts, Grenoble, per lb	0 12
" Marbot "	0 10
" Bordeau "	0 09
" shelled, new, "	0 25 0 27
Almonds	0 11½
" shelled, new, per lb	0 25 0 27
Filberts	0 09½ 0 10
Brazils	0 14
Pecans	0 14
Peanuts	0 09 0 10
Hickory nuts, per basket	0 65 0 75
Cocoanuts, per sack	4 00
Jumbo hickory nuts, per lb	0 08
Italian chestnuts, per lb	0 10

Country Produce.

EGGS.

Eggs are becoming more and more scarce. Storage and pickled stocks are rapidly growing lower, and the supply of fresh laid has no immediate prospect of increasing. The demand keeps firm, and prices have therefore an upward tendency. From what can be learned there is prospects of still greater scarcity before there is an improvement. We quote :

Eggs, strictly new laid, per doz	0 30
" selected, per doz	0 26 0 27
" cold storage per doz	0 22 0 23
" pickled, per doz	0 20 0 21

WHITE BEANS.

There is no particular feature of interest in the bean situation just at present. An ordinary demand is being met with and prices are maintained at present quotations. We quote :

Beans, mixed, per bush	1 25 1 50
" prime, "	1 60 1 75
" handpicked, per bush	1 80 1 85

HONEY.

A rather better inquiry for honey is recorded this week. Supplies are quite ample, however, and the prices show no alteration. We quote :

Honey, extracted clover, per lb	0 07 0 08
" sections, per doz	1 50 1 75

DRIED APPLES.

The export trade in dried apples is dull. Foreign buyers are not asking for quotations, and it looks like as if we would have a falling market after the first of the year. The frost, which nipped many apples in the orchards before they could be barrelled, resulted in many apples being dried which otherwise would have been sold green. We quote :

Apples, dried, per lb	.... 0 04½
" evaporated	0 06 0 06½

POULTRY.

The poultry market shows a stronger feeling this week, especially in turkeys, for which there is in some quarters anticipated a famine for Christmas. Others, however, think the increased price will bring out ample supplies. In any event turkeys are away up and other poultry are firm in sympathy. We quote :

Chickens, live per lb	0 07 0 08
Old hens " "	.... 0 05
Ducks " "	0 08 0 09
Turkeys " "	0 11 0 12
Chickens, dressed, per lb	0 10 0 11
Old hens, "	0 06 0 07
Turkeys, " "	0 15 0 16
Geese, " "	0 08 0 09
Ducks, " "	0 10 0 12

Fish.

There is a brisk market for most lines of fish. Supply is good and demand fully up. The cold snap and the holidays are expected to put up the price of oysters shortly, but no change has occurred as yet. Frozen fresh water herring are now on the market. We quote :

Whitefish, frozen, per lb	.... 0 09
Trout, frozen, per lb	.... 0 09
Herrings, fresh, per lb	.... 0 07
British-Columbian salmon, frozen, per lb	.... 0 12
Halibut, frozen, per lb	.... 0 12
Perch, per lb	.... 0 05
Mackerel, frozen, per lb	.... 0 10
Haddock, per lb	.... 0 07
Cod, per lb	.... 0 08
Tullibees, per lb	.... 0 06
Gold eyes "	0 04½ 0 05
Finnan haddies, per lb	0 08 0 09
Bloaters, per box	.... 1 25
Oysters, standard, per small pail	.... 4 05
" selects " "	.... 4 65 4 95
Fresh-water herring, frozen, per lb	.... 0 04½

Green Fruits.

The cold snap has had a detrimental effect on the fruit trade, necessitating the use of refrigerator cars for the Christmas fruit to leading points and express for lesser points. The fruit, however, is arriving in good condition, and orders are numerous. Florida oranges are showing considerable waste owing to the rains. Southern California navels have just arrived. They are fine fruit. Mexicans are large and cheap. Valencias arriving this week are in light supply. Prices show no very radical change. We quote :

Jamaica oranges, per bbl	.... 4 50
" " per box	2 50 2 75
Florida " per box	.... 3 50
California navels, per box	3 00 3 50
Mexican oranges, "	2 35 2 50
Messina lemons, new, per box	2 75 3 00
Florida grape fruit, per box	5 00 5 50
Florida pineapples, per crate	4 00 4 50
Bananas, large bunches	1 75 2 25
" small bunches	1 25 1 40
Apples, per bbl	2 00 2 50
Almeria grapes, per keg	5 50 6 50
California grapes (Emperor), per crate	3 50 3 75

Foreign Preserved Table Delicacies

FOR THE HOLIDAY SEASON.

Hickmott's Golden Crown Asparagus, 2½-lb. square tins, cases 2 doz	$3.50	per doz.
Hickmott's Signature Brand White Asparagus Tips, 1-lb tins, cases 2 doz	3.00	"
G. W. Dunbar's Sons' Fresh Dwarf Okra, 3-lb. tins, cases 2 doz	2.25	"
Barataria Fresh Dwarf Okra, 3-lb. tins, cases 2 doz	2.10	"
Griffin's Stella Brand California Fruits, 2½-lb. tins.		
Standard Apricots	2.50	"
Yellow Crawford Peaches	2.75	"
Bartlett Pears	2.90	"
White Cherries	3 25	"
Dittman's Russian Caviar, ¼ tins, cases 5 doz.	5.25	"
G. W. Dunbar's Sons' Barataria Dry Prepared Shrimps.		
1-lb. tins, cases 4 doz.	1.40	"
1½-lb. tins, cases 2 doz	2.60	"
Barataria Ready Lunch Shrimps, pickled.		
1-lb. tins, cases 2 doz.	1.25	"
2 lb. tins, cases 2 doz.	2.50	"
Brand's Aromatic Mixture for Mince Pies, Plum Puddings, Bride Cakes, Negus, Mulled Wine, etc.	3.50	"
Brand's Herbaceous Mixture to Savoury Potted Game, Pies, Patties, Galatine, Stuffings, Farced Meats, Civets, Soups, etc.	3.50	"
Van Camp's Macaroni and Cheese ..... 2-lb. tins, cases 2 doz	2.40	"
Van Camp's Hominy ..... 3-lb. tins, cases 2 doz.	1.40	"
Van Camp's Sauer Kraut, cooked ..... 3-lb. tins, cases 2 doz	1.40	"
Van Camp's Assorted Soups ..... 1-lb. tins, cases 4 doz.	1.10	"
Sportmen Sardines, cases 100 x ¼ club tins	13.00	per case.
Hazard's Burnt Onion Sauce, 4 oz. bottles, cases 1 doz.	3.75	per doz.
Bishop's "Fleur-de-Lis" Preserves, glass jars, cases 1 doz.		
Strawberries	5.00	"
Cherries	5.00	"
Figs	5.00	"
Biscayan Guava Jelly, glass jars, cases 2 doz.	3.75	"

HEINZ'S 57 VARIETIES of PICKLES and CONDIMENTS.

Crosse & Blackwell's : Of these we carry the largest stock and assortment in Canada.

HUDON, HEBERT & CIE,

Wholesale Grocers and Wine Merchants,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

Not

Yet too late

to order a stock of Xmas Confectionery. Take up the matter with us by correspondence if more convenient.

Our goods are the most satisfactory of any made in this country.

We also make "Quaker" Marmalade.

McGregor - Harris Co.,
Limited
33 Pearl St., TORONTO.

TOBLER'S
SWISS MILK CHOCOLATE
is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS
WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

Butter Eggs
Poultry Game
CORRESPONDENCE SOLICITED.

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Florida tomatoes, per crate	4 50
Cranberries, Jersey, per bbl	9 25
" Budd's longkeepers, Cape Cod, per bbl	10 50
Limes, per case	1 25
Holly, per case	4 50

Vegetables.

The vegetable market is rather dull. Potatoes are dearer and scarce owing largely to the cold weather. Sweet potatoes are advanced upwards of 50c. Imported cucumbers are now on the market at $1.25 to $1.75 per dozen. California celery is selling at $5 for large case and $2.75 for small. We quote :

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 75
Potatoes, per bag		0 90
Potatoes, per bag, car lots	0 75	0 80
Sweet potatoes, per bbl	4 25	4 75
Onions, per basket	0 30	0 40
Onions, per bag	1 25	1 40
Spanish onions, per crate		1 00
Spanish onions, large cases		2 50
Bunch lettuce, per doz. bunches		0 30
Radishes, per doz. bunches		0 50
Brussels' sprouts, per bush		1 00
Mushrooms, per lb.	0 60	0 75
Mint, per doz bunches		0 20
Parsley, " "		0 20
Beets, per bush		0 40
Carrots, per bag		0 50
Parsnips, per bag		0 60
Vegetable marrows, per doz	0 40	0 75
Celery, per doz	0 25	0 60
Butter squash, per doz	0 75	1 25
Hubbard squash, per doz	0 75	1 50
Pumpkins, per doz	0 75	1 25
Yellow turnips, per bag		0 35
White turnips, per bag		0 50
Oyster plants, per doz	0 20	0 30
Leeks, per doz		0 30
Sage, per doz		0 10
Savoury, per doz		0 10
California celery, large case		5 00
" " small case		2 75
Artichokes, per bush		0 75

Seeds.

The late threshing has brought out a lot of alsike and red clover seed, and buyers are not particularly anxious to buy, even at prices as below reduced. First-class seed, especially good large purple red clover will bring slightly better than quotations. We quote :

Red clover, per bush	5 25	6 00
Alsike "	4 50	5 75
Timothy, per "	1 10	1 35

Grain, Flour and Breakfast Foods.

GRAIN.

Winter wheat is offering more freely but demand is slack. Manitoba wheat No. 1 hard is ½c. firmer ; No. 1 and No. 2 northern is ½c. easier ; red and white wheat are ½c. easier respectively. Oats are ½c. easier. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	0 92	0 92½
" " Northern No. 1 " "	0 87½	0 88
Manitoba wheat, " No. 2 " "	0 85½	0 86
Red, per bushel, on track Toronto	0 78½	0 79½
White " " "	0 79½	0 80½
Barley " " "	0 44	0 48
Oats " " "	0 30½	0 31
Peas " " "	0 65	0 66
Buckwheat " " "		0 47
Rye, per bushel, " " "	0 56	0 57

FLOUR.

The market continues good with last week's prices unchanged. We quote :

Ontario patents, per bbl	3 80	4 05
Hungarian patents "	4 30	4 50
Manitoba bakers "	4 00	4 15
Straight roller, "	3 50	3 60

BREAKFAST FOODS.

The market for breakfast foods is quieter than last week. Our quotations are :

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 50
" " " " in wood	3 90
" " " " for broken lots	4 00
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 25
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

The market is a little stronger this week and will likely be up to the old mark again by the first of the year. Tallow is down ¼c. this week, which is the only change in the quotations. We quote :

HIDES.

No. 1 green, per lb		0 07½
" 2 " "		0 06½
" 1 " steers, per lb		0 08
" 2 " " "		0 07
Cured, per lb		0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive		0 09
" " " 2 " " "		0 07
" " " 1 15 to 20 lb "		0 08
" " " 2 " "		0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins		0 80

WOOL.

Unwashed wool, per lb	0 09	0 16
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb	0 17	0 19
" " extra "	0 20	0 21
Tallow, per lb	0 04½	0 04¾

QUEBEC MARKETS.

Montreal, Dec. 17, 1903.

Groceries.

INQUIRY among the jobbers as to condition of trade elicits comforting information, taking every aspect of business into account general satisfaction is expressed as to the volume of trade as well as outlook. The only feature that is complained of at all is the one ever with us, custom of cutting prices, and little discrimination seems to be used in this respect. Why grocers should desire to give away a fair profit is hardly explicable, there is business for all at a profit, and volume of trade should be the result of business energy, up-to-date methods and liberal treatment of the retail trade—the millenium is far off as yet. Tea brokers and dealers report very quiet business in all lines, cable offers on green Ceylons continue to be declined abroad. Sugars are quiet and little doing, business continuing on a hand-to-moth basis. Mixed molasses have been the subject of some discussion lately, and it is claimed that the mixing is done in this market and not in New York or at point of origin. The fact is apparent, however, that there is mixed Barbadoes sold here thought in not large quantities, dealers and handlers of Barbadoes as a rule are careful on this point and none of the mixed is bought in preference to the genuine article. Syrups are in good demand for small package goods, this style having commended itself to both retailer and consumer. In canned goods the circular issued last week by the Canadian Consolidated Canners' Co., on the subject of poultry and canned meats goods, is appreciated, and in some quarters sarcastically. One jobber intimated to your correspondent that the canners must have a humorist on its staff in thus sending out instructions to the trade with the privilege of allowing the members of the trade to buy their canned meats elsewhere, without losing the rebate. "Where do they suppose we can buy our turkey, chicken, etc. now, after restricting us to their product? If they cannot buy their supplies, where do they suppose any other packer can? Funny, isn't it?"

Coffees are again firmer and the day is not far distant when prices must ad-

1842 1904

To

Our Customers

and

Many Friends

We Wish

A Merry Xmas

and

Most Prosperous

New Year.

May our relations be as cordial as in the past.

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS,

IMPORTERS OF TEAS, COFFEES, WINES AND LIQUORS,

MONTREAL, CANADA.

vance. Several of the largest American coffee dealers have already advanced their prices from 1 to 3c. per lb. Local spice men are holding prices firm on all lines. Foreign dried fruits locally are in good demand, heavy business being done in raisins, nuts, figs and dates. A scarcity is reported in shelled almonds of the better grades. Shelled walnuts firm with higher prices asked for future deliveries. No change in Velencia raisins, latest advices from Denia report stock in first hands to be limited. Sultanas show an advance of from 1s. to 3s. per cwt. Currants unchanged. Dates are quoted very low and 4 to 4 1-2c. seems to be the jobbing price. In green fruits lemons are 25c. box easier. Malaga grapes advanced 25c. to 50c. a keg. California navel oranges are coming in. Apple shipments are light as usual at this end of the year. Rice and tapioca are dull and little doing. Fish business is very good, all kinds in good demand. Western fish are receiving more attention on account of the lower prices prevailing at this season. Vegetables are quiet, potatoes especially so during the week.

Information is given below as to the stock of eggs on hand at the principal centres. As will be seen, the report confirms the remarks in these columns from week to week as to the scarcity of eggs. Prices are now rapidly soaring as buyers anticipate a famine. In beans there has been a sharp advance for No. 1 hand picked. Higher prices are paid for this grade owing to the poor quality of this season's crop. The situation in honey is unchanged. Comb and buckwheat honey continue scarce and in good demand. Rolled oats are firm with an upward tendency. Prices are likely to advance with the new year and retailers would make no mistake if they commenced to stock up. Pot and pearl barley are still very hard to obtain. High prices for hides have atracted large shipments and prices have declined in consequence.

SUGAR.

The condition of the sugar market shows no change from last week's report. Business is still of a hand-to-mouth character. New York market in raw cane is reported easier, while refined sugar is quiet. We quote:

Granulated, bags and bbls	$4 05
" ½-bbls	4 20
" bags	4 00
Paris lump, boxes and bbls	4 60
" " ½-boxes and ½-bbls	4 70
Extra ground, bbls	4 45
" " 50-lb. boxes	4 65
" " 25-lb. boxes	4 75
Powdered, bbls	4 25
" 50 lb. boxes	4 45
Domino lumps, boxes and bbls	4 50
" " ½-boxes and ½-bbls	4 60
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2 "	3 45
No. 1 " bags and bbls	3 30 3 35
Raw Trinidad	3 10
Trinidad crystals	3 15 3 20

SYRUPS AND MOLASSES.

Trade in both lines is somewhat on the quiet side. The feature of mixed Barbadoes molasses being sold in this market as has been referred to in this section lately, has caused some discussion among jobbers and importers. It has been said that the molasses arrived mixed, and it is also claimed that the mixing was done here by certain jobbers. While we are unable to locate the mixer the fact still remains that mixed molasses has been sold here at from 3 to 4c. per gallon under legitimate pure Barbadoes. We quote:

Barbadoes, in puncheons, old	0 39
" new	0 42 0 43
" in barrels	0 42½ 0 44½
" in half-barrels	0 43½ 0 45½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02½
" ½-bbls	0 02½ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEAS.

Business in teas has dropped off very materially during this week and there is no feature particularly noticeable of interest to the trade. Offerings continue to be made for low grade green Ceylons, but as has been the case for some weeks none are obtainable. Japans are very quiet and little trading will be done until after the turn of the year. We quote:

Good to medium Japans	0 17½ 0 20
Fine to choice Japans	0 23 0 26
Ceylon greens	0 14½ 0 18
Indian greens	0 16 0 19
Japan style China congoes	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common "	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian "	0 11½ 0 20

COFFEE.

The local situation in coffee is strong and roasters and grinders from all appearances must soon advance their prices. New York reports indicate strong market and the larger coffee roasters have advanced their prices from one to three cents per lb., according to the quality. We quote:

Good cucutas	0 09 0 09½
Choice "	0 11½ 0 12½
Jamaica coffee	0 08 0 10½
Java	0 17½ 0 22

SPICES.

The situation still remains unchanged and the tone in all kinds is very strong with the possible exception of nutmegs. Local spice men are holding all grades firm. We quote:

Nutmegs, per lb., as to size	0 40 0 60
Penang mace, per lb., as to quality	0 70 1 00
Pimento, ground	0 18 0 20
Cloves	0 20 0 25
Pepper, ground, black (according to grade)	0 18 0 24
" " white	0 27 0 29
Ginger, whole Cochin	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 12 0 18
" " African	0 12 0 13
Ginger, ground Japan	0 15
" Cochin	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14
Cassin	0 14 0 16

RICE AND TAPIOCA.

There is practically nothing new to report in either of these lines, trade being on the quiet side, and this not the season for consumption of these goods. We quote:

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50

In 10-lb bag lots an allowance of 10c. is made.

CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½

In the open territory prices are about 10c. less

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25
mp. Glace Patna	4 50
Japan Glace	4 50
"Crystal Japan	4 75
Polished Patna	3 87½
Indian Bright	3 50
Java Caroline	3 50
Lustre	3 75
Snow Japan	4 87½
Japan Ice Drips	5 25
Tapioca, medium pearl	0 02½ 0 03
" seed pearl	0 03 0 03½
" flake	0 09
Imported Italian	0 08
Fancy Head Carolina	0 10

CANNED GOODS.

Trade is reported very quiet. There is nothing to report from the jobbers and it is not expected that much trading will be done until the Lenten season, or until consumers' home supplies are used up.

A circular has been received by the jobbing trade from the Canadian Consolidated Canners' Co. stating that owing to the difficulty experienced by them in securing poultry they are unable to fill their orders. Jobbers are in consequence at liberty to purchase their requirements of canned meats such as chicken, duck, turkey, etc., from other sources without suffering a loss of rebate. The association claim being able to deliver only about 10 to 15 per cent. of their orders. This concession will no doubt be appreciated by the jobbing trade. We quote:

Tomatoes	1 05
Corn	1 00
Peas	0 87½ 1 40
String beans	0 82½ 0 85
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 40 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67½
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 40
Sugar beets	0 90 1 00
Salmon, pink	0 90 0 95
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00

FOREIGN DRIED FRUITS.

In foreign dried fruits a scarcity is reported in shelled almonds of the better grades. Shelled walnuts are firm at the recent advance with higher prices asked for, for future deliveries.

Valencia raisins, ordinary, show no change in prices. Latest advices from Valencia report stock of raisins in first hands very limited. There is scarcely more than sufficient to supply the holiday demand. The market in sultana raisins shows an advance from 1s. to 3s. per cwt., according to quality. There is no change to report in currants. They are still offering at old prices and there is little or nothing doing. The first tide shipment of dates via London are now due. It is hoped shortly to be able to anounce the date of the forthcoming

SPEAKING OF FOODS.

"WHEN the Food consumers of the United States and Canada rebelled against many of the 'Ready-to-Eat' foods which were being placed upon the markets by concerns who had not built a reputation by announcing their goods to the public, the question arose of appointing an intelligent and experienced person to protect the interests of the housewives whose duty it is to purchase the family food supplies. This movement resulted in the election of "Sunny Jim" by a unanimous vote of more than two million people who gave him the title of 'The Food Censor.' He accepted it for their health's sake.

"He is the greatest food man in the world and his word is taken as an authority on this subject, because he has made a life study of the food problem and he has solved it too. Evidence of this statement is handed to 'Sunny Jim' each business morning by the Buffalo postmaster in the form of complimentary letters from nearly every state and province.

"His main offices are located in Buffalo. His largest mills are also there. He has another one at Hamilton, Ontario. He is selling more 'Force' now than he ever did before, and those who buy 'Force' say that it is the quality of the food alone which induces them to buy it. A good product coupled

with judicious advertising and fair play to the grocers make his proposition the strongest in existence."

The above will give you an idea of how the Press is interested in my work.

Out of the 8,000 grocers who read my advertisement in the last issue of THE CANADIAN GROCER, only one of them doubted the fact that my Canadian mail is as heavy as I said it was. For his benefit and for all those who think the same way, I have reproduced a few of the postmarks taken from Canadian letters received within the last day or two. All of these letters come from people who are interested in the "Force" spirit and those who eat "Force." Any grocer who has not applied for my buttons or booklets, I shall be pleased to send some upon request.

I also have a new supply of booklets. They are invaluable trade builders for grocers. Send for some.

Supplying "Force" advertisements for grocer's announcements in the local papers is one of my hobbies. It's so easy for me to do this and the ads. sell so much "Force" that I write them without charge to you. Send for some.

Yours truly,

Sunny Jim

Buffalo, U.S.A.

(To be Continued.)

Your Food Stock is incomplete without "FORCE."

YOU MIGHT AS WELL

have some of the trade that is now going to the milk dealer; let your customers know that they can get condensed milk unsweetened. So many consumers are unaware of this, and those who do not take sugar in their tea or coffee never think of using condensed milk, because they are unaware that they can get it unsweetened.

"JERSEY BRAND"

Evaporated Cream contains no sugar.

W. G. A. LAMBE & CO., Agents.

passing being considered satisfactory for the season. We quote:

Manitoba spring wheat patents	4 60	4 80
" strong bakers'	4 30	4 50
Winter wheat patents	4 25	4 35
Straight rollers	3 80	3 90
Extra	3 60	3 70
Straight rollers, bags	1 85	1 90
Extra, in bags	1 70	1 75

FEED.

The tone of the market for feed is easy owing to increased offerings for which the demand at present is limited. We quote:

Ontario bran, in bulk	16 50	17 00
" shorts	19 00	19 50
Manitoba bran, in bags		17 00
" shorts	19 00	19 50
Mouillie	23 00	28 00

CORNMEAL.

Trade continues quiet at unchanged prices. We quote:

Gold dust, bags	1 80	1 90
" bbls	3 90	4 00
Ordinary, bags	1 40	1 45

ROLLED OATS.

The market continues steady with an upward tendency. An advance in January is predicted. We quote:

Rolled oats, in bbls	3 75	3 80
" " in bags	1 75	1 80

BARLEY.

Pot and pearl barley continue scarce and difficult to obtain. We quote:

Pot barley	1 85
Pearl "	2 85

Baled Hay.

The market is still quiet and steady. There is an upward tendency in New York, but unless there is a considerable advance export trade can not be carried on with profit. A few lots are going to Great Britain. We quote:

No. 1 timothy	10 00	11 00
No. 2 timothy, choice	9 00	9 50
No. 2 timothy, ordinary	8 50	8 75
Clover, and clover mixed	7 00	8 00

Ashes.

The market is steady and recipts are small. We quote:

First pots, per cwt	5 95	6 00
Seconds		5 55
Pearls, per 100 lb	7 00	7 25

Hides.

The high prices prevailing on the local market for some months back have attracted the attention of country shippers and receipts have been very large. Stocks have become so heavy that prices have declined. We quote:

No. 1 beef hides	0 08½	0 09
No. 2 "	0 07½	0 08
No. 3 "	0 06½	0 07
Lambskins		0 75
No. 1 calfskins		0 10
No. 2 "		0 08

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Dec. 14, 1903.

THE wholesale grocer is now looking forward to stocktaking and is buying from hand to mouth. Quite large stocks are held. The Fall and holiday business has been large but all shipments have been made and the balance of trade, till the holidays will consist of small sorting orders. The retailer reports business good. There have been few years when the laboring man and the mechanic have had such steady work at good wages. This is a good foundation. The jobber, perhaps, has not had so good a year, as in many lines there has been a falling market.

We started the month with beautiful Winter weather, but at the time of writing our snow is gone. It means much to trade whether we regain it.

The very large export business which passes through St. John in the Winter for the United Kingdom, has, during December, been the largest yet. St. John also does a large export business to the West Indies. This Fall a large quantity of stuff has been shipped and the market has proved favorable. This is particularly true of potatoes. Some St. John shippers have also sent quantities via Halifax.

In burning oil the market continues very firm at the high price, and shows no change this week. Lubricating business for Spring begins to have attention. Values are very firm. Linseed will rule low, turpentine is quite high and firm. Fish oil is scarce.

Salt—The Winter port boats seem to prefer to bring English coarse salt during the early weeks of the season as general freights are larger later. Rather over sixty thousand bags came here during the season and already local importers have received over fifteen thousand bags. Prices keep quite firm.

In canned goods business is rather more quiet. The trade expect soon to be importing American tomatoes. The market there is quite firm. Oysters are quite high this season and the outlook is for higher prices once the packing season closes. Salmon are still being received. Spring and cohoe fish are chiefly sold. Blueberries are in fair supply. While in domestic sardines pack is light some are still held in first hands. Clams are rather scarce.

Green Fruit—First shipments of Valencia oranges are to hand. Each lot arriving shows rather lower cost. Jamaica which are largely bought in Boston for this market, are quite low. Apples are plenty. In spite of the large Nova Scotia crop some Ontario fruit is here. Lemons are plentiful and quite low.

In dried fruit dealers find shipments of dates are late. Prices are rather lower than quoted for first arrivals. Some late shipments of Malaga seeded raisins which are here look much better than the earlier goods. In California prunes low prices are quoted. A fair stock is held. The shipments of Valencias have been larger than was expected. Trade is well supplied in all dried fruit except perhaps peels. Evaporated apples show just a fair business. In onions the market is somewhat dull. This line suffered from poor American stock being brought here. In nuts prices have been low and the quality of goods received better than for some years. Peanuts tend higher.

In sugar values are unchanged, the agreement made with the refineries by the larger part of the wholesale trade to handle only Canadian sugars has caused several dealers to import foreign sugar who did not previously handle this line. The manufacturers also chiefly handle foreign.

The molasses held here is chiefly Porto Rico and is held largely by one party. The market is quite firm. New Orleans, which had begun to come in quite freely, has advanced.

There is a better supply of fresh fish but still not enough to have much effect on prices. Finnan haddies have been moving west in large quantities. The market is firm at a small decline from the highest point. The shipping of frozen smelt from the north shore has been very large this month. Good prices have been obtained. As yet no frozen herring or cod have been seen here. Very few herring are expected. In smoked and pickled herring full prices continue, though demand is not large. Dry fish are quite firm.

There is a large sale here of Manitoba flour, it grows with the high price of Ontario grades. Values are unchanged. Oatmeal is not a large seller and is rather easier, as are oats. Cornmeal continues quite low. Beans seem rather higher. The scarcity of barrels in the west has effected business. Barley and peas are scarce. In yellow eye beans the market has been quite bare, but a car is expected.

Because of the large lumber interests here, the sale of barrelled pork and beef is a large factor in trade. In order to compete with Boston and local packers at least one Chicago house now carries stock here. The market seems easier. Compared with last year, values are low. Pure lard which has continued to drop off in price during the past month is still easy. Fresh meats are low. Pork being lower here than at other parts of Canada. Beef is very plentiful. Lamb sells freely at even figures. There is a fair demand for veal at good prices.

Cheese is reported rather easier.

In eggs higher prices rule. We have to depend on Prince Edward Island for our supply.

Butter is quite plentiful but for best stock full prices can be obtained. It is always in light supply.

Gilbert Bent & Son have a car of yellow eye beans to arrive. Supply is very light and market has been quite bare for some time.

MANITOBA MARKETS.

Winnipeg, Dec. 14, 1903.

COLD, clear weather, bright sunshine, good sleighing, all conditions favorable for a heavy holiday trade. Trade in all seasonable staples is excellent, but in addition there is an enormous trade in holiday goods. Christmas shopping has started in fully ten days earlier than last year when it was a week earlier than in 1901, so that in this respect there is a marked improvement. Wholesale houses report that the class of goods called for is better than ever before and they have had difficulty in supplying the demand in some lines.

A noticeable feature of the trade this season has been the increased demand

for olives, chutnies, mango pickles, stuffed mushrooms, expensive varieties of cheese, nuts and dried and candied fruits. An anamoly offered is a "French made plum pudding" and English plum puddings are meeting with an extensive sale.

So far as staple groceries are concerned a careful review of the list shows absolutely no change from last week. Pretty well all the stocks are now in, a few lines being still delayed and every house has of course its own specialties.

The green fruit situation has improved since last week in that the country customers who were so incensed over the new regulation about buyers assuming all the risk on fruit shipped during the Winter and some firms that had cancelled orders renewed them. Fruit men report their stocks coming in very well and that all seasonable lines will be in full supply for the holiday trade. Prices generally are about the same as last year.

Eastern poultry is not yet in, so that it cannot be talked about. It is rumoured that dealers here have experienced difficulty in getting all the supplies they wanted. The domestic receipts are in about the same positon as last week. Chickens and turkevs are in limited quantities and generally poorly fed and poorly dressed. Geese and ducks are abundant and very well fed and put up.

Preparations are underway for the decoration of the market, always an important feature of the holiday trade in Winnipeg. This year the market has been repainted throughout and when all the evergreens and colored decorations and elctric lights are in place it will look like the larder of fairyland.

Last year the mutton for the Christmas trade nearly all came from the east, this year it is coming from the ranches of the west and a very fine lot of sheep they will be.

Christmas beef is talked of and will soon be on view in the stalls. In fact every class of business has but one end in view and that is the Christmas trade. The city is full of goodfellowship, labor is well employed and though rents and fuel are high, people are generally in good spirits.

The grain trade is in the rut that usually follows the close of navigation and trading all week has been very light. It is doubted by many of the dealers if there will be any revival of trade until January and possibly not then. There is a hand-to-mouth business being done and that is all.

Country members who have been operating on the Winnipeg Exchange are leaving for home and the Exchange is beginning to have a deserted and sleepy air.

Notes.

Mr. Hugh N. Baird, manager for Richardson & Co., of the Grain Exchange, leaves on the 24th instant for Montreal where he is to be married on the 2nd of January.

Mr. Jim Black, who was lately transferred from the Winnipeg office of the Ogilvie Milling Co., to the head office in Montreal, is also slated for the role of bridegroom during January.

Mr. A. S. Lock, secretary-treasurer of the wholesale grocery firm of Foley, Lock & Larsen, was the recipient of a handsome cabinet of silver during the week from the staff of the house. Mr. Lock is one of the bachelors marked for a benedict before the year is out.

The time to sell **Clark's Meats**

is ALL THE TIME

60 VARIETIES

Something to suit all seasons.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

...a Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

BRITISH COLUMBIA MARKETS.

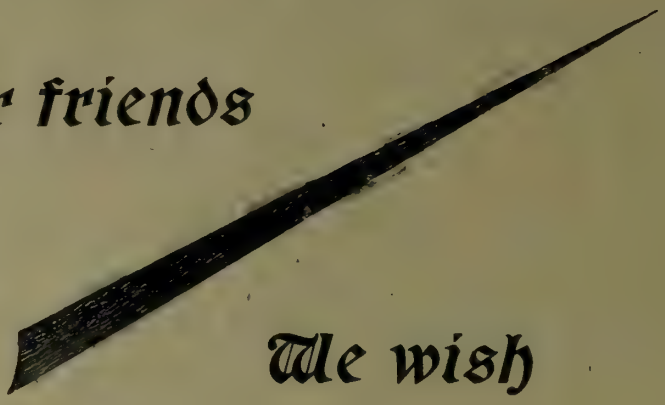
Vancouver, B.C., Dec. 12.

THE peculiarity of Christmas trade in Vancouver as exemplified by the business being done at the present moment is that the people do not buy until the eleventh hour. The wholesale trade has been bringing forward stocks suitable for Christmas demands, for months past. The retail trade, partly stimulated by the preparations made for them by the jobbers are pretty well stocked.

But the goods do not move. It is a fact to-day that the retail grocery business is quieter than it was a month ago. Of course every merchant is looking for a good trade, and there is no reason at all for the business to fail. The last moments will be busy. The Christmas trade will all be done with a rush. As one business man said the other day in talking of the peculiarity of Vancouver's Christmas purchasing: "I remember last year seeing more than one instance where housekeepers were buying their raisins, currants, candied peel and what not at 10 o'clock on Christmas eve. Their Christmas plum pudding would be made on Christmas morning. That was not the way of the housewives of a generation or two ago. They made their preparations long ahead."

But it is a tribute to the service which the purchasing community gets. There is such a certainty that the articles required may be secured at a moment's notice that the public have gotten into

To all our friends



We wish

a

Merry Christmas

and

a

Prosperous New Year.

Incidentally/

As you may require some Holiday Goods, such as Raisins, Currants, Figs, Dates, Wines, Liquors, etc., if you write us, or wire or telephone us, **at our expense,** we will ship your requirements immediately.

LAPORTE, MARTIN & CIE.

MONTREAL, P.Q.

RUN!

no risk by selling your lady customers extracts that you're not quite sure have sufficient ***Strength, Purity*** and ***Richness*** to make their cooking a success. If you make this mistake you lose prestige—(you are likely to lose a customer)—just because you sacrificed *"quality."*

The Superior Quality

of

JONAS' FLAVORING EXTRACTS

appeals to the taste of every lady who is at all particular about her cooking. Their great ***Purity—Richness—Strength*** is unequalled, and therefore good cooking is the result of their being used.

With Jonas' Flavoring Extracts it is

"Quality First—Last—Always"

Ask your Wholesaler for them, or send direct to

HENRI JONAS & CO.,

MONTREAL.

P.S.—Send to us for your *Olives—Salad Oils—French Capers—Truffles*—all good sellers at Christmas time.

a hand-to-mouth style of buying. They never buy a day ahead. And it is having its influence on the retail men. (It was a wholesale man who spoke.) The retail merchants not knowing ahead what the requirements will be depend on the wholesale houses to provide them at short notice whatever their customers may order. Thus it is that the wholesale trade is so well stocked. It is safe to say that no other wholesale centre in Canada has better wholesale grocery stocks.

The first stocks of Christmas poultry were received this week direct from Eastern Canada. The shippers were Dundas & Flavelle Bros., of Lindsay. The goods were received by P. Burns & Co., and were exactly the same as put up by the eastern packers for the English trade. In fact it was "Export" stock as the markings on the packages showed. It came forward in cold storage and as Burns & Co. have cold storage equipment in their premises, the stock should be in good shape.

Most of this first shipment will be absorbed by demand of local trade before the Christmas holiday season begins. Other lots are, however, on the way and other dealers have also large stocks already moving. One firm had last year to hire a tug especially to get its Christmas orders round to various points in time for the Christmas day deliveries. This was because of the C.P.R. freight service falling down. This year the same firm is taking time by the forelock and has its cars ordered ahead. In fact they are now on the road.

Prices for Christmas poultry are high and holding firm. The fixed quotation from Seattle for turkeys is 28c. there, and with freight and duty the price laid down in prohibitive. But it tends to hold the market here very firm. Add to this, advices from the east of higher prices and the chance of cheap turkey for Christmas fades away. A peculiarity of the market is that the price for the lot of eastern poultry, mentioned above puts chicken at even higher prices than turkeys. Fowls, as the older birds are classed, are cheaper.

The price of fresh eggs has fallen somewhat. To an easterner not used to our climatic conditions, this might seem a rather premature change in the market quotation, as in the east the price will not be less for strictly fresh laid, for some months. But here it is different. The climate of the coast is such that the younger birds, last season's raising, and even the older stock, are through the moulting season and now in condition to lay. The mild weather makes it more favorable for egg production. Price is now only 50c per dozen. The pickled stock is bringing about 22 to 23c. per dozen. Any small stocks of fresh eastern case eggs bring from 28 to 30c. as to quality.

Butter is not showing any particular new feature. Local creameries have kept up the quantity of their deliveries beyond the usual figure for this season. Prices are firm and not changed.

Fruit is at a standstill so far as changes show. There is no new stock coming in. The local B. C. apples still supply the market. In oranges, there are a few California goods coming forward, the movement being somewhat stimulated by the coming of Christmas trade. But the demand is light, almost nil. The little Jap orange is still king of the market. The quantities of this fruit now on the market are enormous, every steamer bringing more, so that the surplus never is worked off. The Empress of India arriving on Thursday morning, brought another big consignment of several thousand boxes. Shipments as far east as Calgary have been large for the first time since this fruit began to come on the market here. Several lots of a carload at a time have been sent out, one or two for Calgary in bulk and the rest for distribution.

Mr. D. Mowatt, of the Western Canadian Fish Co. left this week on a four weeks' trip through the Northwest and Manitoba. He is selling the cured fish products of his company. They include the first halibut successfully cured and bricked similar to cured codfish, and also the first Behring Sea black cod to be cured and put on the market from Vancouver. The firm is establishing a big business and can supply the whole of the west with their goods.

CORRECTION!

In our advertisement in "The Canadian Grocer" of December 11, a printer's error was made.

Advertisement Read :—

1,000 Cases G & S. Evaporated Peaches, 48 x 1 lb. cartoons..... 9c. lb.

90 Boxes California Seeded Raisins, Choicest Quality, 16 oz. packages.

Should have read :—

1,000 Boxes California Seeded Raisins, Choicest Quality, 16 oz. packages.

90 Cases G & S. Evaporated Peaches, 48 x 1 lb. cartoons..... 9c. lb.

L. CHAPUT, FILS, & CIE.

MONTREAL, P. Q.

—appearances go a long way

and the appearance of **Chase AND Sanborn's Coffee** tins in your store indicates to your customers that you are selling the **VERY BEST COFFEES** that can be grown or that money can buy.

Chase & Sanborn,

Importers, MONTREAL, P.Q.

GREIG'S

"WHITE SWAN" BRAND

PREPARED

COCOANUT

In installing our new Cocoanut plant no expense has been spared in having every detail up-to-date in every single particular.

Then too, this department is in charge of workers whose long and successful experience in preparation of Cocoanut for the Canadian trade is warrant of the quality being made.

The Cocoanut is packed in barrels, pails, boxes, tins and packages, and lowest prices are guaranteed.

We cordially invite inquiries, and samples will be cheerfully sent on request.

THE ROBERT GREIG CO., Limited, TORONTO.

Don't Forget

There are many things you should not forget to include in your Christmas Fruit Supply. But here we mention only Cranberries. It's very important that you have a supply. They make a very popular Dinner Sauce, and will be in demand. We'll fill your order with Fancy Stock, per barrel, $9.00 to $10.00; per case, $3.15 to $3.50.

25-27 Church St., Toronto.

McWILLIAM
Mc. AND E.
EVERIST

'Phone Main 645-3394.

The
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

Xmas Anticipations

Oranges—All kinds.
Lemons—New Messinas.
Nuts—All varieties.

PRICES RIGHT.

Address just . . .
CLEMES BROS.
TORONTO.

GREEN FRUITS

California Fruit Trade.

TOTAL shipments of deciduous fruits from California this season have been 7,495 cars, compared with 7,122 cars during last season, says New York Times. The importance of New York as a distributing centre can be understood when it is noted that 1,500 cars came to New York. Chicago ranked next with about 1,300 cars, and Boston was third with 750 cars. Minneapolis took 420, Philadelphia 295, St. Paul 267, Pittsburg 276, and the rest were scattered through a long list of cities in lots of 100 cars or less. New York's purchases are practically all consumed in or very near the city. Formerly all of this class of fruits consumed as far away as Buffalo, Montreal, and Boston were distributed from New York. Now the distributive system includes these cities, and New York gets only what can be consumed here. It is better for consumers, but New York dealers complain bitterly of the competition thus created.

In the varieties of fruit shipped, pears take the lead. Statistics compiled by the transportation companies show that the fruits run about this way: Pears, 2,011 cars; peaches, 1,777; grapes, 1,033; plums and fresh prunes, 1,473; cherries, 245; apricots, 222; apples, 359; quinces, 10; nectarines, 2; figs, 2; persimmons, 2.

During the past few years the market for California deciduous fruits shipped fresh has expanded very rapidly. In the United States it includes 125 eastern cities. This year shipments to foreign countries began on an extensive scale, and one large firm established an office in London to attend to the receipt, sale, and forwarding, throughout England and on the Continent, of the deciduous fruits which a few years ago could not be carried 50 miles with safety. Now they are shipped 3,000 miles across the American continent, transferred to the holds of steamships, and sent 3,000 miles across the Atlantic, and arrive in prime condition. Proper picking, scientific packing, and perfect refrigeration have accomplished this.

The principal difficulty in shipping is the irregularity of the transportation service. Fruit scheduled to arrive at a certain destination Thursday or Friday may be delayed so it will not reach there until Saturday, which means that it cannot be sold until Monday. Any other fruit but that grown on California soil would spoil; but the solid, well-filled fruits from there seldom show much decay after such an experience. The exhaustion of the ice between icing stations will frequently cause more damage than a delayed sale. A great deal has been done to facilitate the movement of fruit trains across the continent, but there are numerous junction points, and lay-overs are inevitable. One road inaugurated a fruit schedule which made almost as fast time as passenger trains, but gradually the advertised speed was lost and it finally degenerated to the usual fruit train speed.

For the past four years shipments of deciduous fruits from California have been: 1903, 225,000,000 pounds; 1902, 200,824,000 pounds; 1901, 187,350,000 pounds; 1900, 182,374,000 pounds.

About two-thirds of the deciduous fruits shipped from California are distributed through auction markets. The organization of growers and packers known as the California Fruit Distributors has established auction rooms in all the large cities and many of the small ones. At these points the fruit is handled almost exclusively through these auction rooms. It is maintained that prices obtained in these auctions are fairer to growers and purchasers alike than prices made between receivers and buyers. At first the trade objected, but finally accepted the auction system as the proper one, and now everything is handled in that way.

Handling Bananas.

AN American fruit company has adopted a newly-invented and efficient device for unloading bunches of bananas. The capacity of each machine is 15,000 bunches an hour. Before this invention was installed the fruit was unloaded by stevedores, and the highest attainable speed by that system was 1,200 bunches an hour, while the handling resulted in the bruising of much fruit. With the new system the fruit is handled without the likelihood of bruisings. The machine is operated by an electric motor, and its principal features are adaptations of the main points of the electric parcels and cash carriers in use by department stores. The carriers are fitted with canvas receptacles of the proper size for holding bunches of bananas, and can be manipulated, first from the warehouse on the wharf or levee to and down into the ship's hold and then back

to the warehouse. By the adoption of certain forms of receptacles or clutches the machines may be used for handling other sorts of fruits and merchandise.

Home of the Orange.

The natural home of the orange is doubtful, but it is considered this fruit was first grown in the sub-tropical climates of the Burmese peninsula and Southern China. It is now cultivated in almost every warm country in both the old and the new world. The orange tree is not as large as an ordinary apple tree, but is very productive, from 400 to 1,000 being borne in favorable seasons. When intended for export they are gathered long before maturity, and ripen after picking. It loses in this way the delicious flavor of the orange maturing on the tree, the natural way.

The Original Lemon.

The wild stock from which the lemon sprung is a native of Kumaon and Sikkim in Northern India. It is now grown in all tropical and sub-tropical countries. The tree grows ten to twelve feet high, and is very prolific, some trees in Spain and Sicily ripening as many as 3,000 in favorable seasons. In the south of Europe the fruit is collected more or less every month, but those collected in Sicily from October to December are considered the best keepers. It is gathered green for export. The principal European point from which lemons are exported are Messina, Palermo, the Riviera in Genoa, and Malaga in Spain. Canada receives large quantities from California and Florida.

Montreal Apple Shipments.

The total number of apples shipped from the port of Montreal this season was 728,132 barrels, as against 476,756 for 1902, and 122,406 for 1901. This has been the largest shipment recorded from the port of Montreal, the next largest was in 1896, when the total reached 700,274, and the smallest since 1880 was 7,445 barrels in 1883. Total number of barrels shipped on the largest year on record for the total season of 1896-7 was 2,919,846. It is thought that by the time this season ends the shipments will reach 3,500,000; end of season will be about April, 1904.

Apples vs. Oranges.

The abundant apple crop this year seems to be having a bad effect on the orange market in New York, at least the recent slump is attributed to that cause by some of the New York fruit merchants.

"Not in many years," remarked one of the latter recently, "have the public enjoyed a chance to eat such good apples at such low prices. For many years past the apples at the stores and on the fruit stands and barrows on the streets have been unattractive in the extreme both to eye and taste, but this year one can get a first-clas apple at a very cheap price without the slightest difficulty, and the show made on the fruit stands is attractive to the eye to a most remarkable degree. This is bound to have a bearing on the orange situation. Take my own individual case, for instance, to show you how things work out. I sent over a barrel of Almeria grapes and a barrel of apples for my household use a week or so ago. The grapes are practically untouched; the barrel of apples is almost gone. I am not asserting that when a man wants to eat a grape or orange that he is going to be satisfied with an apple, but I do say that a full supply of excellent grade apples obtainable with the greatest ease and at moderate prices is bound to injure the consumption of other fruits."

Eight Cars of Oranges.

Hugh Waker & Sons, Guelph, report a most satisfactory season in the fruit line. They took care of eight cars of oranges as their share of the Guelph district Christmas trade.

The Last Call

Look over your stock and send us your sorting up orders. REMEMBER WE CAN SHIP GOODS ON VERY SHORT NOTICE.

FANCY ORANGES—Navels, Floridas, Valencias, Mexicans.
LEMONS—Ripe 300s and 360s.
BANANAS—Very fine quality.
"HOLLY"
CRANBERRIES FIGS DATES NUTS CALIFORNIA CELERY

WHITE & CO.,
PHONES { Main 4106 / " 4107 Toronto.

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, ENGLAND
ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN
FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN
HIGHEST REFERENCES. CORRESPONDENCE INVITED.
BANKERS—LONDON JOINT STOCK BANK, LONDON.

XMAS—Goods now Arriving.
Extra Fancy Northern California Navels, Extra Fancy Florida Oranges, Extra Fancy Malaga Grapes, Extra Fancy New Messina Lemons, New Dates, Figs, etc., and Nuts of all kinds.
The above are in stock, all finest quality. Fancy Sweet Sonoras, all sizes, also Valencia Oranges, 420's and 714's due in a few days.
Soliciting your orders, **HUGH WALKER & SON,** Guelph, Ont.

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

References—THE TRADE. L.D. 'Phone 578
GEORGE H. DUCK,
Importers' Agent and Fruit Broker,
Correspondence Solicited. TORONTO, CANADA.

Christmas Fruits.
Get our quotations before placing your Christmas orders. It will pay you.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

Window and Interior Displays

Timely Hints and Suggestions.

Frost on the Glass.

EVERY grocer will be bothered for a few months with frost gathering on the glass, unless he has taken the necessary precautions, or knows how to remove it when it has gathered. The very best plan, but one which is not so useful to the grocer, on account of the perishable nature of most of his stock, is to enclose the window, and thus prevent the collection of moisture on the glass. This moisture is caused by the warmer air of the interior striking the cold glass.

An absolute preventive for this is to build the window in, and keep the temperature in the window very near what it is outside. When the background is built in, a cold draft must be brought into the window from outside, and this is accomplished by cutting an opening to the outside under the floor of the window, and connecting it with holes above the glass. The opening enters directly into a cold air box below the flooring, and this is connected by pipes with holes in the floor close to the glass, and 6 to 10 inches apart. Above the glass other holes are bored through to the outside, and the cold air, entering the bottom, flows over the glass to the upper openings. The only fear is of the dust entering the windows, but this can be prevented by closing the outer opening when the dust is blowing.

The average grocer rather fears to close all heat off from his window, and there is no doubt many fine displays will be impossible in the cold window. He will be surprised, however, at the variety of lines which will admit of display in any temperature, and with practice he will find good arrangements available. Anything is preferable to a glass that cannot be seen through.

Electric fans can be used to keep a costantly moving flow of air on the glass, and this will prevent any formation of moisture, when, of course, there cannot be any frost. A super-heated atmosphere next the glass is maintained in some windows by means of hot-water coils close to the bottom, or by a gas pipe with many openings which supply a sufficient number of flames to melt the frost for a couple of feet up. The two latter plans are, however, not entirely satisfactory.

There are also various liquids which, when applied to the frost, not only remove it, but prevent its reforming for some time. The best of these is sulphuric acid, which does not discolor or give a greasy appearance. Other liquids that can be used with more or less success are glycerine, aqua ammonia, hydrochloric acid, benzine, nitric acid, aqua regia, alcohol, etc. The difficulty met with in the use of them is that there is usually a greasy deposit left, or a discoloration. Glycerine is oily, and ammonia and benzine produce a bluish tint that detracts somewhat from the clearness of the glass. An alcohol flame will remove the moisture left by some of the liquids, and thus prevent the gathering of the frost for some time.

This Week's Illustrations.

This Fairbank's soap display was dressed by Mr. J. E. Whitesides for F. Carne, Jr., Victoria, B.C. The background was white cheese cloth pleated on a frame, and the floor was covered with puffed purple cheese cloth. Plentiful use was made of the pictures and calendars of the Fairbank's Company, both on the floor and the walls. The artificial palms render more attractive a window which has been very attractively arranged. The butterflies on the background give a touch which does not spoil the advertising value of the window, and yet adds to the general appearance. Mr. Carne appreciates the value of well-dressed windows, and Mr. Whitesides has grasped the ideas which go to make a window what it should be. As a rule windows with small panes are extremely difficult to trim to advantage, but in this window one scarcely notices the breaks in the glass.

Dressed for F. Carne, Jr., Victoria, B.C,, by J. E. Whitesides.

APPOINTED SELLING AGENTS.

E. Nicholson, wholesale commission merchant, Winnipeg, has been appointed selling agent in Manitoba and the Northwest Territories for The Napoli Macaroni Co., of Toronto, Canada, who manufacture macaroni, spaghetti, vermicelli and fancy pastes for soups, put up in 1-lb. packages and also in bulk.

Shingles That Stand Every Test

That's what you're sure of when you buy

EASTLAKES

They prevent fire, are lightning proof, can't rust or leak, and give perfect, durable satisfaction.

Made of steel, either galvanized or painted, and quicker and easier to apply than others.

TRY THEM—FOR YOUR OWN SAKE.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG.

To Bu'chers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.

We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

A SELLING ARTICLE.

We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. **The low price** at which we have been able to sell it, notwithstanding the advance. 2. **The quality,** which has always been the same.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $1.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

AMERICAN TEA CULTURE.

IN his annual report, signed November 28, 1903, Hon. James Wilson, Secretary of Agriculture for the United States, says of tea growing in that country:

"During the year the work on growing tea has been continued at Summerville, S.C., and a new station has been put in operation at Pierce, Tex. At Summerville further work has been carried on in the testing of new varieties, new machinery and new factory methods. The work at this point has now reached a state where more attention can be given to the improvement of the teas after being harvested. To this end a number of physiological and chemical studies have been made of the product at different stages with a view to improving methods of curing and increasing the flavors and aromas of the teas. The new methods and apparatus introduced by Dr. Charles U. Shepard, and used in the manufacture of green teas, have proved most satisfactory. Experiments have been carried on quite successfully in the preparation of tea tablets. These tablets are prepared in a special machine of great power, the result being a firm, polished product which readily falls apart in boiling water. Improvements have been made in the matter of polishing and finishing the teas, all of which will add value to the American product. Despite the fact that the season has been a very unsatisfactory one for a number of reasons, the yield of tea will probably approximate 9,000 pounds, or about what was raised last year. A favorable season would have given a much larger production.

"At Pierce, Tex., co-operative arrangements have been made with Mr. A. P. Borden, who has placed at the disposal of the Department a large tract of land suitable for tea growing, and has arranged to provide buildings and a portion of the labor. The Department has an experienced man located at this station and is making preparations to put out at least 50 acres of tea the present Autumn. It is planned to set out at Pierce at least 100 acres and extend the plantation as the funds permit. The labor question plays an important part in this work, but it is believed that conditions are such in Southern Texas that proper labor can be secured without difficulty. Altogether, the tea investigations are in quite a satisfactory condition."

MONEY WELL SPENT.

Mr. W. T. Mullins, grocer, Dundas street, London, Ontario, writes "The Grocer" as follows: "Enclosed find money order for my subscription to 'The Canadian Grocer.' I find it is money well spent."

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

WANTED—Buyer for property in tourist frequented district of Parry Sound; a six-roomed house with beautiful verandah fronting lake, also stable and 186 acres of cleared and wooded land; timber alone worth money asked. Apply for particulars and location at once to JOSEPH MALKIN, general merchant, Sprucedale, Ont. (51)

FOR SALE—Bakery, grocery and confectionery; doing good business; good reasons for selling. Box 174, THE CANADIAN GROCER, Toronto. f

BUSINESS CHANCES.

WANTED—Business man to take the place of retiring partner in old-established wholesale house (15 years); man with knowledge of provision or grocery trade, or office work preferred; a fine opening to start a man or his son in established business; books open for thorough examination; about five thousand capital required. Apply Box 88, CANADIAN GROCER, Toronto. (51-tf)

AGENCY WANTED.

STAPLE side-line in groceries or hardware wanted by traveller. Box 176, THE CANADIAN GROCER, Toronto. f

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. **W. M. OSTRANDER, 172 North American Bldg., Philadelphia.**

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (51)

The popularity of our **seal quarts** is evidensed by our sales. Are **you** handling this up-to-date style of package? The housekeeper's verdict being, it pays to get the big bottle.

Are you still using soap in bath or have you reached that pinnacle of fashion where **Perfumed Toilet Ammonia** is craved for?

JOHN C. HARVEY,

Manufacturing Chemist, Todmorden, Ont.

INCREASE YOUR BUSINESS

By subscribing to BOOKSELLER AND STATIONER. Be informed on the Book, Stationery and Fancy Goods Trades—What to buy. Where to buy.

MONTHLY: One dollar per year.

MacLEAN PUBLISHING Co., Limited, Montreal, Toronto, Winnipeg.

FLOUR AND CEREAL FOODS

Milling of the Wheat.

NO stone is being left unturned by the Minneapolis millers to secure for themselves the grinding of our Canadian wheat en route for the European markets. The latest step is the introduction of an act in Congress to so amend the law relating to the milling of wheat in bond, that bran and shorts may be taken out of the bonded mills and sold for local consumption by paying the ordinary duty had these by-products been imported from the country which produced the wheat. It is argued that the bran and shorts would greatly encourage stock-raising in the vicinity of the mills, while the flour would not come in competition with the home-grown article in the local market.

There can be no doubt that such an arrangement would be very advantageous to the United States, but, for the same identical reasons it would be advantageous to Canada to retain our wheat at home and mill it here. "The Grocer" has often in the past urged a more energetic development of our milling industry in order to meet the growing output of our Northwest.

Instead of sending our wheat to be ground in England, paying freight on the bran and shorts and giving the English stock-raiser the advantage of these foods, we should grind our own wheat at home. We would then retain not only the profits of raising the grain and the transportation charges, but the milling profits, and would have at the same time a vast quantity of bran and shorts that could be used to finish our stock before putting them on the British market. This alone would mean no small item, as first-class stock always bring good prices, while that which is not up to the standard is depreciated on the slightest provocation.

The Minneapolis millers already have practically a monopoly of the American Northwest flour trade. It is not to be desired that they should also secure control over the Canadian Northwest. What we need is a Minneapolis of our own.

Japan Taking Flour.

In commenting upon the fact that Minneapolis shipped to Japan in the first nine months of the present year 8,000,000 barrels of flour as compared with 307,000 barrels for the same period last year. F. W. Thomson, vice-president and managing director of The Ogilvie Flour Mills Co., stated to-day that these breadstuffs which are being shipped from United States centres are for the greater part low grade, of which Canada does not produce any great amount. Mr. Thomson went on to state that the Canadian flour trade in the Far East was comparatively small, but at the same time was eminently satisfactory for the reason that what Canadian flour was consumed in this market was of standard brands and well worthy of the country from which it came.

To Sue C. P. R.

The Grain Growers' Association of Indian Head indignant at the shortage of cars on the C.P.R. as a result of which they claim they were unable to get a single car between November 7 and November 22, have passed a resolution that the association take into consideration the advisability of having action taken in court to compel the C.P.R. to supply sufficient cars and to stand a suit for damages.

Canadian Flour in Japan.

MR. Tamura, Japanese merchant, who is visiting Ottawa, says he expects to see a large demand created in Japan for flour from Manitoba No. 1 hard wheat. At present most of the flour imported by Japan comes from the Pacific coast States of the Union. It is a softer, cheaper and whiter flour than the Canadian, but the Manitoba product is really the cheapest in the long run, because it yields more bread and contains more gluten. The Manitoba flour gives 30 pounds more of bread per 100 pounds of flour than does the American. The visit of Hon. Mr. Fisher to Japan and the exhibit of Canadian products at the Osaka Exposition, says Mr. Tamura, have done a great deal to stimulate the demand for Canadian products. Mr. Tamura himself handles Manitoba flour. Whereas formerly he imported none, he now takes regularly between 200 and 300 tons a month. He has a bakery especially for making bread from Canadian flour, which he calls the Canada Bakery. He also has deliver carts bearing the name "Canada." The millers of Canada should not be satisfied with what has been accomplished, but ought to redouble their efforts, remembering that they have a formidable competitor in the western States.

Lake Grain Shipments.

THE official returns of the wheat shipments from the ports of Fort William and Port Arthur during the Fall of the present year are issued from the office of the Dominion Grain Inspector, F. E. Gibbs. The total receipts from September 1, 1903, to December 6, 1903, were :

Wheat—Received, 16,413,372.40 bushels ; shipped, 16,023,290.50.

Oats—Received, 67,652.32 ; shipped, 127,180.08.

Barley—Received, 59,755.80 ; shipped, 31,513.36.

Flax — Received, 146,539.35 ; shipped, 152,123.54.

The excess of shipment over receipts in oats and flax is due to quantities held in store. Comparing the wheat shipments with the two previous years, we find that in 1902 during the same period there were received 20,076,970, and shipped 19,381,441 bushels, and in 1901 there were received 12,613,471 and shipped 12,817,598 bushels. Of other grains in 1902 there were received and shipped during this period as follows : Oats, received, 309,885 bushels ; shipped, 270,017. Barley, received, 45,728 ; shipped, 23,190. Flax, received, 69,154 ; shipped, 44,666.

It costs you

ONE CENT

to send us a post card asking for samples of

Napoli Macaroni.

Same will be sent to you free of all charges, and you will then be in a position to judge whether it will pay you to place an order with us or not.

DO IT NOW.

NAPOLI MACARONI CO.,
HAYTER and TERAULEY STS., - TORONTO.

Tillson's pan-dried Oats have been made in Canada for over half a century. The buying-experience that time has given us brings the best oats in the world to our mills. The milling-experience of those years has given us the best process in the world. Most of your customers know—and it is to your interest to know—that Tillson's pan-dried Oats is the best in the world. It's a food, not a fad.

Tillson's Pan-dried Oats

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley,
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

White Clover Honey in 60-lb. tins.

Sometime ago an advertisement appeared reading: "Hoge's Horehound Honey—Wherever a bee flies within the virgin wilderness of Hoge's Canon along the banks of the river, along the bluffs and headlands and deep leafy glens, the horehound blossoms in lavish abundance. It is the work of the honey bee to gather this sweet treasure, Horehound Honey so divinely prepared, and bear it off saying: 'Eat, it is the soul of the blossom.'"
This sample was composed of a solution of cane sugar and alcohol. THE HONEY WE OFFER YOU IS PURE WHITE CLOVER. Try it together with

"Wee McGregor's" Breakfast Food

"It's Gran' for the Morn's Mornin'"

THE F. J. CASTLE COMPANY, Limited, OTTAWA, CAN.

1 and 2-lb. Tins.

QUALITY, RELIABILITY, UNIFORMITY,

ARE THREE IMPORTANT FEATURES OF

S. H. & A. S. EWING'S

HIGH-GRADE

COFFEES and SPICES

Where QUALITY counts, you will find "S. H. & A. S. EWING'S" (products of the old reliable firm) the standard of COFFEE and SPICE QUALITY. Have stood the test of over half a century.

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

New Steamer for Grain Trade.

THE CANADIAN TRANSIT CO. have published in London their prospectus inviting stock subscriptions to the extent of £300,000, of which £165,000 consists of one pound ordinary shares and £135,000 of five per cent. first mortgage debenture gold bonds of £20 each, secured upon the company's fleet.

The company have made a contract with The New Canadian Co., Limited, for the supply of a fleet of 12 new specially designed vessels for the grain-carrying trade between the Great Lakes and Montreal, at a price of £275,000, also for working capital up to £25,000. The New Canadian Co. are receiving £165,000 in ordinary shares and £135,000 of The Canadian Transit Co.'s bonds to be delivered within seven months.

With the prospectus are published letters from Hon. Raymond Prefontaine, Minister of Marine, and Mr. Hugh Allan, indicating the excellent prospects of success in inland transportation. The directors are: John Torrance, Robert Bickerdike, Alphonse Racine, all of Montreal; Charles Carpenter, director of The New Canadian Co.; and Joseph Mellowes, of London. The issue is made through the London City Midland Bank.

Breadstuffs in Trinidad.

Gordon Grant & Co., writing from Port of Spain, Trinidad, November 18, says:

Breadstuffs.—The New York trading steamers Piedmonte and Maraval have both arrived since last mail with assorted cargoes. The demand for flour, which has been restricted of late, is now beginning to improve, which will afford some relief to the overstocked market. The price of bakers' is maintained, but both No. 1 and No. 2 extras are being sold at about cost of importation, holders at this dull season being afraid of deterioration on account of the excessive heat we are experiencing.

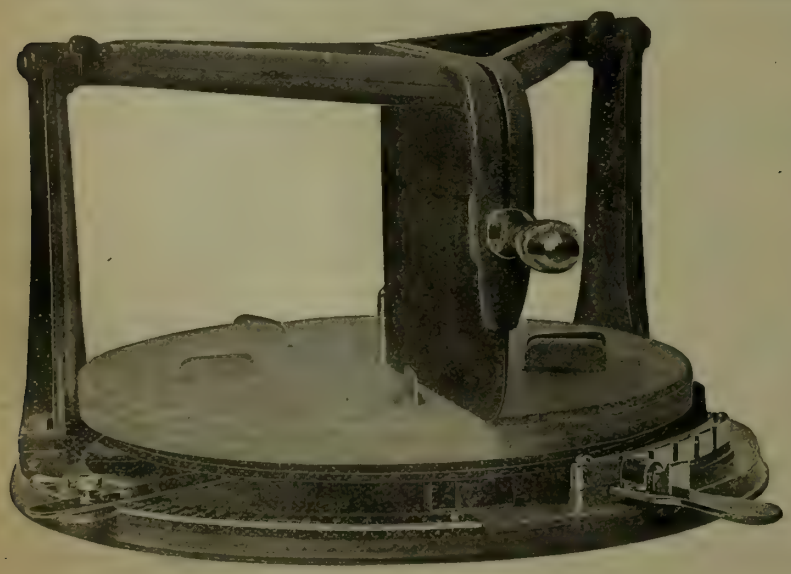
U. S. Winter Wheat Area.

Returns to the chief of the Bureau of Statistics of the United States Department of Agriculture indicate that the newly seeded area of Winter wheat is about 32,000,000 acres, a decrease of 6 per cent. from the area estimated to have been in the Fall of 1902. The condition of Winter wheat on December 1 was 86.6, as compared with 99.7 in 1902, 86.7 in 1901 and a nine-year average of 92.7.

The newly seeded area of Winter rye is provisionally estimated at 98. per cent. of the area sown in the Fall of 1902. The condition of Winter rye on December 1 was 92.7, as compared with 98.1 on December 1, 1902; 89.9 December 1, 1901; and 96.6, the mean of the averages for the last nine years.

Wheat Marketed.

A circular issued by the Manitoba and North-West Grain Dealers' Association, estimates that 25,654,522 bushels of this year's wheat crop have been marketed to December 1. After allowing for the quantity required for seed, it is estimated that 10,536,452 bushels remain to come from farmers' granaries.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

Keeps Cheese Fresh.
Easy to Operate.
Saves from Waste.
Pleases every Customer.

Sold on Easy Terms. Write us for particulars

The Computing Scale Co. of Canada, Limited,
64 KING ST. WEST, TORONTO.

GOODWILLIE'S FRUITS

PUT UP IN GLASS

the same day as picked

at WELLAND, ONT.

A DISTRICT NOTED FOR
ITS FINE FRUITS.

The RESULT is shown by their
POPULARITY and DELICIOUS FLAVOR.

HAVE YOU A SUPPLY?

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Marmalades

Made of the finest ingredients.
Rich in Flavor.

ALWAYS ASKED FOR

Seville Orange — Lemona
Pineapple — Lime Fruit

1-LB. GLASS JARS.

DO YOU STOCK IT?

ROSE & LAFLAMME,
Agents,
MONTREAL.

=SALT=

"Le Roy" in 3-lb. handsome round cartons, 36 to a case, **$2.40** per case. In 5 case lots, **$2.35** per case. This will make a fine seller, and quality is beautiful.

Brazil Nuts We have another lot near at hand—11¾c. per pound, bag lots.

Rolled Oats **$1.75** per bag.

Cornmeal **$1.75** per bag.

Peels ***GRAY'S***

Lemon, - -	8⅝c.
Orange, - -	8¾c.
Citron, - -	13½c.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main. / 870 " }

48 WELLINGTON ST. EAST, TORONTO.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by **W. Arthur Lydiatt,** TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

"The Man Who Persistently Talks Quality Usually Makes More Money Than The Man Who Cuts Prices."

THERE were four lots of ads. sent in for the Advertising Competition during November, and of an average better class than those which were entered during the preceding month.

J. A. McCrea, of Guelph, sent in a half dozen good ads., and as any one of them is considered better than any other ad. sent in, the prize for November goes to him.

As this is a very busy time of year, with every moment of time fully occupied in every retail store, it is considered advisable to discontinue the competition for the present.

Three of the ads. sent in by Mr. McCrea are reproduced herewith, and ads. sent in by other contestants will be commented on later.

Ad. number 1, on Russian Caravan Tea, might be improved by telling why the points mentioned make it superior to other teas. Few people have ever heard of the famous Ancoombra Gardens—it is doubtful if anyone outside of the tea trade has ever heard of them—and very few people have any idea what makes Ceylon tea superior to the products of other countries (if it is.)

It is not desirable to string the story out too long—it would be an improvement to make it a little shorter than it now is. But I understand from Mr. McCrea's letter that this is a new brand of tea he is pushing. In some particulars it is likely to be superior to other teas which he handles, so that to mention these points in a way that would be understood by those who are not "tea connoiseurs" would be calculated to excite more interest.

People prefer one tea over another because of the taste. Most of them don't know why one tea should taste any better than another, so that if it were possible to explain briefly why one blend makes a better-tasting cup of tea than another, such an ad. would, I think, bring the best results. Sampling and demonstrations really afford the best means of introducing a new blend of tea, but it is usually desirable to also create an interest in it through other forms of advertising.

Some interesting paragraphs about tea appear in a copy of a store paper which has come to hand, and on which I intend to make comment in some future issue. While no essential points of excellence are mentioned, the talk is such as is calculated to encourage interest in the teas handled by the advertiser:

Are You a Tea Connoiseur?

If so, we would like to draw your attention to.

Russian Caravan Tea.

a 50c. pure, black Ceylon. It is cultivated, cured, and sealed in air tight lead packets on the famous Ancoombra Garden, Ceylon. We believe it to be the finest black tea selling at 50c per lb to-day, and if you will follow the directions given below, you will be delighted with its delicate, fragrant aroma, and its refined delicious flavor

To Brew Successfully.

To obtain the true purity and essence of the leaf, two pots should be used, and it is also of first importance that the water should be fresh boiled. The following instructions will then be sufficient to secure a perfect cup.

"First, well warm the tea-pot,

"Then, add the required amount of tea, calculating one teaspoonful for each cup required.

"Then, pour on the full quantity of water required, making sure it has reached the boiling point,

"Then, stand in a warm place for five to eight minutes to infuse,

"Then, pour the whole contents in a well-warmed pot, and a delightful, refreshing and fragrant liquor will be the result."

No 1. WE PROVE OUR ADS

GOOD MEALS At Low Prices

GOOD, honest groceries at fair, moderate prices—that's McCrea's Motto. We're trying to live up to it. Read this list and see if we are succeeding:

Special

No 2.

The First Whiff

With its rich odorous breath, is an assurance that

The First Sip

Will be as pleasing as the fragrance indicated

The Second Sip

Proves you that you are right and

The Final Draught

Completes the best cup of Coffee you ever drank, provided you are not already a user of McCREA'S

Favorite Blend Coffee

40c per lb is our price. You have probably paid more for poorer Coffees

SOLE AGENTS

The Noted Tea Store and China Palace.

No. 3 **J. A. McCREA.**

Phone 48. No. 2 Lower Wyndham-st. Guelph.

Our Teas Are Talked About.

"My, what a delicious cup of tea," said Mrs. So-and-so at a small supper-party recently. "How do you make it—or rather, where do you get it?" was naturally the next question.

"Oh, I always get my tea at Meyers' Grocery," came the reply. "One can't make a good cup of tea unless the tea itself is good. Of course, we are very particular about our tea—like most English folks—but what we get at Meyers' always suits our taste—in fact, we all think it is simply delicious."

The result of this conversation was that we secured another tea customer. The new customer is pleased, too, because she has at last found a blend of tea that is "just right."

Naturally among all our customers there is a variety of tastes to suit, but all the different varieties we handle are so good, that when we strike a blend to suit some particular customer it cannot help but be best.

There is one blend, however, that suits nearly all of our customers, and that is one which is the result of a lot of experimenting with the local water. It is the kind of tea that whets the appetite and creates a desire for more.

A finer flavored, more wholesome tea cannot be secured anywhere. If you'll ask for the Meyers' Blend Ceylon Tea—that's a name we give it—it is likely you will find it is "just what you've been looking for." 40c. a pound.

We have other blends at higher and lower prices, so if you'll give us an idea what blend you like best, you'll find we will be able to suit you in every particular.

Some like the green Japan tea best, and for these we have a fine grade of young Hyson which has a peculiarly fine touch and flavor to it.

The idea in the No. 1 ad. of suggesting the proper method of brewing is a good one. The suggestion of proper methods for the preparation of food and drink appeals to me as being a very fruitful source from which a grocer can get many very effective ads.

The other ads. are also interesting. No. 2 illustrates an argument mentioned in these columns recently with reference to introducing price lists with some remarks calculated to excite interest in the items priced. No. 3 is an example of a number of fairly good coffee ads. which have been instrumental in securing for Mr. McCrea an enormous local trade in good coffee.

USE

LEA & PERRINS' SAUCE

"The Finest Relish in the World."

SELL

LEA & PERRINS' SAUCE

"The Most Reliable Article in the Grocery Line."

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Imperial Mixed.

A new biscuit—very small—to retail at a low price. Fills a long felt want.

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

We Couldn't—Could Anyone?—

build up a phenomenal trade such as we have done on **PERFECTION CREAM SODAS** unless the goods were right in every way. Sold to the finest trade, too. That means everything. This trade also buys our **SWEET** and **FANCY BISCUITS** and our **AVON CHOCOLATES**, with "The Name on Every Drop," made with the finest white cream centre and coated with the best chocolate that can be purchased. **Are you selling our goods ? If not, fall into line.**

The MOONEY BISCUIT & CANDY CO., Limited, Stratford, Canada

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Cigars we Import and Export.

LAST year Canada imported from foreign countries 8,724,230 cigars, valued at $309,204, and exported 107,000, valued at $2,350. The countries from which we imported with quantities and values are as follows :

Country.	Number.	Value.
Great Britain	86,870	$ 3,745
B. E. Indies	38,000	342
B. W. Indies	53,250	1,752
Hong Kong	51,000	366
Belgium	10,160	89
China	6,000	89
Cuba	6,252,345	250,733
France	1,000	19
Germany	139,000	3,429
Holland	10,000	206
Japan	45,000	550
Mexico	341,000	8,088
Phillipines	1,096,000	14,178
Porto Rico	2,000	93
Switzerland	4,000	60
United States	588,605	25,465
	8,724,230	$309,204

Our exports are taken by the following countries in quantities and values indicated :

	Number.	Value.
Great Britain	7,000	$ 95
British Africa	10,000	420
B. W. Indies	9,000	109
British Guiana	7,000	180
Newfoundland	60,000	1,086
New Zealand	5,000	206
St. Pierre	8 000	215
United States	1,000	39
	107,000	$2,350

Cuban Tobacco Crops.

RELIABLE data as to the size of the Cuban tobacco crops in the first half of the 19th century are not obtainable. Pezuela reports the average exports from 1813 to 1826 to have been 7,000,000 pounds, yet the crop of 1827 is given as 12,500,000 pounds, while exports in 1841 he reports to have been only 5,750,000 pounds of leaf tobacco and 150,836 pounds manufactured. In 1845 he reports exports of leaf 7,200,000 pounds and 1,022,525 pounds manufactured tobacco, while he gives the crop of 1846 as 25,000,000 pounds and that of 1858 as 40,000,000 pounds. The largest crop ever made in Cuba, amounting to 560,000 bales, or about 62,000,000 pounds, was harvested in 1895 and was valued at $22,000,000. Something over 60 per cent. of this crop was exported, the remainder being retained for home consumption and manufacture. According to government reports the crop of 1897 amounted to 375,000 bales of 110 pounds each, while that of 1898 is given as only 88,000 bales. The government reports and those of the Tobacco Manufacturers' Union do not agree as to the size of the crops of 1899 and 1900, being given as 220,000 and 460,000 bales and 280,000 and 434,514 bales, respectively. The crop of 1901 amounted to 420,972 bales and that of 1902 was 398,844 bales. The crop of 1903, already harvested and cured, is said to be less than 300,000 bales, due to excessive rains during the growing and harvest season.

Rules for Smokers.

Dr. Gaze writes in The Berlin Revue that a man can smoke without doing himself the slightest harm by following eight rules.

1. Smoke only mild cigars.
2. Smoke only good cigars.
3. Never smoke the last half of a cigar or the end of a cigarette.
4. Never relight a cigar.
5. Do not sit in a cloud of tobacco smoke.
6. Do not chew the end of your cigar.
7. Use a cigar holder.
8. Use a long-stemmed pipe.

(The above may be utilized for advertising purposes by adding : "And smoke only the —— cigar.")

Tobacco Monopoly in France.

THE state tobacco monopoly in France was established in 1811, and since that time the manufacture and sale of tobacco, as well as its cultivation, have been regulated with the greatest care. The gross amount received by the state from the sale of tobacco in its various forms is 414,000,000 francs yearly, representing a net profit of 330,000,000 francs. The greater part of the tobacco used is grown in France, and, although the regulations under which it may be cultivated are very

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Xmas Trade!

I am beginning to fill large orders from grocers for my Cigars for the Christmas trade. Please try to get ***your*** orders in early.

I'm willing to work nights, but I want to be sure of getting the Cigars to you on time. Save your peace of mind and also mine by sending along early.

Payne's Cigars.

J. BRUCE PAYNE, Limited,
Granby, Que.

There are Plenty of Ideas for Grocery Ads.

in the book on grocery advertising by W. Arthur Lydiatt entitled "100 Goods Ads. for a Grocery Store."

It contains the copy for 100 different ads. —some examples of effective display—nearly a hundred short, snappy sayings for headlines, show cards, etc.—and a good chapter on the how, when and where of grocery advertising.

All it costs is $1 a copy. Sent postpaid on receipt of the dollar.

MacLEAN PUBLISHING CO.,
Toronto.

Get Them Smoking

T. & B. tobacco---10c. size is right. The man who uses **T. & B.** becomes a better customer for you. Get a hundred men wedded to **T. & B.** and you will be surprised at the difference in the number of visits to your store. Every visit means a penny or so. At the end of the year it counts.

Geo. E. Tuckett & Son Co., Limited, Hamilton.

Hurry!

Time yet to order a lot of pipes for Xmas Trade. 3 dozen, assorted, for $6.00. Sent on approval, charges prepaid. Will sell at from 25c. to 75c. each. Big money, Sure sale.

W. B. REID & CO.,
58 Yonge St., TORONTO

Popular Brands:

"QUEEN'S NAVY,"
"UNION JACK,"
"CONQUEROR,"
"WIG WAG,"
(Great 5c. plug.)

MANUFACTURED BY
The Erie Tobacco Company
WINDSOR, ONTARIO.

Tobaccos

BRITISH NAVY
QUEEN'S "
KING'S "
U & I

Cigars

RONTO
STATESMAN

T. J. Horrocks,
Wellington St. East, TORONTO
The only wholesale tobacconist outside the trust.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

The
Men

in the grocery business—some of them at least—remember the time when there were only one or two makes of Tobacco offered them. They were a little doubtful about our success when we established our factory. We have flourished. That means the Tobacco users in Canada like our Tobaccos—like them better than the lines they knew first. How is it with you? Skeptical? Contemplate our growth.

Smoking:
TONKA
SOLID COMFORT
PINCHIN'S HAND MADE

Chewing:
BRITISH NAVY
KING'S NAVY
BEAVER
APRICOT

The McAlpin Consumers Tobacco Co., Limited, - Toronto, Canada.

strict, permits to be allowed to grow tobacco are in great demand.

In 25 departments in France there are 56,000 planters, and an area of 16,000 hectares, or 40,000 acres, is under cultivation. In 1902 the quantity of home-grown tobacco purchased by the administration was 25,000,000 kilograms, at a cost of 23,000,000 francs, or 89c. per kilo. This would represent a gross income of 1,400 francs per hectare—say £22 8s. per acre—which is only equalled by vine growing; hence the demand for permission to grow tobacco.

Sixty per cent. of the French tobacco crop is grown in five departments, viz.: Dordogne, with over 4,000,000 kilos; Lot and Garonne, Isere, Gironde and Lot each produce from 2,000,000 to 4,000,000 kilos. In Algeria the cultivation of tobacco is free, and considerable quantities are exported to France, which also buys from Maryland, Kentucky, Ohio and Virginia.

Supplies of choice tobacco are obtained from Havana, Mexico, Sumatra, Java and Brazil. Foreign cigars to the extent of about 11,000,000, at an average value of 220 francs per 1,000, cigarettes and tobacco are also imported from America, Turkey and Great Britain.

The total of French purchases of foreign tobacco is 19,000,000 kilos, of an aggregate value of 30,000,000 francs. The sales in 1901 were as follows: Cigars, 2,600,000 kilos; cigarettes, 1,846,000 kilos; cut tobacco, 27,873,000 kilos; hard tobacco, 1,084,000 kilos; snuff, 485,000 kilos.

Varieties of Cuban Tobacco.

IN Cuba tobacco seeds are sown in nurseries in the month of September and are transplated when several inches high, six to seven weeks later. The plant matures in about four months after the sowing of the seed. The greatest care is used in its cultivation, especially in keeping it free from worms. There are five general classifications of Cuban tobacco, viz.: Vuelta Abajo, Semi-vuelta, Partidos, Remedios and Cuba. Vuelta Abajo tobacco, which is the choicest grown in the island and has made the Havana cigar famous the world over, is grown in the hilly region of Pinar del Rio Province, extending from Consolacion del Sur to Guano. Semi-vuelta is grown in a district extending from Candelaria, in the same province, to Herradura, and is second in quality. Partidos, which is next in quality, is grown in the Province of Havana and that small portion of Pinar del Rio west of Artemisaf Remedios tobacco, the crop of which is second in size to that of Vuelta Abajo, is that grown in the Province of Santa Clara, and Cuba is the name given to the tobacco raised in the Province of Santiago de Cuba. According to the census if 1899 in the Province of Pinar del Rio about 59,000 acres were devoted to the cultivation of tobacco, 10,600 in the Province of Havana, 10,800 in Santa Clara, 1,100 in Santiago, and a little over 5,600 in the Provinces of Matanzas and Puerto Principe. The same census and other statistics prior to 1899 showed the number of persons engaged in the cultivation of tobacco to be about 80,000.

Brazilian Tobacco.

According to the report of the English consul at Bahia, Brazil, tobacco is the most important article of export. The exports last year of tobacco amounted to £1,024,856 ($4,991,000), which is about half of the total. The greater part of this is shipped to Bremen and Hamburg, Germany, being her best customer.

A Suicide Tournament.

"In Alden, Ia., according to a local paper, users of chewing tobacco have been holding a tournament to determine which brand is easiest to commit suicide with," and adds: "The merchants have got into the habit of pulling off all the tags and keeping them to get sewing machines and shot guns with, so the customer never really knows just what kind he is getting until he finds what particular way it makes him sick."

Cigar Means Betrothal.

In Siam the lighting of a cigar may indicate a betrothal. A man offers the girl of his choice a flower, or takes a light from a cigar or cigarette, if she happens to be indulging at the time. This action is construed to mean willingness on both sides, and steps are at once taken to arrange for the payment of the dowry. The families of both bride and bridegroom must each provide a considerable sum for the newly mated pair.

In Calabria, as in many parts of India, a lighted taper or a lighted pipe betokens the acceptance of a suitor.

In Siberia it is customery for the girl to present her suitor with a box of cigars as a sign that he is to be master of the house.

Tobacco Notes.

T. J. Horrocks, Toronto, says that the "Ronto" cigar is rapidly gaining in favor with the grocery trade.

The W. B. Reid Co., Toronto, say that their pipe business this season has been greatly in excess of their expectations.

Mr. Robert Pinchin, managing director of The McAlpin Consumers Tobacco Co., Toronto, was a guest at the Gilsey, New York, last week.

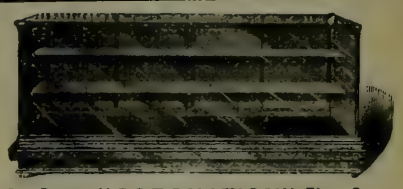
S. H. AND TRADE MARK.

SECURITY

Best 10c. Cigar In Canada.

THE W. H. STEELE CO., Limited
WHOLESALE TOBACCONIST,
40 SCOTT ST., TORONTO.

McDougall's Scotch Clay
PIPES
are the standard of the world.
D. McDougall & Co., Glasgow, Scotland.



Our Patent "CORONATION" Floor Case.
This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world today. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGHOUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

The W. H. Steele Co., wholesale tobacconists, Toronto, speak of their Christmas trade as being greatly in excess of previous seasons, the inquiry for the better class of goods being particularly noticeable.

A traveller who recently returned from the Province of Quebec, in referring to the town of Granby, says that the Payne cigar factory has all the business it can possibly attend to, their output continuing to show a steady increase.

T. J. Fair & Co., cigar manufacturers, Brantford, purpose making extensive additions to their factory, the present one being entirely too small for the requirements of their rapidly increasing trade. The demand for the "Lord Roberts" cigar during the past year has been simply great, the inquiry in the Northwest Provinces being especially satisfactory.

BANK OF MONTREAL.

Proceedings at the Eighty-Sixth Annual Meeting.

A SATISFACTORY REPORT.

Hon. Geo. A. Drummond Touches on General Trade of Country Which Has Been Prosperous—Election of Directors.

THE eighty-sixth annual meeting of the shareholders of the Bank of Montreal was held in that institution at noon yesterday.

There were present: Hon. George A. Drummond, Vice-President; Sir William C. Macdonald, Hon. Robert Mackay, Messrs. R. B. Angus, A. T. Paterson, E. B. Greenshields, R. G. Reid, Charles Alexander, E. K. Greene, G. F. C. Smith, A. T. Taylor, Hon. J. K. Ward, Donald Macmaster, K.C., C. J. Fleet, K.C.: F. S. Lyman, K.C.; Henry Dobell, Angus Hooper, Richard White, Thomas Gilmour, James Tasker, James Moore, Geo. Hague, B. A. Boas, James Croil, D. Forbes Angus, George Filer, R. H. Clerk, John Molson, John Taylor, H. Macdongall, Robert Archer, Hugh Cameron, W. D. Gillean Robert Hampson, H. M. Foley, W. Howard, W. H. Evans, Fraquhar McLennan, H. J. O'Heir, Alfred Piddington, J. J. Robertson and John Morrison.

On the motion of Mr. John Morrison, Hon. George A. Drummond, Vice-President, was unanimously voted to the chair, in the absence of the President, Rt.-Hon. Lord Strathcona and Mount Royal.

Mr. B. A. Boas moved, seconded by Mr. Henry Dobell: "That the following gentlemen be appointed to act as scrutineers: Messrs. F. S. Lyman, K.C., and G. F. C. Smith; and that Mr. James Aird be secretary of the meeting."

DIRECTORS' REPORT.

The report of the directors to the shareholders at their eighty-sixth annual general meeting was then read by Mr. A. Macnider, acting-general manager, as follows:

The directors have pleasure in presenting the report, showing the result of the bank's business for the period from 30th April to 31st October, 1903, in accordance with resolution at the special general meeting held 7th January, 1903:

Balance of Profit and Loss Account, 30th April, 1903	$ 724,807.75
Profits for the half-year ended 31st October, 1903, after deducting charges of management, and making full provision for all bad and doubtful debts	917,156.31
Premiums received on New Stock	416,024.00
	2,057,988.06
Dividend 5 p.c., payable 1st December, 1903	684,000.00
Amount transferred to Rest Account	1,000,000.00
Balance of Profit and Loss carried forward	$ 373,988.06

Since the last annual meeting of the shareholders, branches of the bank have been opened at Edmonton, Alta., Indian Head, Assa., and Brandon and Gretna, Man., and a branch at Sherman avenue, Hamilton, has been arranged for, to be opened on the 1st December, 1903.

The bank also established a branch at Yarmouth, N.S., through the purchase of the business and premises of The Exchange Bank of Yarmouth.

The bank is at present erecting premises for the branches at Edmonton, Alta., and Birchy Cove, Newfoundland, and has acquired properties on the corner of St. Catharine street and Papineau road, Montreal, and the corner of Greene and Western avenues, Westmount, where premises are being erected for the occupation of branches to be established at those points.

The bank has also, since last annual meeting, gone into occupation of the new premises on Craig street, Montreal, and the reconstruction of the St. James street building is proceeding satisfactorily.

With deep regret the directors have to record the death of their esteemed colleague, Mr. A. F. Gault, who had been a member of the board for upwards of ten years.

The vacancy on the board has been filled by the election of the Hon. Robert Mackay.

It has been thought desirable to provide an assistant to the general manager, and Mr. H. V. Meredith has been appointed to the position of assistant general manager, retaining also the position of manager at Montreal.

The issue of $2,000,000 new capital stock authorized at the special general meeting of 7th January last, has been all subscribed for, and all taken up with the exception of $12,660, which will be paid up on the 23rd December, making the capital stock, all paid $14,000,000.

The head office and a number of the branches have been inspected since the meeting last June. All the branches will be inspected, and reported on at next meeting.

STRATHCONA AND MOUNT ROYAL,
President.

Bank of Montreal, head office, 31st October, 1903.

THE CHAIRMAN'S ADDRESS.

Hon. George A. Drummond then said:

The statements now presented show clearly the position of the Bank, and will, I feel assured be accepted as satisfactory.

In Montreal the new banking room in the rear has been occupied, and, giving as it does, ample and convenient accommodation to the public and the staff, has proved most satisfactory.

The old building has long been outgrown by the business of the Bank, which was being carried on in it under crowded and most unsanitary conditions.

The reconstruction of the old building in modern fireproof manner is now proceeding, the original facade alone remaining, and when finished the premises of the Bank in this city will no doubt be accepted as creditable alike to the architects, the bank and the city.

It may be mentioned that the original building, fronting the square, was first occupied in 1847, at which period the liabilities of the Bank to the public were $3,660,000, as compared with $93,534,000 at present, figures giving some indication of the expansion of the Bank's business and the accommodation required.

Turning to general questions, the most striking event of the year has been the serious decline in the market for securities.

Primarily, this has been the result of over production of stock certificates, bonds, debentures and all marketable securities, in some cases the necessary consequence of great industrial activity, but in others due to excessive capitalization, the disclosures of which excited public distrust.

It is to be noted that such cases have been rare in Canada, but we have by no means been exempt from the consequences.

Notwithstanding these drawbacks, which have made the receipts of wholesale houses occasionally slower than usual, the general trade of the country has been prosperous, as the following summary will indicate:

Dry goods—"An unusually good year."

Wool—"A good demand at good prices."

Iron and hardware—"An excellent year's business at fairly remunerative returns, equalling those of any former year."

Leather exports—"An increase of late at prices netting shippers good returns."

Boots and shoes—"A very good year's trade."

Grocery—"A satisfactory year's business, materially greater than last year."

Lumber—"A very satisfactory year, at prices 10 to 15 per cent. higher than last year."

Cheese—"The most profitable for years."

Summarising the figures approximately they stand thus:

Exports of lumber	$ 33,000,000
Exports of butter and cheese	27,000,000
Exports of bacon, hams, eggs, poultry	16,000,000
Exports of grain of all kinds	28,000,000
Exports of flour and meal	7,500,000
Exports of live stock	12,500,000
	$ 124,000,000

And it will be noted a large proportion of the year's crop has yet to come forward.

The opening of the trade with South Africa promises well. Already an ex-

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce. For quotations address

Montreal Agents: **S. H. EWING & SONS,**

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL

CENTRAL Business College

STRATFORD, : ONT.
BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & Co
HALIFAX, N.S.
ESTABLISHED 1844
IS THE BEST.

For Sale Everywhere.

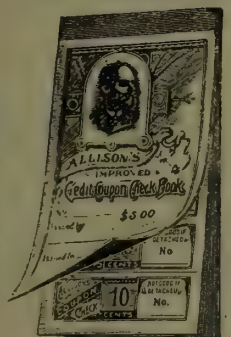
—:o:—

ASK FOR

MOTT'S.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

THE
Burlington Canning Co.
Burlington, Ont. Limited

Manufacturers of

ALL KINDS OF CANNED GOODS

Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.

All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

Do you use . . **FOSTER'S POTS?**

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

Value in WRAPPING PAPER

depends on the quality. The chief qualities of our brown and manilla wrapping papers are durability, strength and wearing power.

CANADA PAPER CO., Limited
Toronto, Montreal and Windsor Mills, Que.

tensive trade in flour, meal, lard, meats, canned goods and lumber has been established.

As regards the business of the port of Montreal, very full information is already in the hands of the public, and it need only be stated that the tonnage visiting the port shows a steady increase over the past three years, the excess being 41 vessels and 350,662 tons for 1903 over 1902.

The abolition of tolls on our canals has been effective in increasing the business of the port, the exports of wheat for the season from Montreal being larger than from New York; nevertheless, our grain exports are below the figures for 1896 and 1899.

The cattle exports for the past season show a very great increase over any previous year.

The rapid development of the Northwest Territory, and the consequent increase in exportable produce, is amongst the most important of recent events. During the past sixteen months the Canadian Pacific Railway has sold for settlement over three millions acres of wild lands; add to this the sales by the Government and private holders, and the aggregate must reach into large figures. It is known that at least 115,000 immigrants have entered these territories since the 1st of January last.

If disposed to attempt a forecast, which I have no intention of doing, it would undoubtedly be necessary to give weight to the great factors already alluded to. The prosperity of our farmers, the wealth pouring into territories only recently a barren waste, the full employment of labour of all kinds at high wages, and the great industrial activitv caused by the establishment of many branches of manufactures; but I should also be compelled to enforce the counsels of prudence and economy.

I have much pleasure in moving:

"That the report of the Directors now read be adopted and printed for distribution among the Shareholders."

This was seconded by Mr. A. T. Paterson, and was carried unanimously.

THANKS ARE TENDERED.

Mr. Donald Macmaster moved:

"That the thanks of the meeting be presented to the President, Vice-President and Directors for their attention to the interests of the Bank."

Mr. Angus Hooper seconded the motion, which yas unanimously agreed to.

The Chairman—In the absence of Lord Strathcona, and in the name of my brother directors, I beg to express sincere thanks for the honour done us.

Mr. R. B. Angus—I beg to move:

"That the thanks of the meeting be given to the General Manager, Assistant General Manager, the Inspector, Manager of other offices of the Bank, for their services during the past year."

The ability, integrity and zeal with which the officers of the Bank have displayed deserve this recognition at our hands. It is a matter of regret to us all that the General Manager is at present absent, having been detained in England by business matters, and also by a slight indisposition. But he is now well, and will be here in a few days.

The motion was seconded by Mr. R. G. Reid, and was carried unanimously.

Mr. H. V. Meredith, Assistant General Manager, said: I regret that the General Manager, whose duty and pleasure it is to reply to this resolution, is not in his place to-dav. He is, as Mr. Angus has said, detained in London undergoing treatment for an ailment, which we are all glad to know is not a serious one, and we expect to have him back with us in the course of a few days, I am aware the vote of thanks to the staff, which you have been good enough to pass, is to a large extent one of form and usage. At the same time I feel that the words of appreciation and confidence which the mover of this resolution has used, coming as they do, from one of our old and most successful General Managers, must prove an incentive, were incentive wanting, to greater exertions in obtaining the best possible results for your investment, and at the same time safeguarding the large responsibilities you have confided to our care.

Mr. A. Macnider, Acting General Manager, returned thanks, on behalf of the other members of the staff, for the kind words of appreciation that had been spoken.

Mr. George Hague moved, seconded by Mr. A. T. Taylor:

"That the ballot now open for the election of Directors be kept open until 2 o'clock, unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time and for that purpose only this meeting be continued."

This was unanimously concurred in, and a hearty vote of thanks was then accorded the chairman, who acknowledged the same.

THE DIRECTORS.

The ballot resulted in the election of the following directors:

R. B. Angus, Esq.
Hon. George A. Drummond.
E. B. Greenshields, Esq.
Sir William C. Macdonald.
Hon. Robert Mackay.
A. T. Paterson, Esq.
R. G. Reid, Esq.
James Ross, Esq.
Rt. Hon. Lord Strathcona and Mount Royal, G.C.M.G.

At a meeting of the Board of Directors held the following day, Lord Strathcona was chosen President and Hon. Geo. E. Drummond as Vice-President.

GENERAL STATEMENT.

LIABILITIES.

Capital stock		$ 13,973,560.00
Rest	$10,000,000.00	
Balance of Profits carried forward	373,988.06	
	$10,373,988.06	
Unclaimed dividends	3,620.01	
Half yearly dividend, payable 1st December, 1903	684,000.00	
		11,061,608.07
		$ 25,035,168.07
Notes of the Bank in circulation	$11,325,203.00	
Deposits not bearing interest	23,579,315.46	
Deposits bearing interest	57,847,538.20	
Balances due to other Banks in Canada	94,499.36	
		92,846,50
		$117,881,29

ASSETS.

Gold and Silver coin current	$3,286,113.46	
Government demand notes	4,197,915.50	
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation	454,634.63	
Due by agencies of this bank and other banks in Great Britain	$ 5,688,191.81	
Due by agencies of this bank and other banks in foreign countries	3,093,893.41	
Call and short loans in Great Britain and United States	15,356,366.00	
	24,138,451.22	
Dominion and Provincial Government Securities	435,697.46	
Railway and other Bonds, Debentures and Stocks	7,579,948.51	
Notes and cheques of other Banks	2,304,119 85	
		$42,396,880.63
Bank Premises at Montreal and Branches		600,000.00
Current Loans and Discounts in Canada and elsewhere (rebate interest reserved) and other assets	$74,605,119.69	
Debts secured by mortgage or otherwise	166,648.27	
Overdue debts not specially secured (loss provided for)	113,075.50	
		74,884,843.46
		$117,881,724.09

E. S. CLOUSTON,
General Manager.

Bank of Montreal,
Montreal, 31st October, 1903.

COFFEE WASTED.

According to Rio estimates, some 30,000 bags of 132 pounds each are wasted every year in Rio, in simply giving samples of coffee. New York importers generally allow 1 pound per bag for sampling.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.

Our bids are good ones.
Write or wire for prices.
M. G. STAGG & CO.
Phone Main 5219. Standard Stock Ex. Bldg., Grain and Hay Merchants. TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

CALGARY.

HULL & SHARPE,

Manufacturers' and Commission Agents,

CALGARY, - ALBERTA.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,
25 ST. PETER STREET,
QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,
VICTORIA, B. C.

Represented in the Orient by **Mr. A. R. Tufts**, with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL WRITE CAMERON GORDON & Co. WHOLESALE COMMISSION AGENTS WINNIPEG MANITOBA

M. B. STEELE

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.
P.O. Box 731. - - WINNIPEG, CANADA.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker

"ACME" TABLE SALT

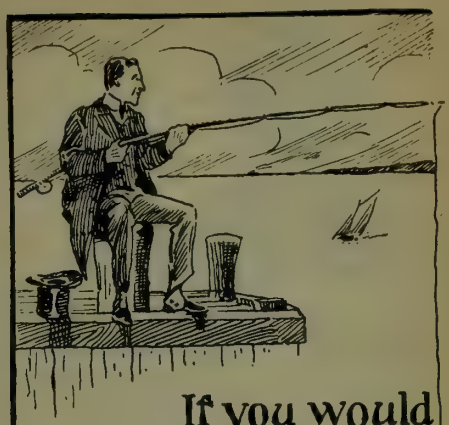
Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.



If you would catch fish, you must cast your line.

—and cast it where there are fish.

Good fishermen go where fish are plentiful—use the right kind of bait—and make many a good haul.

Shrewd advertisers use THE CANADIAN GROCER because plenty of grocers read it—they use the right kind of bait and make many a good haul of new customers.

Suppose the fish don't bite at fust,
What be yew goin' tur dew?
Chuck down yewr pole, throw out yewr bait,
An' say yewr fishin's threw?
Uv course yew haint; yew're goin' tur fish,
An' fish an' fish an' wait
Until yew've ketched yewr basket full,
An' used up all yewr bait.

Our Department of Advertising Service provides good bait—for those who desire it—without any extra charge.

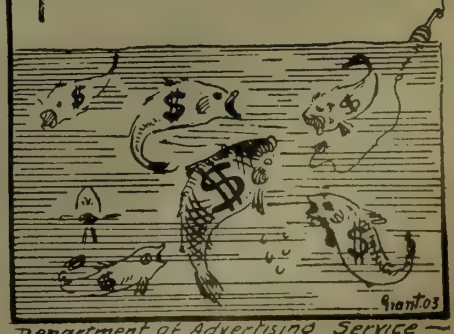
If you would have more business cast your line to grocers in THE CANADIAN GROCER.

Dollar fish are biting.

Catch?

The Canadian Grocer,

10 Front St. E. Toronto. 232 McGill St. Montreal.



Department of Advertising Service

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

ROBINSON'S PATENT BARLEY?

It is a perfect food for infants and invalids, put up in 1-lb. and ½-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited

LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

December 17, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

½e, 5 doz. in case	$0 40
" ¼ " "	0 75
" ⅛ " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ¼ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50
Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

	Per doz.
1-lb tins, 4 doz in box	$2 25
½-lb tins, 4 doz in box	1 25
¼-lb tins, 4 doz in box	75

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
½ Rolland	9 50 10 00
½ Delory	10 50
½ Club Alpins	2 50

FRED. MAGEE

	Per doz	
Smelts in spices, in ½-lb round tins	0 90	$1 00
" mustard, in ½-lb oval "	0 95	$1 05
" Tomato, in ½-lb. " "	0 95	$1 05

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	
Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

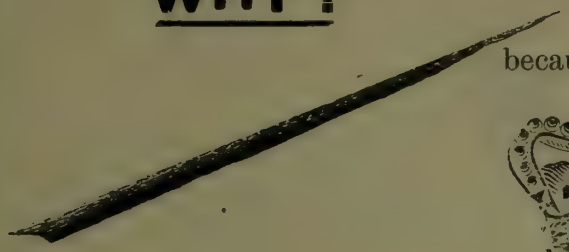
	Per lo
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38

—have you noticed how your **Syrup** trade is growing ?
—it is easier to sell **Syrup** now than some years ago.

WHY ?



because since we introduced our **"CROWN"** brand **Table Syrup** to the trade, the consumer gets a **pure, healthy, clean** and delicious article — put up in handsome, cleanly labelled **tins.**

It pays you to handle,— no bother, no labor, no keeping customers waiting, always ready———

Ask your jobber for **"CROWN"** brand—
—See that the Crown is on the pkgs.

MANUFACTURED ONLY BY . . .

The EDWARDSBURG STARCH CO'Y, Limited

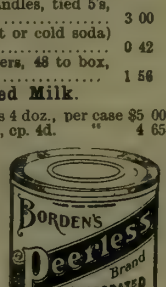
ESTABLISHED 1858

53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, QUE.

Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65



Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec. Rio No. 1	0 11

WILLISON'S TURKEY COFFEE.

	Per lb.
1-lb tins, 48-lb cases	30

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	15 00
Small size "	12 00
Roquefort—Large size "	2 40
Small size "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents: The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO. Per gross.

-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Gelatine.

	Per gross.
Knox's No. 1 sparkling	$15 00
	Per doz.
" " " 6 doz., at	$ 1 30
" No. 3 acidulated, at	$ 1 50

Jams and Jellies.

SOUTHWELL'S GOODS. Frank Magor & Co., Agents.

	Per doz
Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant elly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans....per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case
1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	per lb.	$ 0
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
¼-lb. tins	per lb.	0 25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	4 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

'Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked "	"	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ¼-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkns.	$2 75
" " 16 oz., cases, 60 pkgs.	

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel...per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch	
1-lb. packages, boxes 40 lb.	0 06¾

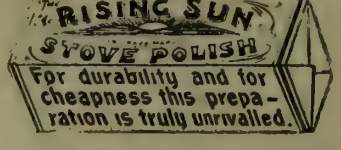
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4. less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

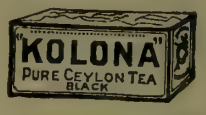
"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

Teas.

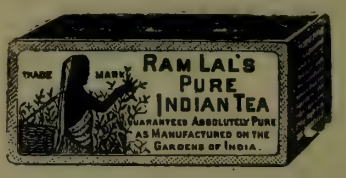
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

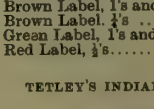


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	
" " 30 1-lb. }	0 35
" " 120 ½-lb	0 36



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0	18½	$0 25
Blue Label, ½'s	0	19	0 25
Orange Label, 1's and ½'s	0	21	0 30
Brown Label, 1's and ½'s	0	28	0 40
Brown Label, ½'s	0	30	0 40
Green Label, 1's and ½'s	0	35	0 50
Red Label, ½'s	0	40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—			
"Condor" I 40-lb. boxes	$0	42	
" II 40-lb. boxes	0	40	
" III 80-lb. "	0	37	
EMD AAA Japan, 40 lb "at	0	35	
" AA " 40 "	0	32½	
Blue Jay, basket fired Japan, 70 lbs.	0	30	
"Condor" IV 80-lb. "	0	43	
" V 80-lb. "	0	30	
" XXXX 80-lb. boxes	0	25	
" XXXX 30-lb. "	0	26	
" XXX 80-lb. "	0	22½	
" XXX 30-lb. "	0	23½	
" XX 80-lb. "	0	20	
" XX 30-lb. "	0	21	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0	30	

Black Teas—"Nectar" in lead packets		
Green Label	retails	0 26 at 0 20
Chocolate Label	"	0 35 at 0 25
Blue Label	"	0 50 at 0 36
Maroon Label	"	0 60 at 0 45
Fancy tins—Chocolate, 1-lb		0 32½
" " —Blue, 1-lb		0 42½
" " —Maroon, 1-lb		0 50
" " —Maroon, 1-lb		1 50

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases	retail	0 60 at 0 40

Black Teas "Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	{50 ½-lb. packages. / 25 1-lb. " }	$0 35 / 0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	{50 ½-lb. packages. / 25 1-lb. " }	0 29 / 0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	{50 ½-lb. packages. / 25 1-lb. " }	0 23 / 0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	{50 ½-lb. packages / 25 1-lb " }	0 35 / 0 34
Green Ceylon, No. 2,	{50 ½-lb. packages / 25 1-lb. }	0 29 / 0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities
JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

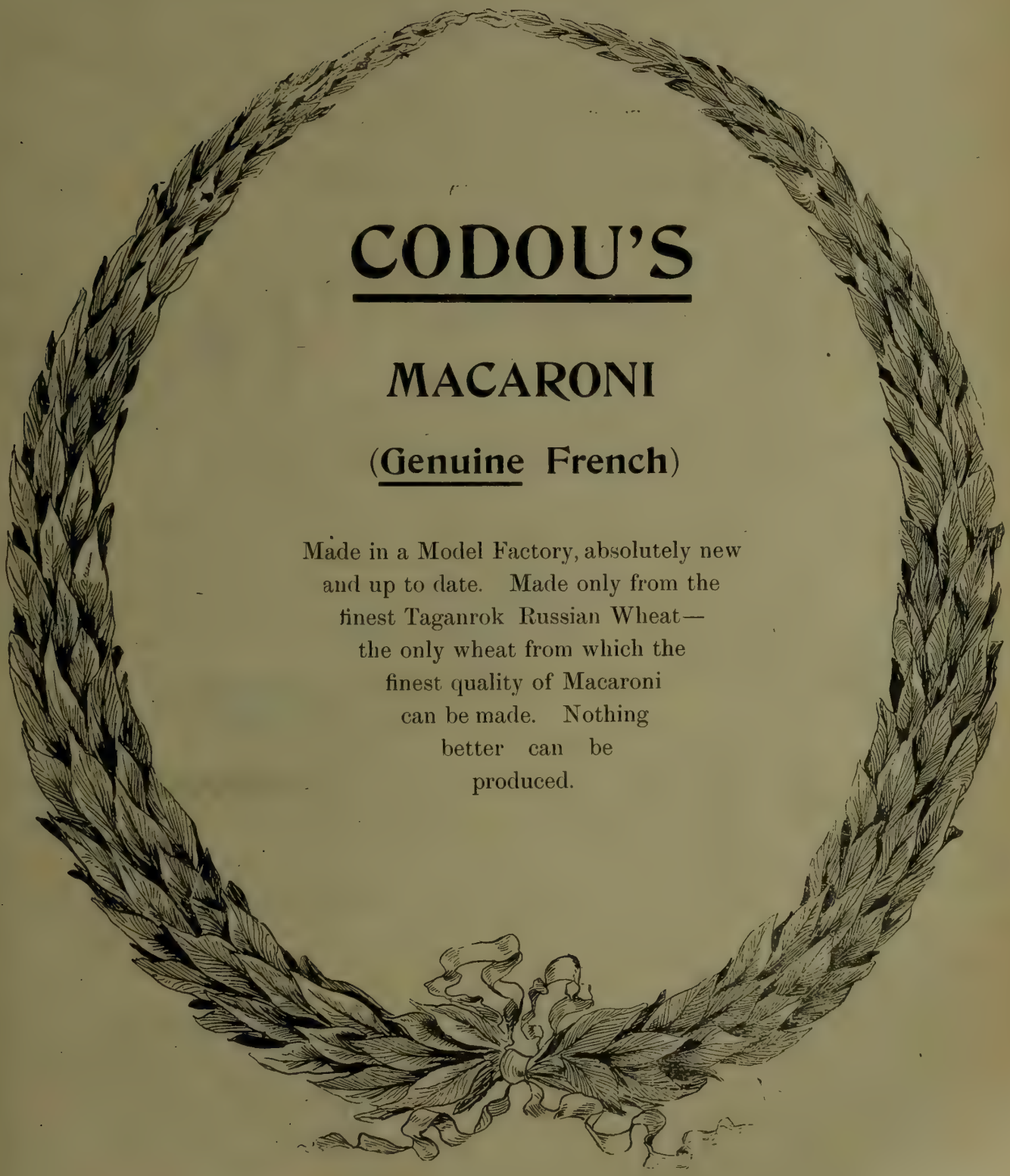
Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Dominion King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " " 3 doz. 5c	1 00
" " " 3 doz. 10c	1 80



CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrok Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPETT & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co., Winnipeg, also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1902

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—**Laporte, Martin & Cie., and all wholesale grocers.**

AGENTS IN TORONTO—**Canada Grocers, Limited, and all wholesale grocers.**

THOMAS J. LIPTON, 39 Pearl Street, New York City.

GROCERS' NOVELTY.

THE *Ingersoll*

American Watches.

RETAIL PRICES, **$1.25 to $2.50**

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelery trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Grocery Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

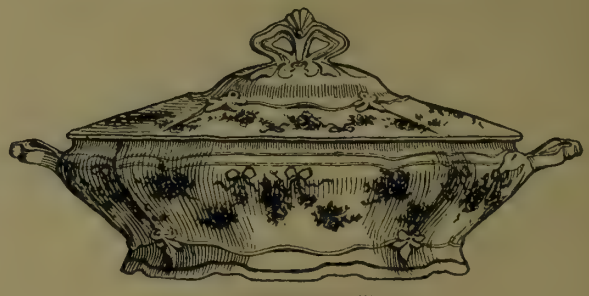
Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

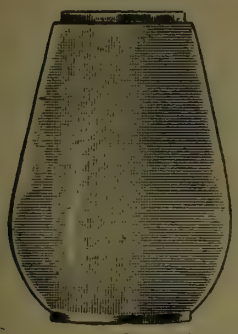
WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, . . . , TORONTO.

MONTREAL, 301 St.James St.,

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.

MERCHANTS.

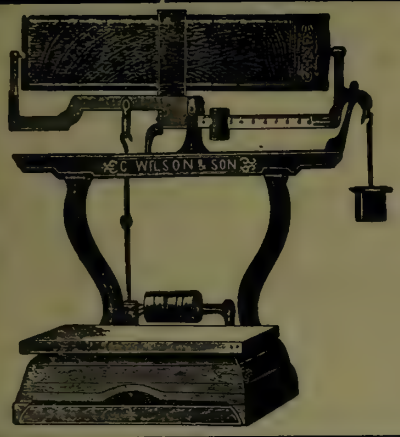
The Toledo Automatic Computing Scale SHOWS to EVERY CUSTOMER in LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY FOR the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

MADE IN CANADA.

Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

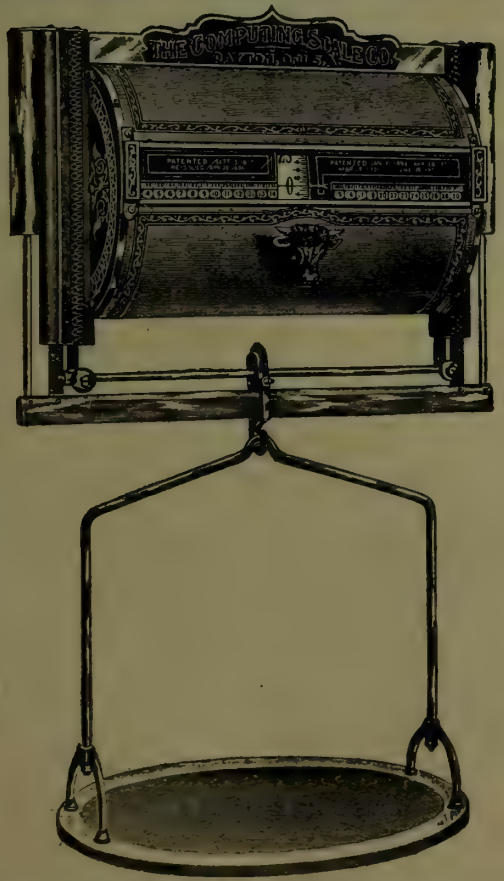
I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ———

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited
164 KING ST. WEST, TORONTO, CAN.

F. P. SCUDDER, President — ADOLPHE E. SMYLIE, Vice-Pres't and Sec'y — H. W. PETHERBRIDGE, Treasurer

NATIONAL LICORICE CO.

Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SCUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—106 JOHN ST.

106-116 John St.,
227-237 Plymouth St., } Brooklyn, N.Y.

Illustrated Catalogue on request.

POULTRY WANTED

At Aylmer Canning Co., Aylmer, Ont.
Delhi Canning Co., Delhi, Ont.
Simcoe Canning Co., Hamilton, Ont.

Who will pay highest market prices from now to Christmas for

CHICKENS, TURKEYS, GEESE and DUCKS.

All must be dressed, drawn, with heads and feet off, and delivered at either of the above places in good order.

Canadian Canners' Consolidated Companies, Limited
HAMILTON, ONT.

—"everyone to his taste"
but the taste
for

JAPAN TEAS

once acquired,
can never be satisfied by the
teas of any other country.

Why?

Because there is a freshness, a flavor, an aroma, and a delicious healthfulness about them, possessed by

no other Teas in the world.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

If Your Idea

is not merely "to make a sale" as the phrase goes, but to make a patron of every customer who walks into your store — not with words, but with goods — sell Tea Rose Drips—the best brand of pure cane sugar syrup on the market to day—without exception.

ROSE & LAFLAMME, Agents,
MONTREAL.

Solves the Coffee Problem.

Remember the name

Paterson's Camp Coffee Essence

A PAYING ARTICLE TO PUSH

ROSE & LAFLAMME,
Agents, Montreal.

The Ceylon Tea Planters and Manufacturers
take pleasure in wishing their Canadian friends a very
Merry Christmas and a Prosperous New Year.
They will be

At Home

all through the year 1904, preparing for the Canadian
market the finest tea in the world.
The growing popularity of Ceylon Tea in Canada is
beyond all expectations, and the Canadian
grocers are invited to share in this growth by putting
in a full stock of Black and Green Ceylon Tea
for 1904, thus ensuring their prosperity
for the next twelve months.

Some Salmon Sellers.

In selling salmon the greatest care should be taken in the selection of brands that are strictly first-class and stay first-class, brands that you can absolutely rely on.

Maple Leaf Salmon

Lowe Inlet Salmon

These are two brands which you may sell with positive satisfaction. Ask for them. They are put up by

The British Columbia Packers' Association

VANCOUVER, B.C.

There are Plenty of Ideas for Grocery Ads.

in the book on grocery advertising by W. Arthur Lydiatt entitled "100 Goods Ads. for a Grocery Store."

It contains the copy for 100 different ads. —some examples of effective display—nearly a hundred short, snappy sayings for headlines, show cards, etc.—and a good chapter on the how, when and where of grocery advertising.

All it costs is $1 a copy. Sent postpaid on receipt of the dollar.

MacLEAN PUBLISHING CO., Toronto.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

LEES & LANGLEY'S

Worcestershire Sauce

PURITY

EXCELLENCE

U

will want some of this **high-class relish for the holiday trade.**

'Phone Main 789 or wire us at our expense.

American Coffee & Spice Co.,

109 Front St. East,

Toronto.

Lytle's Mince Meat

Suits the Cook,

and it also suits the grocer because there is more satisfaction in selling one lb. of good mince meat than ten lbs. of poor mince meat. The grocer who wants his goods to be good enough to sell themselves the second time is the grocer who will stock up well for the Xmas trade with Lytle's mince meat.

Done up in 6, 12, 28 and 80 lb. fibre and wooden pails.

The **T. A. LYTLE COMPANY,** Limited

124-128 Richmond St. West, TORONTO.

Pure, Delicious, Best.

are the THREE TERMS that correctly describe

STRETTON'S

(PRIZE MEDAL)

Worcestershire SAUCE

HIGHEST AWARD, LONDON, 1893.

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

COLD

There will be more black lead used this cold weather. There are more stoves in use. Keep up your stock of

JAMES' DOME LEAD

W. G. A. LAMBE & CO., Canadian Agents.

YOU WANT TO BE A LEADER IN YOUR TRADE

Manufactured from a blend of the finest
MOCHA, EAST INDIAN, JAVA, COSTA RICA and MYSORE COFFEES.

NO CARAMEL, NO GLUECOSE used in their manufacture.

BROMLEY'S COFFEE ESSENCES

The HOSPITAL says:—
"It is quite the best of its kind we have ever tested."

The LANCET says:—
"Distinct evidence or its genuineness and value was afforded in the fact that, by a suitable treatment crystals of Caffeine, the important stimulating principle of Coffee, were extracted from it. It is free from objectionable admixtures."

BRITISH MEDICAL JOURNAL says:—"It is a well-made liquid preparation, and Caffeine was abundantly found therein."

WILL ACHIEVE YOUR DESIRATUM

GOOD AND PERMANENT PROFITS.

LARGE AND INCREASING SALES.

Dr Laing's Cream Sauce

THE ONLY SAUCE IN THE WORLD CONTAINING
PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA. **W. G. PATRICK & CO.,** Merchants, 29 Melinda St., **TORONTO**

NOT TOO BUSY.

You are never too busy to add to your profits. This can be done by dropping a hint now and again to your customers that it is well for them to always keep on hand a tin or two of condensed milk or evaporated cream. It will often save the housekeeper a heap of inconvenience when she runs short of milk.

"REINDEER BRAND"

W. G. A. LAMBE & CO., Agents. condensed milk always fresh.

A Handsome Coffee Tin, FREE

With 100 pounds AURORA COFFEE

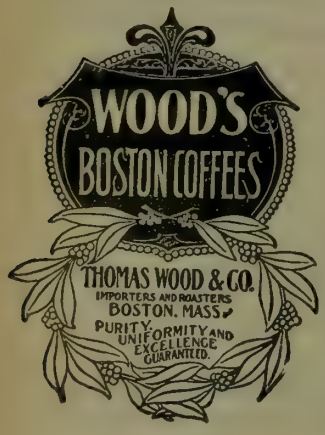
This is not a "catch" offer—but a genuine gift—of an attractive lithographed, double partition Coffee Tin—in order to show the wide-awake, up-to-date grocer just what real bargains we have to offer in Coffee.

Our Coffee stock is complete with splendid values for the retailer.

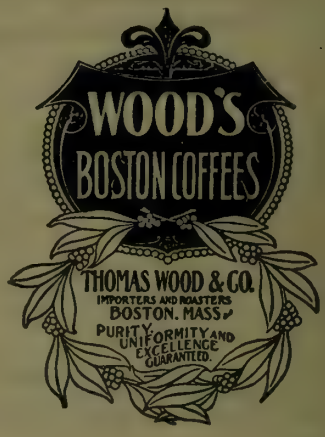
W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

WOOD'S COFFEES



They need no eloquence to stimulate sales.
Tell the simple, precise truth about them.
Mind you, Time and Success do not affect our efforts.
We handle every invoice with the same care and attention that we did 25 years ago.
Grocers who sell Wood's Coffees make their statements looking the customer square in the face.



THOMAS WOOD & CO.

Canadian Factory and Salesroom,

No. 428 St. Paul St., - - MONTREAL.

YOU ARE IN A HURRY

Telephone Us.

Rush Orders a Specialty

Fine Stock of XMAS GOODS.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

John Bull's Blend

BRITISH GROWN TEAS

Good Tea. Good Advertising. Good Profit.

Advertising automaton free with initial orders.

WARREN BROS. & CO., - TORONTO

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

WHEN we took the steamer at Nelson for our trip down the Kootenay lakes a day had elapsed since we landed at Robson at the foot of the Arrowhead lakes. The morning was dull, but the rain had

A Young Banker Playing Horse at McLeod.

ceased. The Kootenay lakes, as their name implies, was a widening out of the Kootenay river, and, as on the Arrowhead lakes, are walled in on either side by towering mountains, most of which are snow-capped. At their widest part they are about four or five miles wide, and one would think that it would be impossible for heavy seas to arise upon them, but the crew in our steamer, the Movie, informed us that there were occasions on which the waves became quite tempestuous and of dangerous force. Indeed, we had one slight experience of the suddenness with which storms come, and some idea of their force. In one of the illustrations in this issue is a snapshot I took of a storm as it was approaching us, and was taken a few moments after the other, showing the lake in sunshine. When the storm was upon us one could not see either shore, and the choppy sea soon drove us all into the interior of the boat; but it was soon over and soon forgotten. When it is remembered that the Kootenay lakes stretch for about 100 miles between a wall of mountains on either side, one has not to search far in order to find an explanation for the suddenness and the fierceness of the storms which are sometimes encountered upon them.

* * *

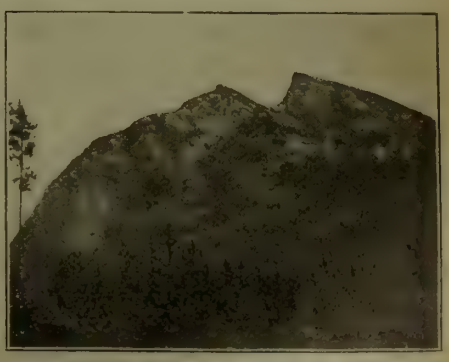
The four blue-grey walls of the sky line are the fences one commonly sees in mid-prairie. A fence of the orthodox eastern type is a rare thing indeed. It is nothing to travel all day and fail to see one. Those that we saw were marked by the scanty supply of wood that went to construct them. Here and there a substantial post was supporting the strings of wire, while between these at equal distances, were sticks about the size of broom handles driven into the ground to aid in strengthening the fence. Nature has been liberal in her bestowal of everything else but the material from which timber can be made. There is land to grow wheat and meat upon it enough to supply Europe; coal lands by the thousands of square miles; ozone to fill and expand the lungs of many millions of people, and water enough to quench their thirst and water their cattle and their crops, but scarcely a stick to burn, much less with which to build fences. I am speaking, of course, of the prairie land

A Typical Scene in Stanley Park, Vancouver.

which comes within our range of vision as we speed along in the train. Away to the north, beyond the present fringe of civilization, Nature has not withheld her hand in this respect, and from the foothills westward to the Pacific, trees are relatively almost as thick as grass is on the prairies, while meeting our astonished eyes as we emerge from the 500 mile journey through the Rockies are the cedars and pine trees, many of which penetrate into the "blue" one and two hundred feet, with a girth at the base, in some instances, large enough to enclose a moderate sized room. But while the Rockies can boast of their trees, the great plains beyond them to the east have their No. 1 hard, their herds of rugged, healthy cattle; their bunches of sturdy horses. The one is thus able to supply what the other requires but does not produce, at any rate only to a limited extent. Nature was not without foresight when she rolled out by the thousand square miles the rich prairie land between Winnipeg and the foothills of the Rockies, and built up to the West as far as the shores of the Pacific towering mountains, on whose slopes she planted wealth of timber and in whose interior she hid untold mineral wealth.

* * *

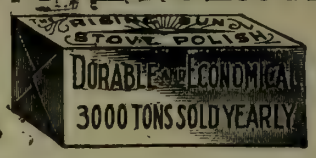
Twilight lingers long in the Great West. A lengthy twilight is pleasant under all circumstances; but it is particularly so when one is travelling in a strange land and desires as much time as possible for sight-seeing. To a Canadian whose home is in Ontario or Quebec, the experience of an evening on the prairie is delightfully surprising. "My, how long it takes to get dark!" was an ejaculation that one often heard from a fellow-passenger. The length of the twilight was particularly impressed upon me on the evening we stopped at Lethbridge for a couple of hours to witness a cattle rounding-up contest, horse races with Indians mounted bareback, and exhibitions of bucking bronchos. Evening was well upon us when we stepped from the train and hurried nearly two miles across the prairie to the scene of the sports. We watched for nearly an hour the various events which were provided for our entertainment, but darkness was not really upon us till our train was reached. That return walk across the prairie there is one

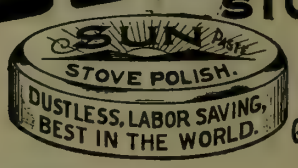


Saddle Back Mountain, Banff.

at least in the party who will not forget. The light was too faint to allow objects to be clearly discerned upon the prairie, but there was a gread deal of grey light still left in the sky, and it was a pictur-

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE





SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

esque and amusing sight to see the heads of the scores of "broncho busters" and cowboys bobbing into view above the sky line as they rode along on their cantering ponies unmindful of the gopher holes that abounded. But bronchos have the faculty of evading gopher holes in darkness as well as in daylight ; and even when a layer of snow covers the prairie.

* * *

Speaking of twilights reminds me of sunsets on the prairies. I do not know that they are any more beautiful than the sunsets of Eastern Canada, but they are different, particularly when the Rocky Mountains present themselves as a background. The sunsets, like the twilights, linger longer. The sun dances down behind clouds and mountain peaks just as quickly as he does behind clouds and commonplace hills in the east ; but the light he leaves in his wake does not go out as quickly. It just stays there as if magnanimously bent on giving us tenderfoots from the east our money's worth of beauty. And as if the mountain peaks were not high enough and glorious enough for the setting of the picture, fleecy clouds are piled up one upon another, until one has to look twice before being satisfied where the snow-capped peaks of the mountains end and the fleecy clouds begin. And even then one would hesitate to take an affidavit as to the exact line of demarcation. The majesty and beauty of the scene is too awe-inspiring to run the risk of even an unintentional equivocation. Late in the afternoon of the day we emerged from the Rocky Mountains at the Crow's Nest Pass the sun was getting low behind what is indicated in the guide books as Cathedral Peak. No one needed to be told it was Cathetral Peak. It was possibly a hundred or more miles from us, but the outline of a massive cathedral was so well defined that some of our fellow travellers who had never ever heard the mountain's name, remarked how closely it resembled a cathedral. There was no sunset in all our journey of 7,000 miles that so impressed itself upon my memory. It was magnificent, and seemed more supernatural than real.

IMPORTATION OF TEA.

At the suggestion of Mr. P. C. Larkin, of The Salada Tea Co., Mr. George Johnson, statistician of the Dominion Department of Agriculture, has prepared a table showing the amount of tea imported into Canada since 1893. The table is as follows :

Year.	Dutiable Lbs.	Free Lbs.
1893.....	567,306	17,480,548
1894.....	1,444,805	19,106,934
1895.....	370,650	20,225,120
1896.....	259,532	22 408,639
1897.....	295,132	24,049,850
1898.....	614,730	19,414,732
1899.....	856,130	24,246,555
1900.....	222,041	24,776,685
1901.....	180,634	22,915,304
1902.....	376,786	19,305,267
1903.....	712,130	23,360,187

A WORD FROM JAPAN.

THE GROCER has received from Mr. Andrew R. Tufts a souvenir post card showing a partial view of the Osaka Exhibition Grounds. The effect is very pleasing, indeed. The card was dated Osaka, Japan, October 10.

ANTIGUA SUGAR.

The Dominion Department of Trade and Commerce has received a report from Agent Bryson, of St. Johns, Antigua, stating that arrangements have been completed between the government of the island and a firm in London for the erection of a large central sugar factory, to be operated by a vacuum pan and centrifugal process of the most modern type, with a capacity of 3,000 tons of crystals per annum. Up to this time Antigue sugar producers have followed the old Muscovado process, and it is hoped the new departure will give a great impetus to the sugar industry of the island.

SUGAR BEETS VS. WHEAT.

"Mr. S. S. Detweiler," says The Berlin News-Record, "has made the following comparisons of profits in growing wheat and sugar beets :

"Cost of growing one acre sugar beets : Manure, 10 loads per acre, at $1, allowing one half to be utilized by preceding crop, thus making $5; Fall preparation of land, $2; Spring preparation of land, $1; seed, $2; seeding, 30c.; cultivating four times, $1.60; blocking and thinning, $5; second hoeing, $2; lifting with team, 75c.; pulling and topping, $5; delivering 10 tons 5 miles, $7.50. Total, $32.15.

10 tons of beets per acre at $5.....	$50 00
Total cost.....	32 15
Net profit.....	$17 85

"Farm with stock and implements at $80 per acre, will give you a dividend of 22¼ per cent.

"Cost of growing one acre of wheat : Manure, on same conditions as beets, $5 ; preparation, $3; seed, $1; seeding, 30c.; harvesting and threshing, $1.25; marketing, 75c. Total, $11.30.

Average crop per acre, 20 bush.

20 bush at 75c.....	$15 00
Total cost	11 30
Net profit.....	$3 70

Or 4¾ per cent. dividend."

LAING'S CREAM SAUCE.

W. G. Patrick & Co., Toronto, are putting on the market a new line in Dr. Laing's cream sauce. This sauce was compounded after several years experiment, and combines pure Devonshire cream and rich grape juice as its principal ingredients. It is handsomely put up in 10-oz. bottles, to retail at 25c., and gives, at this price, a good margin to the retailer.

F. X. Brassard, general merchant, Amqui, has made an assignment and G. Lafaivre has been appointed provisional guardian.

Don't Wait Till Our Holly is All Sold!

We have "SELECT" and "FANCY" in cases and halves.

Also Full Supply of CHRISTMAS STOCKINGS.

All goods now shipped same day as order received.

Lucas, Steele & Bristol,
HAMILTON.

IT PAYS TO

Please your customer at this season of the year. It is easy to do by selling

Canada's Greatest Baking Powder and Yeast Cakes.

LUMSDEN BROS.
Toronto and Hamilton.

WE ARE RECOGNIZED AS THE

Quick Shippers
OF ONTARIO

So when needing **CHRISTMAS GOODS** in a hurry, send along your orders **by 'Phone, Wire or Letter.**

Our stock is splendidly assorted, our prices are right, and we will give you every satisfaction.

JAMES TURNER & CO.

Wholesale Grocers, = = = HAMILTON, ONT.

NOW IN STORE.

MALAGA FRUITS,

CALIFORNIA SEEDED RAISINS,

TARAGONA ALMONDS.

GRENOBLE and BORDEAUX WALNUTS, arriving this week.

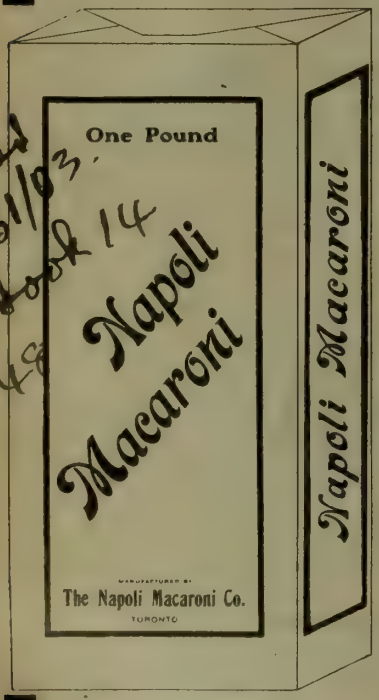
Thos. Kinnear & Co.,

Wholesale Grocers, - - 49 Front St. E., Toronto.

PURITY and QUALITY

These are the sign-marks of

NAPOLI MACARONI



Our Famous Package.

Put up for the trade as follows :

Mezani (large)	1 lb. pkgs.,	48 lb.	boxes
Mezanelli (medium)	1 "	"	"
Spaghetti -	1 "	"	"
Vermicelli -	1 "	"	"

Fancy Pastes for Soups, 1lb. Pkgs., 48 lb. boxes

Following Assortment:

WEDDING RINGS, STARS, ALPHABETS, DITALINI, TUBETI, TUBETINI.

Assorted boxes, above kinds, if desired
All kinds, bulk, 20 lb. boxes
Genova Macaroni, bulk, 20 lb. boxes.

"A pure food, made with absolute cleanliness, of the best quality of materials."

ONTARIO SELLING AGENTS

A. F. MACLAREN, IMPERIAL CHEESE CO., LIMITED,

51 Colborne Street, Toronto.

Business Changes

ONTARIO.

E. H. DIERLAMN, grocer and dry goods merchant, Milverton, has sold his stock to R. J. Ranney.

J. D. Rooney, grocer, and confectioner, Byng Inlet, has sold his stock to J. W. Broderick.

A. Mountjoy,, wholesale fruit dealer, London, is dead.

Orr Bros., millers, Windsor, are about to dissolve partnership.

Stewart & Co., millers, Strathroy, have dissolved partnership.

H. E. Martin, grocer, Kingston, has sold out to H. C. Moxley.

A. B. Johnstone, grocer, Boston, has sold out to Turner & Taylor.

D. Almas, of D. Almas & Son, general merchants, Hagersville, is dead.

A. Myers, husband of M. Myers, general merchant, Uffington, is dead.

J. Ward & Co., cigar manufacturers, London, have sold out to W. Flannagan.

V. M. Nicholls, general merchant, Fordwich, has sold out to Wade Bros.

G. S. Souter, flour and feed merchant, Copper Cliff, has assigned to A. D. Meldrum.

Spence & Dean, basket manufacturers, Waterdown, have dissolved partnership.

E. Norquay, grocer, Port Dover, has been succeeded in business by Mrs. Tisdale.

W. Mooney, grocer, Ottawa, has added a confectionery department to his business.

The premises of H. M. Douglas, cigar manufacturer, London, has been damaged by fire.

H. Brown & Sons, flour merchants and millers, Carleton Place, have dissolved partnership.

W. J. Reid & Co., wholesale crockery and glassware dealers, London, are closing out their retail business.

O'Brien & Kennedy, grocers, Stratford, have dissolved partnership. J. J. O'Brien continues in business.

Turner & Son, general merchants, Bealton, have dissolved partnership. F. Turner continues in business.

H. Taylor & Sons, tea merchants, London, have dissolved partnership. Each continues in business alone.

Blanchard Bros., grocers, London, have assigned to the London and Western Trusts Co., a meeting of creditors will be held on 14th inst.

QUEBEC.

T. A. Lemoine, grocer and butcher, Montreal, is dead.

A. Sabourin, grocer, coal and wood dealer, St. Johns, is dead.

Dame & Frere, grocers, Montreal, have dissolved partnership.

A. B. Fraser, grocer, Montreal, has sold out to E. P. Dame.

P. Therrian & Co., general merchants, St. Remi, have compromised.

Make a nice display of

UPTON'S

JAMS
JELLIES
AND
ORANGE
MARMALADE
FOR

Christmas

and they will win business for you.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

A. Chouinard & Co., tea and coffee merchants, Montreal, have registered.

The assets of the Scotstown Mills Co., Sherbrooke and Scotstown, have been sold.

The Richelieu Pottery Co., St. Johns, have dissolved business and registered the same.

B. Nerou, general merchant, St. Jerome, has offered to compromise at 50c on the dollar.

Ratte & Payment, general merchants, St. Anne de Beaupre, have registered their partnership.

H. Girard, general merchant, St. Paul's Bay, is offering to compromise at 40c on the dollar.

The assignment of G. Duchesne, grocer and shoemaker, Hunterstown, has been demanded.

The Potters' Manufacturing Association, St. Johns, have dissolved business and registered the same.

J. N. J. Bissou, general merchant, Broughton Station, has sold his stock to Beaudoin & Turcotte.

The premises of A. S. Russell, grocer, Hull, has been damaged by fire; loss partly covered by insurance.

L. O. Couture & Co., general merchants, St. Gedeon, are offering to compromise at 80c on the dollar.

Bilodeau & Chalifaux have been appointed curators to H. A. Houle, grocer, St. Louis de Mile End. His assets are to be sold.

A petition for a winding-up order for the Montreal Canning and Preserving Co., Montreal, was to have been presented 9th inst.

P. G. Bussiere & Cie., flour and grain merchants, Quebec, have dissolved owing to the death of P. G. Bussiere. The business is continued by A. N. Drolet and S. Dugal.

MANITOBA AND N.W.T.

T. A. Stanlake, confectioner, Elgin, has sold out.

J. A. McIntyre, grocer, Verden, has sold out to M. R. Schurman.

J. A. Bradley, grocer, Hartney, is negotiating to sell out his business.

J. Funk, general merchant, Rosthern, has sold out to Gloeckler Bros. & Co.

H. R. Goulgar & Co., general merchants, Lacombe, have been incorporated.

A meeting of the creditors of G. Elliott, general merchant, Hamiota, has been held.

The stock of the estate of S. Lebedinsky general merchant, Carman, has been sold.

R. A. Sanderson, confectioner, Rothwell, has been succeeded in business by R. Towns.

A chattel mortgage against L. S. Gurney, confectioner, Hartney, has been foreclosed.

Fitzpatrick & Chubb, confectioners, Birtle, have dissolved partnership. Fitzpatrick continues in business.

Dulmage Bros., general merchants, Saskatoon, have sold their hardware stock to H. Isbister & Son.

NEW BRUNSWICK.

J. Hopkins, pork packer, victualler and egg dealer, St. John, has been succeeded by a new firm, same style.

H. E. Graves, general merchant, Harvey Bank, has assigned to the sheriff. A meeting of creditors was announced for 10th inst.

NOVA SCOTIA.

G. G. Powers, general merchant, Kingston Station, has made an assignment for the benefit of his creditors.

BRITISH COLUMBIA.

Hough & Calder, grocers, Vancouver, have sold their stock to E. Calder.

Eagle & Paxton, traders, 150 Mile House, have dissolved partnership.

Malaga Fruit

Full Range.

Boxes and Qr. Boxes

Best Packers.

THE
Davidson & Hay,
LIMITED,
Wholesale Grocers,
TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Poultry For Cold Storage.

THIS is the cold storage season for poultry, and especially for turkeys, says The National Provisioner. Between this date and the middle of January great quantities will find their way into the freezers. As to the preparation of the bird for the freezers, it will not be amiss at this time to give the result of experiments which have been made to determine the most approved and satisfactory method in getting the bird ready to be frozen.

Only the finest stock should be selected. The birds should be dry picked.

If the stock is to be packed it must be absolutely dry and cold when placed in the cases.

Where outside temperature is low enough, the best results are obtained by the natural freezing, but care must be taken that the birds are protected from the wind during the process. In localities and at seasons where natural cold cannot be used the stock may be put directly into the freezing room of the cold store and frozen either singly or packed in cases.

Cases should be made of well-seasoned planed lumber, 1 inch thick.

For old tom turkeys the size of the case is 36 x 22 x 18 inches, and for young toms 36 x 22 x 15 inches.

For geese, ducks and chickens the size is 30 x 20 and about 10 inches, or deep enough to allow for two layers. These boxes should be of ⅝-inch lumber.

Two layers should be packed in each case. Turkeys with backs up and legs outstretched, old toms, young toms and hens should be packed separately. Never pack old and young in the same case.

Geese, ducks and chickens should have the breast down on the bottom layer and up on the top layer. Each case should be plainly marked on the outside with a description of its contents.

When stock is frozen outdoors in cases and the temperature is below zero, the cases may be filled at once, but if above zero only one layer will be frozen at a time. No packing material should be used. When frozen solid the stock should be immediately placed in cold storage.

When the poultry is to be frozen in cold storage, the cases may be filled and placed in the freezer, but a slat in the side of the box should be left off until the stock is frozen; the lower the temperature and quicker the freezing the better the result.

In cold storage the cases should be separated so as to allow a free circulation of air.

Excellent results in freezing the poultry have been found by putting birds separately into the coolers and then packing after it is frozen. In some instances it is frozen. In some instances it is not packed until ready for market, when it may be shipped in straw if the weather is cold enough. In handling large lots which must be sent long distances and then be placed in cold storage, it has been found to be better to pack the goods in cases before freezing.

Visible Stocks of Lard.

THE N. K. Fairbank Co., Chicago, Ill., under date of December 2nd, write THE CANADIAN GROCER as follows:

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on the 1st inst., to which we add estimates of former years, and stocks in cities named:

	1903. Dec. 1.	1903. Nov. 1.	1902. Dec. 1.	1901. Dec. 1.	1900. Dec. 1.	1899. Dec. 1
Liverpool and Manchester	10,500	11,000	950	3,500	6,000	37,000
Other British ports	1,500	3,200	250	5,000	6 000	7,000
Hamburg	12,000	20,000	500	3,000	3,500	4,000
Bremen	500	500	1,500	1,000	1,000	3,000
Berlin	2,000	6.000	500	500	2,500	5,000
Baltic ports	8,000	8 500	5,000	6,000	5,000	6,000
Amsterdam, Rotterdam, Mannheim	500	250	500	1,000	500	1,500
Antwerp	1,000	2,500	1,000	1,000	1,500	4,000
French ports	900	700	500	3,000	4,000	4,500
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	37,400	52,150	11,200	25,000	31,000	73,000
Afloat for Europe	50,000	50,000	45,000	57,000	60,000	60,000
Total in Europe and afloat	87,400	102,150	56,200	82,000	91,000	133,000
Chicago prime steam	19,920	44,409	9,547	21,438	17,092	90,268
Chicago other kinds	8,082	4,181	9,698	4,981	6,173	11,261
East St. Louis	840	....	....	310	568	7,500
Kansas City	3,682	2,684	2,289	13,445	3,406	2,958
Omaha	842	1,140	1,013	3,911	2,960	3,433
New York	5,537	3,863	4,510	5,551	7,340	12,618
Milwaukee	1,857	1,789	680	1,564	1,566	3,588
Cedar Rapids	....	....	....	2,644	1,790	444
South St. Joseph	1,845	3,833	1,788	3,450	1,859	1,109
Total tierces	130,005	164,049	85,725	139 294	133,754	266,279

A Well Provisioned City.

Chicago is always in the face of strikes. The city is in a state of siege all the time from an industrial and labor point of view, and is well provisioned, says The National Provisioner. Chicago could not be starved out in months. The daily food supply on hand in that city averages about as follows:

Daily milk supply (gallons)	200,000
Meat and game in cold storage (lbs)	20,000,000
Fish in cold storage (lbs)	3,000,000
Flour in storage (barrels)	2,000,000
Butter in cold storage (lbs)	18,000,000
Eggs in cold storage (dozens)	12,000,000
Fruit and vegetables in cold storage (lbs)	2,000,000

The development of cold storage plants in the city during the last decade has made it impossible to starve Chicago by strikes. The margin of 20,000,000 or more lbs. of meat on hand at any one time assures the city plenty of food in any emergency. The other edibles in cold storage are relatively as abundant. A strike would starve the worker before the other citizen felt the pangs of hunger. He might grumble a bit at the price.

Montgomery & Colquhoun, general merchants, Deloraine, will dissolve partnership January 1, 1904.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

For Christmas

We have now the finest lot of Hams and Bacon we ever had in stock. Nice, small, well-trimmed Hams and delicious English Breakfast Bacon, put up for you in parchment paper, there could be nothing more attractive or more profitable for your Christmas trade.

We have also a very good seller in our English Mince Meat. Although we say so ourselves, it is delicious.

A limited quantity of full cream Canadian Stiltons, about 10 lbs. each, and some very fine Cheddar, either White or Colored.

Let us have your Christmas orders now.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—Trade on the whole is quiet in these lines, as is to be expected till after the new year. Dressed hogs are somewhat firmer than a week ago, especially for light weights, probably 15 to 20 cents per cwt. up; but smoked meats are weak and lard is off from a week ago. We quote:

Long clear bacon, per lb	$0 09	$0 09½
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	0 10	0 10½
Medium hams, per lb	0 12½	0 13
Large hams, per lb	0 11	0 11½
Shoulder hams, per lb	0 09	0 09½
Backs, per lb	0 14	0 14½
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	18 00	19 00
Shoulder mess pork, per bbl	15 00	15 50
Lard, tierces, per lb	0 08	0 08½
" tubs "	0 08½	0 08½
" pails "	0 08½	0 08½
" compounds, per lb	0 07½	0 08
Dressed hogs, light weights, per 100 lb	6 00	6 25
" " heavy " "		6 00
Plate beef, per 200-lb. bbl		10 50
Beef, hind quarters	6 50	8 50
" front quarters	4 00	5 50
" choice carcases	6 00	7 00
" medium	5 00	5 75
" common	4 00	4 50
Mutton	5 00	6 00
Lamb	6 50	7 00
Veal	6 00	9 00

Butter—The market is quiet. Receipts of creamery are increasing and as a consequence prices are easier. Dairy is also coming forward in larger volume and is exhibiting a lower tendency. The closing of the cheese factories has resulted in considerably increased production of butter with the above result. We quote:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 21
Dairy rolls, large	0 17	0 17½
" prints	0 18	0 19
" in tubs, best	0 16	0 17
Under qualities	0 14	0 15

Cheese—Owing probably to the late made and fodder cheese the quality of late coming on the market has not been up to the standard of September, with a resulting easier tone to the market although as no quotable change has developed. We quote:

	Per lb.	
Cheese, large	0 11	0 11½
" twins	0 11½	0 11½

MONTREAL.

Provisions—There has been an improvement during the week, the lower prices tending to stimulate trade. Lard and smoked meats are in good demand. Receipts have been somewhat heavier than previous week. The pure lard market has been firm. Hog lard buyers, however, are cautious, though there is no indication of any change in the immediate future. Business is fairly good. Pure lard is quoted at 8 1-2 to 8 3-4c in pails. We quote:

Canadian short cut mess pork	$18 50	$19 00
American short cut clear	17 50	18 00
American fat back	18 00	18 50
Bacon, Wiltshire, per lb	0 13	0 13½
Extra plate beef, per bbl	11 50	12 00
"Boar's Head" brand, tierce basis		0 07½
Carloads, less		0 08½
20-lb. tin pails, tierce basis		
Half-bbls., over tierce		0 00½
60-lb. tubs, "		0 00½
20-lb. wood pails "		0 00½
10-lb. tins, "		0 00½
5-lb. tins, "		0 00½
3-lb. tins, "		0 01

Wood net, tin gross weight—

	Wood.	Tin.
1 to 25 pails	1 68	1 58
26 to 49 pails	1 66	1 56
50 pails and over	1 62½	1 52½

Butter—Stocks are still light and prices continue steady. The quality of the winter make is not quite up to the standard. Owing to cold weather the body is crumbly and the public are demanding fall makes. We quote: Winter creameries, 21c.; fall make in boxes, 22c.; prints, 23c.; winter prints, 21c. to 22c.; dairy rolls, 16 1-2c. to 17 1-2c.; dairy tubs, 15c. to 16c.

Cheese—There is said to be a good demand at present on the English market. Prices locally are unchanged. The mild, fresh make is selling at 11c. to 11 1-2c.; summer strong cheese, 12c. to 12 1-2c.

ST. JOHN, N.B.

Provisions—In fresh meats there is little change. Western beef is quite largely used. Lamb is the chief line offered. Deer and Moose meat has been very plentiful but the season is over. Poultry continues high. In pickled pork and beef, prices are quite low but the market is thought to be more firm. Lard is very low but with signs of firmer prices.

Butter—Is in quite ample supply and the large quantity of poor stock offered keeps prices down.

Eggs—Are tending higher, but prices will not yet admit of bringing down western stock.

Cheese—There is just a fair sale. Prices high and stock light.

Provisions in Trinidad.

Gordon Grant & Co., in their commercial review, dated Port of Spain, Trinidad, November 18, say:

Provisions.—The continued decline in the United States for both pork and lard makes values easier in our market, with dealers buying very cautiously. For pork loins, ribs, tails, etc., full rates are procurable. Dealers are still well stocked with their own importations of family beef bought at previous low rates, and values improve but slowly. Supplies of butter are still ample and fresh arrivals of V. A. and P. Y. have sold at $11.90 to $12, but with an upward tendency in Morlaix we should see some improvement before the end of the year. For oleomargarine there is a steady demand at quotations. The demand for cheese continues restricted, but should shortly improve again, all old landings being now nearly cleared out.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

"ROYAL" SALAD DRESSING.

This popular table relish and Mayonnaise dressing has been made for about thirty years, and has been extensively advertised for the past twelve years. Nothing but its merit and excellence, its "Royal" quality, could have ever made the growth and success with the fine grocery trade throughout the country, that has been made with "ROYAL" SALAD DRESSING, the "Best of the Nest."

The Horton-Cato Mfg. Co.,

DETROIT, MICH., - WINDSOR, ONT.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

USE ONLY THE BEST

GILLETT'S PERFUMED LYE

is the STANDARD article

READY FOR USE IN ANY QUANTITY.

For making soap, softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of *GOLD DUST* Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as $3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of $100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating.

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

Right....

That all grocers should know that there are no goods on the market that

Sell at Sight

and yield such handsome profits as those of the

Crown Mfg. Co.

WRITE FOR QUOTATIONS ON:

Crown (H.B.) Fruit Candies
Crown Unfermented Wines
Crown Cordials
Crown Jelly Powders
Crown Catsups
Crown Spices
Crown Chewing Gum, etc.

Crown Mfg. Co.
TORONTO.

Railways Liable.

The inefficiency of the cold storage service on Canadian steamship lines is a side issue in an appeal heard this week at Osgoode Hall. The St. Mary's Creamery Co. shipped a consignment of butter to Manchester, England, under a through contract with The Grand Trunk Railway Co. The butter was damaged, and Chief Justice Meredith awarded them $488 damages. The railway company contended that by their contract the butter was sent at the owners' risk, but his Lordship held that by the Railway Act railway companies were precluded from contracting themselves out of liability.

Argentina's Provisions.

A CONSERVATIVE estimate of the live stock in Argentina to-day places the sheep at 110,000,000 (more than in Australia and New Zealand combined)and the cattle at 25,000,000, or two-thirds of the number of horned stock owned by the United States, the premier cattle country of the world. When the pampas, which now stands idle or unfertile, have been brought under the influence of the wire fence and the gang-plough, the Southern Republic will easily carry double its present stock, and that without calling upon the yet undeveloped resources of Patagonia. With a clear political horizon and a home population of only 5,000,000 souls, the Argentine output, if the present ratio of increase is maintained, seems within a measurable distance of controlling the world's meat market.

A side issue of the Argentine stock farm, ten years ago wasted or disregarded, now bids fair to take a place among its leading exports. In 1895 the butter sent from the Platte to England was 390 tons ; in 1902 it was 3,000 tons. The exports for the current year cannot fall far short of 10,000 tons. One firm alone is manufacturing at the rate of 6,000 tons per annum, and during the past 12 months over 200 creameries have been established. This rapid growth of the dairy industry is greatly assisted by the fact that four-fifths of the crossbred herds in the country are already of the Shorthorn strain, a breed which combines better than any other the requisites for both a dairyman's and a butcher's cow.—MacMillan's.

PRINCELY SALARY OF HOTEL MAN.

FIVE hundred thousand dollars a year for managing a hotel is a staggering idea, one that might have come out of a dreambook ; but nevertheless that is the sum which George C. Boldt is said to receive for conducting the Waldorf-Astoria, of New York, for the Astors. This princely income is based on a profit-sharing arrangement, and is contingent upon Mr. Boldt adding a certain amount to the annual income of the Astors, a condition which he finds little difficulty in fulfilling.

Five hundred thousand dollars a year is a dizzy height to be reached by a German emigrant, who failed as a chicken farmer in Texas, and returned to New York in 1871 penniless. Yet such is the story of the suave and resourceful head of that luxurious caravansary, known the world over for the brilliance and lavishness of furnishings and for the excellence of its appointments, the Waldorf-Astoria.

Returning to New York after his failure to make a success of poultry raising in Texas, Mr. Boldt first found his true vocation. Beginning as an "omnibus," a waiter's assistant, in a second class restaurant on Broadway, he rapidly rose to a full-fledged waiter, then to checkman and, finally, by cultivating his influential customers, was given an appointment as steward of one of the largest hotels at Cornwall-on-the-Hudson.

With the approach of the Centenial in 1876 he turned his eyes toward Philadelphia, and got a place in the Philadelphia Club, where he made himself immensely popular with the clubmen and made his position unassailable by marrying the daughter of the steward.

Mr. Boldt now had no difficulty in securing backing to enter in the hotel business on his own account. The Bellevue, as he called his new venture, was an astonisher. It was more like a club than a hotel. The food was delicious, the service perfect ; but the prices were extravagantly high. It was a great success.

Here came one day William Waldorf Astor. He recognized in Mr. Boldt the man for the new hotel he was contemplating in New York. Some time after Mr. Boldt was summoned to the presence of the millionaire and his plans unfolded. The terms demanded by the Philadelphia German manager fairly staggered the capitalist, but he acceded. Boldt insisted on the hotel being built after his ideas, and it was. The innovations were startling and the luxury daring. But it paid ; paid beyond the most sanguine expectations. And now, the rather tall, straight, comfortably round, carefully dressed, spectacled man, with the direct, forceful, but unassuming manner, who is seen so often around the corridors, has the distinction of being the largest salaried man in the world.

FOR XMAS

Jams —We have a special quality ex. fine Raspberry, Straberry, Plum.
Put up in 7-lb. pails at **5c. lb.**

Figs—

Canned Fruits. — **STRAWBERRIES—2s.** Good packer Quality very fine **1.25 doz.**

PRESERVED APPLES—3s. The finest thing put up very rich. Better than Apple Sauce. **1.00 doz.**

Our stock is still large. — Assortment unbroken.

ELEME—Boxes, 10, 20, 30 and 50 lbs. We are quoting at very special prices.

COMMADRE—Clearing our stock of 1902 Figs. — Quality, fine. — **2**cts. per lb.

— California Prunes —

The first arrivals New Crop are now in store. — **2** carloads. — The quality is very fine,—will suit the best trade, and our quotations are away below the market. — We have something very special to offer in

30/40s. and 40/50s.— To Retail at **10c.**

Syrup—Our "GOLD MEDAL" is still the leader.—

QUALITY NEVER VARIES—AND IS UNSURPASSED.— **The 20-lb. tins are especially popular now that all the factories are short on 25-lb. pails.**

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS, TORONTO.

KEEPING SWEET POTATOES.

SWEET potatoes need to be handled carefully if they are to be kept through the Winter, and, unlike most other vegetables, sweet potatoes should be kept in a warm, dry place, says The Chicago Record-Herald. In the first place, sweet potatoes must be dug at the right time. They should be dug before hard frosts have killed the tops, for this injures the quality of the tubers somewhat. And after digging, the potatoes must be handled as carefully as though they were eggs. Irish potatoes can be shoveled around rather carelessly, and often a bruise on one end of the potato, or even a decayed spot, will not affect the other part, which is left in a sound condition. But not so with the sweet potato, for a bruise at one end will affect the quality of the sound portion at the other, and will render it unfit for use. This fact is not generally understood by many growers, who handle sweet potatoes as carelessly as they do Irish potatoes. This fact is responsible for many of the potatoes of poor quality which are served during the Winter.

After being handled thus sweet potatoes should be stored in a warm, dry place. A temperature of 60 to 70 deg. is about right for the proper keeping of sweet potatoes. Some persons have stored them in sand or dust from the country road, gathered in late Autumn, but this is not necessary, the chief benefit of this plan being that the sand or dust will help to preserve an even temperature. If the potatoes are stored in dust or sand care must be taken that the latter is perfectly dry.

CHRISTMAS PRICE LIST.

McWilliam & Everest, of Toronto, have issued a very handsome little price list and Christmas greeting to the trade. The list is in the shape of a folder, with three wings. On the inside are the prices, and on the back are cuts of a country store, flanked by a beaver and a maple leaf. Lists may be had on applying to to McWilliam & Everest, Toronto.

Do you know ?

There is no **MILL** that will give the same satisfaction as

THE "National"

SOLD IN CANADA BY

THE EBY, BLAIN CO., LIMITED
WHOLESALE GROCERS
TORONTO, - CANADA

MR. HENRI JONAS, OF MONTREAL.

THE CANADIAN GROCER this week presents to its readers the photo of a gentleman whose features are familiar to almost every grocery jobber in Canada, and whose goods are known from the Atlantic to the Pacific, Mr. Henri Jonas, of Henri Jonas & Co., Montreal, manufacturers of flavoring extracts and importers of fine grocers' sundries.

Mr. Jonas commenced business in 1870, and since that time has been established continuously within a few blocks of his firm's present premises at 389 St. Paul street. It is with pride that they point to having retained the confidence of their customers during all this time, and on their books to-day are the names of merchants who dealt with them in 1870.

It has been the aim of Mr. Jonas to place upon the market only goods of highest quality, and from the inception of the business to the present day this rule has been followed—Jonas' flavoring extracts, French mustards and military dressings need no commendation.

As an importer of fine grocers' sundries the firm of Henri Jonas & Co. stand in the front rank in Canada, particularly in the finest lines of French table delicacies. Mr. Jonas, who is an acknowledged connoisseur of fancy groceries and delicatessen, visits France, Spain and Italy once or twice every year, and spends no little time making his selections and looking up the finest and best goods obtainable in those markets. A glance over the list of a few of the houses represented by H. Jonas & Co. is a sufficient guarantee of the qualty of the goods supplied.

Mr. Jonas is a firm believer in judicious advertising, and is ever ready to place the grocery trade into touch with the finer and higher grades of specialties, and though Mr. Jonas may personally not be known to many of the readers of THE CANADIAN GROCER, his striking advertisements are familiar to all.

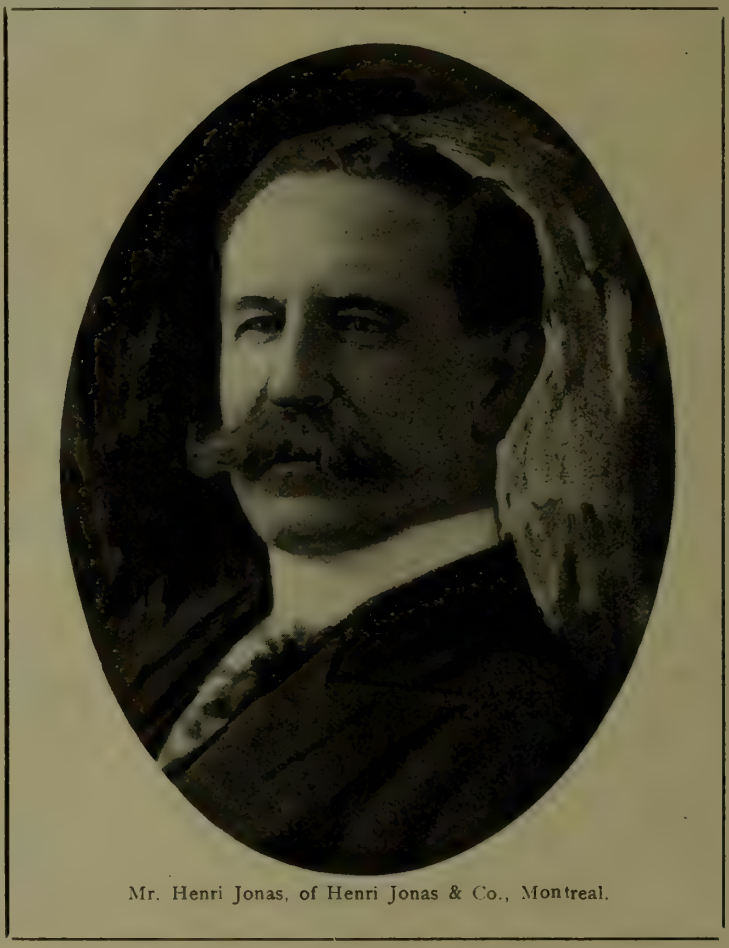
In commercial circles of Montreal Mr. Jonas is recognized as an up-to-date, progressive business man, and has been honored by his fellow-citizens with the office of president of the French Chambre de Commerce. This confidence is well understood by those who know Mr. Jonas.

The following are a few of the foreign firms represented by Henri Jonas & Co.:

Establissment F. Delory, Lorient, France, packers of French peas, sardines, etc.

Bertrand & Co., Havre and Lyons, France, manufacturers of macaroni, vermicelli, etc.

G. Blachard & Co., Paris, France, potted meats and mushrooms.



Mr. Henri Jonas, of Henri Jonas & Co., Montreal.

Bernard Bizac & Co., Souillac, France, packers of truffles.

A. Durand, Carcassonne, France, manufacturers of crystalized and glazed fruits.

Dunipe & Co., Seville, Spain, growers and packers of olives.

Jonas-Hanart, Anzin, France, refiners of pure olive oils.

Mamias & Co., Bar-le-Duc, France, manufacturers of the celebrated Bar-le-Duc jellies.

L. Fichot, Landrin, France, the famous Breton vegetable colors for confectioners.

Brillant-Buhler Co., Neuilly s/Seine, France, silver and metal polishes and brass water.

Lichtwitz & Co., Bordeaux, France, exporters of sardines.

Cailhol - Tornatore, Marseilles, France, fruit pulps, capers, etc.

WESTERN ONTARIO TRAVELLERS.

A MEETING of the Commercial Travellers' Association of Western Ontario was held in the Masonic Temple, London, Saturday afternoon last, when reports of the financial standing of the association were received and officers elected for the ensuing year.

President Wm. Turnbull occupied the chair, and among those present were: John T. Green, William R. Grant, W. A. Wilson, E. R. C. Struthers, Sid Screaton, Wesley Smithson, James Smith, Harry E. Buttrey, William Lind, William Connor, John M. Dillon, George F. Brickenden, L. C. Johnson, R. M. Morrison, William Gray, W. L. Underwood, W. H. Escott, S. F. Glass, Robert Tait and C. W. Nicholls.

The president submitted a report on the standing and work of the association that was most satisfactory. Three hundred and seventy new members had been received during the year, bringing up the membership to 1,800, while the reserve fund had now reached $95,000, a gain of $11,500 for the year. Reference was made to the deaths during the year, some of the oldest and most prominent members, viz.: T. P. Blackwell, the first vice-president; Nicholas Jeffrey, Isaac Waterman, Reuben North, P. M. Lawrason, Harold W. Southam, of London; Herrman Waterman, Buffalo; John Wardlaw, Galt, and W. R. Thompson, Teeswater.

Death claims paid during the year amounted to $8,010.

The financial statement showed receipts of $40,744.85, as follows: Balance in Canadian Savings and Loan Co. Bank, $5,109.87; travelling certificates, $17,530; associate members' fees, $510; duplicate certificates, $56; interest on debentures and savings bank account, $3,538.98; loan companies' debentures paid, $14,000.

The disbursements included: Death claims, $8,010; loan companies' debentures purchased, $15,000; loan companies' debentures renewed, $14,000; commissions to agents, $572; secretary's salary,

(Continued on page 26.)

"merit will always win out"

that
is
why "

Quaker" brand

Ceylon Tea

once used, will
always hold your
trade—

—this is not "talk," but a fact. You can verify this —statement by ordering a sample shipment. Cost you —ONLY a postal card,

1 cent,

for a sample. Say if you want Black or Green and what grade you want.

we'll send it—
you try it—
you'll test it—
then buy it—

"Quaker" Brand Ceylon Tea created the greatest impression, and a sensation, at the Paris Exposition. It will prove a revelation to you.

J. A. Mathewson & Co.,

Agents for Canada and Newfoundland.

MONTREAL, P.Q.

——our parting shot for **1903**

Wishing you all a Merry Christmas

Price List of
Bee Brand Goods

Bee Borax	—40 5-oz. pkgs.	per case, $1.40
" "	—48 10-oz. "	" 3.25
" "	—48 16-oz. "	" 4.25
Bee Coffee	—30 1-lb. tins	per case, $9.00
" "	—15 2-lb. "	" 8 70
Bee Soda	—120 8-oz. pkgs.	per case, $2 75
" "	—96 10-oz. "	" 2.75
" "	—60 16-oz. "	" 2.75
Bee Starch	—64 12-oz. pkgs.	per case, $5.00

—We will give you FREE with a **$50.00** purchase of "Bee" Brand goods,—one 14-karat Gold-Filled (16 size) Watch, guaranteed for 20 years.

—We will divide your purchase into two shipments, ½ now and ½ first February, 1904. **Premium given with first lot.**

Every Commercial Traveller

sending us 5 accepted orders before Christmas for above amount will get one of our gift watches as a Christmas reminder.

—These watches are all guaranteed by P. W. ELLIS CO., Limited, TORONTO.

Snowdon, Forbes & Co.

MONTREAL, Que.

The Road to Success

Grocers who are travelling on it recognize the fact that they first found the path on the day that Chase & Sanborn's Coffees appeared on their shelves. There are no other articles in a well kept store, that give such universal satisfaction to the general consumer, as these high-grade coffees.

CHASE & SANBORN

THE IMPORTERS, MONTREAL

"KKOVAH"
Jellies (all flavors)

"KKOVAH"
Custard Powders

"KKOVAH"
Blanc Mange Powders
Etc., Etc.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

$1,200 ; office assistance, $400 ; accident indemnities, $87.50 ; printing and advertising, $314.60 ; postage, stationery and sundries, $310 ; rent, telephone, telegrams, $255 ; taxes and audit, $147.16 ; charitable fund grants, $25.10, leaving a balance in the bank of $423.49.

The assets now amount to $95,243.59, consisting of loan companies' debentures, $93,000 ; interest accrued, $1,415.10 ; office furniture, $405, and balance in Canadian Savings Bank of $423.49. The liabilities consisted of a balance of $95.01 to the credit of the charitable fund, leaving a total net reserve of $95,148.58, or a net gain for the year of $11,769.82.

Mr. P. C. Larkin, of The Salada Tea Co.

MR. P. C. LARKIN.

AN interesting article on the subject of British-grown tea appears in a recent number of The American Grocer from the pen of Mr. P. C. Larkin, of The Salada Tea Co. The article is replete with what must be enlightening information to American readers. No more competent authority on the subject than Mr. Larkin could have been secured. The article is illustrated by the accompanying very lifelike cut of Mr. Larkin.

PEANUT CROP SHORT.

IN their report on the condition, quality and yield of the peanut crop of 1903, Holmes & Dawson say :

"It appears from the replies as to the acreage planted in peanuts that there has been a substantial reduction accounted for by the fact that the farmers being influenced by the high prices for both cotton and tobacco which prevailed last year planted more largely of these crops. Some of the best peanut lands in North Carolina were changed off to tobacco and cotton, and the reported reduction is well founded.

"The fact of a reduction in acreage necessarily results in less than an average crop being made. Only 16 per cent. of the replies say that an average crop will be made, while 84 per cent. give the opinion that the crop will be short of an average anywhere from 10 to an extreme of 60 per cent. below. Right here we wish to say that it is a difficult thing to determine what view is in every instance taken of what is meant by an average crop. To some minds it means a full all around crop of ideal conditions and features, while others make the stricter distinction of the real or actual meaning of an average crop.

"The quality of the present crop is unusually and uniformly good. All of the replies with the exception of eight per cent. report quality fair to very good. Where the quality is reported fair a number report a slight damage attributable to stormy weather prevailing at time of some early digging. This damage, however, has been slight, and since that time the farmers have had ideal weather for saving and curing. Quite a proportion of the crop is yet in the fields in stacks, but no fear is entertained that there will be any further damage, and sunshine and wind are all doing the work of curing satisfactorily.

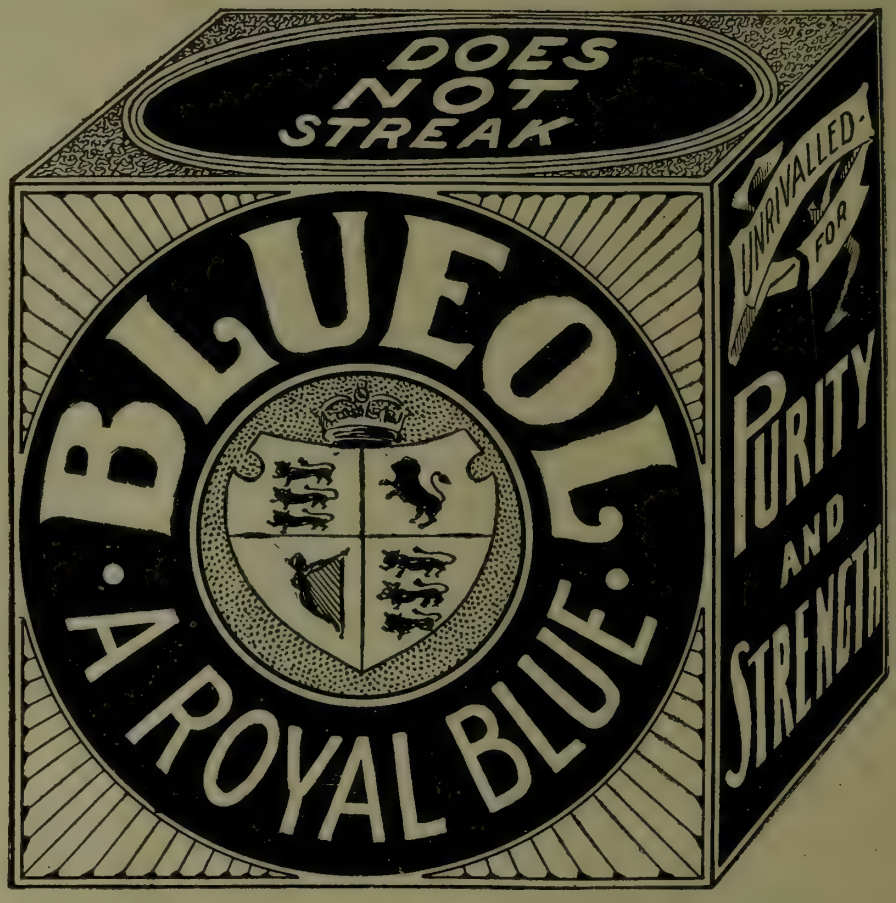
"Probably the most noteworthy item is that of the yield. Last year, with fine weather conditions throughout the growing period, and with luxurious growth and spreading of the vines, there was much above an average yield, as was shown by our last year's report. This year the conditions are somewhat reversed ; weather conditions were unfavorable, particularly during the late months of the life of the plant. Cool and unfavorable weather conditions through August and September to an appreciable extent stunted the growth, and pegging down and the bulk of the crop was made in its earlier history, June and July. Our replies give only 13 per cent. as having an average yield, while 87 per cent. give a less yield and 11 per cent. say a much less yield.

"The already strong position of the new crop of peanuts is the best evidence that there is a shortage. The market last season opened at 2¾c. for best grades of farmer's stock, as against a market to-day of 3¼c. for the same grades. The question now foremost in the minds of the distributors of factory cleaned goods is how will their trade take the new crop at the advanced prices ; will the trade take as many peanuts at the prices they will be forced to charge this season as was done last season, when factory cleaned goods were three-quarters of a cent a pound cheaper. The prevailing opinion of the factory people is that the demand will not be as heavy as it was last season."

"The Ozo Company, Limited," Corner Drolet Street and Mount Royal Avenue, Montreal, Manufacturers and Importers of highest-class goods, such as—Vinegar, Pickles, Sauces, Confections, Jams, Jellies, Catsup, Spices, Teas, Coffees, etc.

The New Laundry Blue

—MADE IN CANADA.—



"Blues Linen As White As White Can Be"

We Would Like the Trade to Understand that "Blueol" has been manufactured to compete with the best imported blue to be had on this market, and we claim it to be superior both in strength and working qualities. It is "Canada's Best" and "Canada's Best" is the "World's Best."

WRITE FOR SAMPLE AND PRICES.

J. M. DOUGLAS & CO.

MANUFACTURERS,

ESTABLISHED 1857

MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Barber, Henry, & Co., Toronto.
Fahey, Wm., Toronto.
Hoskins, David, Toronto.
Jenkins & Hardy, Toronto.
Kidd, F. H., Toronto.
Merson, Geo. O., Toronto.
Williamson, T. G., Toronto.

Ammonia.
Harvey, John T., Todmorden, Ont.

Baking Powder.
Gillett, E. W. Co., Toronto.
Lumsden Bros., Hamilton and Toronto.
McLaren, W. D., Montreal.

Barristers, Solicitors, etc.
Atwater, Duclos & Chauvin, Montreal.
Beatty, Blackstock, Fasken & Riddell, Toronto.
Burritt, Jas. H., K.C., Pembroke, Ont.
Cameron, D. O., Toronto.
Hamilton, J. C., Toronto.
Tupper, Phippen & Tupper, Winnipeg.
Vidal, I. L. O., Montmagny and Quebec.

Baskets.
Oakville Basket Co., Oakville, Ont.

Beef Essence.
Brand & Co., London, Eng.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Crown Mfg. Co., Toronto.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Douglas, J. M. & Co., Montreal.
Lambe, W. G. A., & Co., Toronto.
Oakey, John, & Sons, London, Eng.
Smith & Gregory, Bristol, Eng.

Brooms, Brushes, Etc.
Canadian Broom Co., Ottawa.
United Factories, Toronto.

Butter Tubs.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
British Columbia Packers' Ass'n, Vancouver, B.C.
Burlington Canning Co., Burlington, Ont.
Canadian Canners' Consolidated Co.'s, Hamilton, Ont.
Hudon, Hebert & Cie., Montreal.
Johnson, C., Gardiner & Co., Vancouver, B.C.

Cash Registers.
Hallwood Cash Register Co., Toronto.

Cheese Cutter
Computing Scale Co. of Canada, Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoanut.
Greig, Robt., Co., Toronto.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.

Coffee Clearer.
Lucas, Steele & Bristol, Hamilton.

Coffee Essence.
Bromley's—W. G. Patrick & Co., Toronto.
Pattersons—Rose & Laflamme, Montreal.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Duck, Geo. H., Toronto.
Hull & Sharpe, Calgary, Alberta.
Nicholson, E., Winnipeg.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Stagg, M. G., & Co., Toronto.
Steele, M. B., Winnipeg.
Thomas, J. P., Quebec, P.Q.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Toledo Computing Scale Co., Toledo.
Wilson, C., & Son, Toronto.

Condensed Milk and Cream.
Borden's Condensed Milk Co., New York.
Canadian Condensed Milk Co., Toronto.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Nerlich & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Delivery Wagons.
Ewart, James, Toronto.

Educational,
Canadian Corr. College, Toronto.
Central Business College, Stratford.
St. Margaret's College, Toronto.
Western Business College, Toronto.

Financial Institutions.
Bradstreet Co.

Fish.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.

Flavoring Extracts.
Greig Mfg. Co., Montreal.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
McCann, Wm., & Co., Toronto.
McKay, John, Bowmanville, Ont.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont,

Food Choppers,
Enterprise Mfg. Co., Philadelphia, Pa.

Foreign Importers.
Kessel, F. & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Chaput, L., Fils & Cie., Montreal.
Clemes Bros., Toronto.
Davidson & Hay, Toronto.
Eby, Blain & Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Simpson, R. & J. H., Co., Guelph.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

General Groceries.
Balfour & Co., Hamilton.
Chaput, Fils & Cie, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Hudon, Hebert & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Simpson, R. & J. H., Co., Guelph, Ont.
Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

Holly.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everest, Toronto.
White & Co., Toronto.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Greig Mfg. Co., Montreal.
Southwell's—Frank Magar & Co., Montreal.
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Ledgers and Office Systems.
Briggs Ledger System Co., Toronto.
Hart & Riddell, Toronto.

Macaroni
MacLaren, A. F., Imperial Cheese Co., Toronto.
Napoli Macaroni Co., Toronto.

Manufacturers' Agents.
Patrick, W. G., & Co., Toronto.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Mustard.
Colman, J. & J., London, Eng.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Peels.
Batger's—Rose & Laflamme, Montreal.

Pickles, Sauces, Relishes, Etc.
Batty & Co., London, Eng.
Canadian Canners' Consolidated Cos., Hamilton.
Colson, C. E., & Son, Montreal.
Douglas, J. M., & Co., Montreal.
Ewing, S. H., & Sons, Montreal.
Horton-Cato Mfg. Co., Windsor, Ont.
Laing's, Dr. W. G. Patrick & Co., Toronto.
Lees & Langley, Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.
Turner, James, & Co., Hamilton.

Polishes—Metal.
Oakey, John, & Sons, Montreal.
Smith & Gregory, Bristol, Eng.

Polishes, Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont

Powdered Lye.
Gillett, E. W., Co., Toronto.

Rubber Stamps.
Young, C. G., & Co., Toronto.

Safes.
Ford & Featherstone, Hamilton.
Taylor, J. & J., Toronto.

Salt.
Toronto Salt Works, Toronto.

Sheet Metal Cutter.
Lamplough, F. W., & Co., Montreal.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.
Snowdon, Forbes & Co., Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Snowdon, Forbes & Co., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Simpson, R. & J. H., Co., Guelph.
St. Lawrence Sugar Refining Co., Montreal.
Tea Rose Drips — Rose & Laflamme, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Japan Tea Traders' Ass'n.
Lipton, Thomas J., New York.
Lumsden Bros., Hamilton and Toronto.
Marceau, E. D, Montreal.
Mathewson, J. A., & Co., Montreal.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Snowdon, Forbes & Co., Montreal.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Telephones.
Bell Telephone Co. of Canada.

Vinegars.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Washing Compound.
Fairbank, N. K., Co., Montreal.

Watches.
Ingersoll, Robt. H., & Bro., New York.

Woodenware.
United Factories, Toronto.

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Chaput, L., Fils & Cie., Montreal.
Dominion Brewery Co., Toronto.
Hudon, Hebert & Cie., Montreal.

Wrapping Paper.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.
Lumsden Bros,, Hamilton and Toronto.

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On every pound of

Blue Ribbon
Ceylon Tea

we see that you have a good profit. We don't do this at the expence of the quality of the tea. That is as it always has been and will be—the finest "hill grown" tea in Ceylon. That's our policy.

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COCOANUT

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Then too, this department is in charge of workers whose long and successful experience in preparation of Cocoanut for the Canadian trade is warrant of the quality being made.

The Cocoanut is packed in barrels, pails, boxes, tins and packages, and lowest prices are guaranteed.

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THE ROBERT GREIG CO., Limited, TORONTO.

THE CANADIAN GROCER

President:

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Montreal.

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THE OPENING IN SOUTH AFRICA.

THE New York Journal of Commerce in the issue of Tuesday of this week, gives a two-column review of the report of Mr. H. Berchenough, special commissioner appointed by the British Board of Trade to investigate trade conditions and prospects in South Africa. The report is a remarkable one not alone in the light it throws upon conditions in South Africa, but in the information it gives as to the methods so successfully employed by our American neighbors in gaining an entrance to the South African market. In 1902 the exports of Britain to South Africa were £29,247,743, an increase of about 40 per cent. over the preceeding year. The American exports for the same year, while but £4,429,879, showed an increase of 67 per cent. over the previous year. This remarkable increase was sufficient to cause England to take alarm.

Of American exports £2,284,088 represented food stuffs, fodder, timber and natural products. In this they do not come in competition with Britain, but they do most decidedly with Canada and Australia.

The report deals most particularly with the other lines, but the methods pursued are the same. Americans owe much of their success, the report says, to the extraordinary activity and alertness they show in the conduct of their business and the careful measures they take to retain and extend their connection. Instead of endeavoring to force the sale of goods they are in the habit of making, they strive to find out what their customers want and make it for them. American methods of packing and care as to the appearance of their goods are also commended. Indeed the whole substance of the report may be summed up in saying that the Americans go after the trade and do what is necessary to get it. And they do it quick. They were putting up steel frame buildings a whole year in South Africa before the British firms woke up and got in position to compete with them.

Mr. Berchenough is very sanguine as to the future of South Africa. The mines, he says, have not yet begun to be worked to their capacity, and for many years South Africa will be dependent for her supplies from abroad and for rapidly increasing population.

For this trade Canada has made some little feeble efforts and has met with some little success, but with the Americans as competitors we must rise to the occasion and beat them with their own weapons. Our manufacturers must make themselves acquainted with what the South Africans want and how they want it. When that is done it is then necessary to put it up in a more attractive form than the American competitor does and then see that it is landed and put on the market in good shape. It may cost a little money to open this market at first, but the market is a growing proposition that can be had better now than later. If Canada is to become an exporting country we can not afford to let the South African market escape us.

DECLINE TO SUBMIT TO SERFDOM.

A TENDENCY is discernable in the case of not a few of our business men to labor with their hands rather than with their heads, to allow themselves to become encumbered and weighted down with a mass of detail which should be relegated to subordinates.

This is often due to the lack of a nice discrimination between what belongs propertly to the sphere of the manager and what to the ordinary office man. Yet such is not always the case. But the other day a gentleman distinguished in Canadian financial circles, confessed that he frequently went down to his office in the ordinary course of routine, when there was no necessity whatever for his presence there, and when he might have been immeasureably better engaged recuperating mind and body out in the open air and sunshine, on the golf links or at the sea side. Why did he keep so close to his office? Simply for fear that he might appear to be neglecting his business.

So have we enslaved ourselves. Whether needed or not at the office, we must at least make a pretence of it. This is an old game which men have used to hoodwing each other and themselves since time immemorial. Chaucer describing the Sergeant of The Lame, the 14th century prototype of the modern business man, says, with gentle irony

> "Nowher so besy a man as he ther nas,
> And yet he semede besier than he was."

A Canadian who fills the post of private secretary to the directing mind of several of the largest manufacturing corporations in the United States, while on a visit to this country a short time ago, remarked that he had not seen his chief for four years. He received his instructions by telephone or telegraph The man whose wonderful grasp of finance and whose control of the industrial situation of the United States is alternately the admiration and the detestation of his fellow citizens has been able to maintain his position as the captain-general of industry by resolutely declining to be the slave of detail. He

has organized the details. He no longer deals with units but with systems. Had he attempted to attend to every detaly himself he would no doubt have been an admirable head clerk, nothing more.

The Canadian business man should not make the mistake of confining himself too closely to his office, his store or his factory, as the business grows he should relinquish from time to time, the lower class work, and confine himself to the higher and more subtle, the administration rather than the executive side of the business. He would thus have more time to do well what is most worth well doing. He would have more time for exercise to invigorate mind and body. He would think clearer, plan more deeply and act more effectivelv. He would be a more shrewd business man, a better husband, and a more honored citizen.

THE FAT STOCK SHOW.

HAIL to Guelph and its Fat Stock Show. During the summer months the Ontario Agricultural College is the Mecca that draws the farming population in annually increasing numbers to the Royal city, but the enterprise of its citizens has built up another institution in the Provincial Winter Fair which is every year growing in importance and in the interest it excites throughout and beyond the Province. By its Fat Stock Show, Guelph is probably as well known as by the Agricultural College.

There this week has been gathered the elite of live stock aristocracy, to the delectation alike of the admirer of well-bred, well-fed cattle and the lover of the good roast beef and lamb chops. The superior excellence of Canadian live stock has been proved in all the great exhibitions that have been held in the northern parts of this continent. At Guelph are gathered from our flocks and herds the creme de la creme, the pride of the farm yard and stock ring in every class.

The splendid and increasing success of this unique fair is a matter for pride not alone of the people of Guelph but of all Ontario. There is nothing like it to be found on this continent and Guelph deserves every bit of the honor she is deriving from her successful fair.

There is, of course, a desire on the part of some that the fair be removed to a more central location, but this desire is hardly a reasonable one. Guelph has proved her title to the fair by making it the success we now see it. The fair is held in the centre of a most desirable district. It is close to the Agricultural College, an important matter as a large proportion of the visitors to the fair are farmers, and in addition to all this it has been by no means established that centralization is an unalloyed benefit. It has some advantages, of course, in the way of accommodation. But on the other hand the fair is primarily educative and to accomplish this purpose it should be brought as closely as possible to the farmer. Guelph is well situated as regards western Ontario. It would not be a bad idea to establish a similar fair in eastern Ontario. But in the meantime Guelph should be encouraged in the good work being done there in raising the standard of our stock and educating the farmers in scientific and profitable methods.

MR. CHARLTON SHOULD COME HOME.

SINCE the close of the session at Ottawa, Mr. John Charlton, M.P., has again crossed into the United States and resumed his self-imposed task of advocating commercial reciprocity between that country and Canada.

Mr. Charlton's persistency is to be admired. So is his courage. He believes that reciprocity in trade between Canada and the United States would be a good thing, and he is doing his best to bring it about.

But the services of Mr. Charlton seem to be scarcely wanted in the United States just now. There was a time, a decade ago, when there was scarcely any native missionaries in the United States to preach the doctrine of reciprocity with Canada. That day is now passed. Reciprocity with Canada is becoming a popular cry. Senator Fairbanks appears to be making it a part of his life's work. President Roosevelt is being imbued with his spirit, and it is expected that after the presidential election, if returned to the White House, will openly lend his influence to the desired treaty.

But whatever may be said as to the attitude of the politicians, it is certain that a strong sentiment in favor of reciprocity with Canada predominates the minds of business men in the Eastern, Middle and Northwestern States of the American Union.

Had the sentiment been so strong in the years gone by, when Canada was a suppliant for reciprocity, it is altogether likely the desideratum would have been secured.

Now, however, the order is reversed. As far as our memory serves us there is not a single newspaper in Canada advocating it. And, outside of Mr. Charlton, not a single politician either. There are no politicians so poor as to do it reverence. As a subject for practical politics it is defunct. Time has swallowed it as effectually as the big fish did Jonah. And is likely to keep it down much longer than the fish did the disobedient prophet.

It is obvious, therefore, that Mr. Charlton's place is at home. And if he is really concerned about reciprocity he will come at once. There is no one but himself to cultivate the reciprocity field. In the United States the field appears to be white almost unto the harvest, but in Canada the soil has been so long neglected that if our memories were not pretty good, and we had not the files of newspapers to refresh them, we certainly would forget that the cause of reciprocity with the United States had ever been cultivated in Canada. There is not even a blade to be seen in the old field. And before even the seed can be sown a great deal of ploughing will have to be done. Really, if results are to be seen by the present generation it it imperative that Mr. Charlton should come home at once and get out his plough.

FOR CHRISTMAS PRESENTS.

FOR the next two weeks people will be buying Christmas presents. There is no better place to buy them than in the grocery. Fruits, candies and nuts are of course equally acceptable to young and old, but very often the Christmas season is made the occasion of adding to the joy at once of the giver, and those who have not an abundance of this world's goods, and whose Christmas festivities otherwise would be darkened by the gloomy spectre of want. In making the choice of Christmas presents therefore one is sometimes at a loss. To anticipate such a situation THE GROCER has prepared a list of articles to be had in the grocery store from which presents suitable for any purpose may be chosen. This might be cut out and posted where it may be seen by customers wrestling with the problem of what to buy.

The list presented is as follows :

Box of bon bons.
Dozen oranges.
Two dozen bananas.
Half-dozen pineapples.
Basket of grapes.
Dozen of grape fruit.
Barrel of apples.
Fancy package of figs.
New dates.
Malaga raisins.
Shelled almonds.
Shelled walnuts.
Peanuts, fresh roasted.
Bottle of Olives.
Half-dozen cream cheese.
Half-dozen sections honey.
Mince meat.
Plum pudding.
Box of fancy biscuits.
Box of holly and mistletoe.
Turkey or goose.
Fancy candles with shades.
Jar of preserves.
Bottle beef extract.
Twenty-five lbs. granulated sugar.
Five lbs. of tea, choice.
Five lbs. of coffee, choice.
Package of cocoa.
Cake of chocolate.
Bottle of wine.
Box of cigars.
Box of tobacco.
New pipe.
Package of toilet soap.
Bag of flour.
Case of breakfast food.
Smoked ham.
Side of bacon.
Lamb.
A keg of fish.
China plate.
Cup and saucer.
Fruit set.
Salad dish.
Vase.
China ornament.
Bag of potatoes.
An order for goods.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Lucas, Steele & Bristol still have Fard dates, also Bombay stuffed figs and dates.

B. O. Beland says it will pay buyers of wines, fine champagnes, down to ordinary clarets, to visit his sample room and warehouse at 26 Lemoine street, Montreal, or to write him for his quotations.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, have a snap to offer in canned salmon.

Husband Bros. & Co. report three cars of Mexican oranges to hand this week (stock sound, sweet and bright color); two cars of Florida oranges (russett and bright), thin skinned and sweet ; one car of Delaware holly ; first car of the season of navels, all sizes.

H. N. Bate & Sons, Ottawa, advise arrival into store of full line of Crosse & Blackwell's jams, jellies, fish pastes, etc.; also Dandicotte & Gaudin's vegetables, fruits and pastes, in glass and tin.

E. D. Marceau, Montreal, is calling the attention of the trade this week to special values offered in teas. These are quite-times values and should prove interesting.

Ocean Mills, Montreal, are offering special premium with the Ocean Baking Powder between now and New Years. Look out for their ad. in next week's GROCER.

Late arrivals of Valencia Oranges received by McWilliams & Everist have opened up in very fine condition.

John Sloan & Co., Toronto, have received into store a carload of fine pink salmon, packed by J. H. Todd & Sons, proprietors of the Horseshoe Brand, and every tin is guaranteed by them. This salmon is being offered at attractive prices

Spratt's Patent Food Co., Limited, of Newark, N.J., report an increased demand for their goods in Canada.

"Kkovah" Jellies have "caught on in Halifax," writes their representative in that city to the R. Greig Mfg. Co., Montreal.

"Chocolat de l' Univers," for which B. O. Beland, Montreal, is Canadian agent, is ready for the Christmas trade. These goods are claimed to be surpassed by none in quality. Orders sent direct to Mr. Beland will receive prompt attention.

"Bronco" brand navel oranges, one of the finest California oranges to be had, are expected in a few days. White & Co. have exclusive control of this brand and are doing a large business in them.

The R. & J. H. Simpson Co., Guelph, report the arrival of a shipment of new Grenoble walnuts, soft shell almonds, filberts, and other seasonable goods.

Buyers' attention is called to this week's ad. of L. Chaput, Fils & Cie., Montreal. Special values are offered in Griffin & Skelley's California apricots, peaches, and fancy Santa Clara "new crop" apricots, peaches and prunes.

A full supply of table raisins may be found with Lucas, Steele & Bristol.

White & Co. received the first car of California celery to come to Canada this year, of the "Golden Heart" variety. They have it packed in ½-crates as well as crates, and is of splendid quality.

Something entirely new in Batger & Co.'s English crackers for Christmas and table decorating is offered by H. N. Bate & Sons, Ottawa. These are offered at interesting prices.

L. Chaput, Fils & Cie., Montreal, are offering Trenor and Arguimbaus' 1902 crop Valencias, at $1.20 per box. These are cold-storage kept and in good condition. This price should tempt buyers.

White & Co., Toronto, have a consignment of English cob nuts due. They are also offering California almonds, walnuts and Louisiana paper shell pecans.

Lucas, Steele & Bristol display a fine assortment of olives in glass also gallon jars.

REMOVAL.

Stronach & Son have recently purchased the commodious premises, No. 46 Church street, Toronto, where they will conduct a business devoted entirely to Canadian fruits and produce. The outside trade can depend on correspondence and consignments receiving the firm's prompt and careful attention.

VINEGAR MAKERS MEET.

A meeting of the vinegar manufacturers of Ontario and Quebec was held last Friday, 4th inst., at St. Lawrence Hall, Montreal. Representatives of the different factories were present.

999 Dealers out of a Thousand

Is about the proportion of strict adherents to the belief that "SALADA" Ceylon Tea is the best value and most extensively advertised brand upon the market to-day. . . These conclusions are based upon the large and satisfactory public demand, which is a criterion for judgment, "Incontrovertible."

Black, Mixed or Natural Green. Pounds, Halves, Quarters, 2 Ounces. Sealed Packets Only.

12 MILLION PACKETS SOLD ANNUALLY

Samples and Wholesale Terms cheerfully furnished on application.

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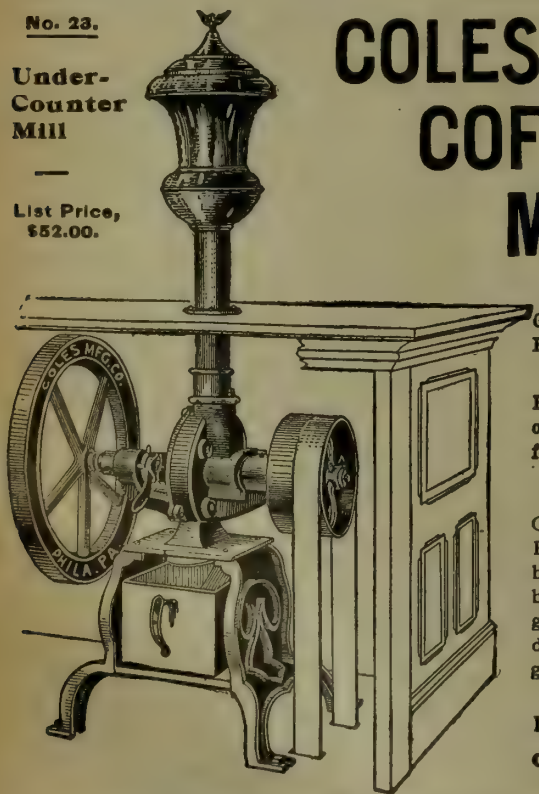
No. 23.

Under-Counter Mill

List Price, $52.00.

COLES COFFEE MILLS



None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA PENN'A

Christmas trade is liable to make merchants forget their CELLULOID STARCH stock. But their customers won't forget. Dainty frills and laces are as important as the Christmas turkey and nothing will make them just right, but

Celluloid Starch
Never Sticks Requires no Cooking.

Better let us have that order now.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, ONT.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

GROCERIES.

Toronto, Dec. 10, 1903.

THE same general conditions prevail as reported last week. Wholesalers are still busy filling Christmas goods orders, and no let-up is reported. This Fall's business is reported from fully up to last year to away ahead of that 12 months ago. There have been no notable changes in prices, with the possible exception of coffee. Country buyers are placing orders freely for seasonable goods, and the outlook continues very favorable. Collections are reported improving. Canned goods are quite firm and are regarded as good property. Coffees are very strong and rising. Rios, Santos and Maracaibo have been advanced in quotations below. Spices are meeting with a good demand from wholesalers, but brokers report market dull, but prices are still maintained. The call for both syrups and molasses has improved and is considered strong. Rice and tapioca are unchanged from last week. Tea is much the same as recently. There is still a good demand for low-price teas of fair quality, but little responce at prices buyers feel disposed to offer. In London prices are maintained, perhaps a little firmer than a week ago. The interest of the trade is largely centred around dried fruits and nuts. The latter are now arriving and enlisting interest, especially in shelled. In sugar, raws in United States have eased off 1-16c. for the week. Locally, sugar is unchanged in price, with more business doing.

CANNED GOODS.

There is nothing new to report in canned goods this week, except that these lines are gathering additional strength. Parties who have placed orders and got the goods are in an enviable position: they have good property. Corn is still in the front of the market, and peas also are attracting considerable attention. Canned meats as usual are dull at this season of the year, but prices are held firm. We quote:

Apples, 3's	....	0 80
" gallons	....	2 20
Asparagus	....	3 50
Beets, 2's	....	0 90
Beets, 3's	....	1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 95
Corn, 2's	1 00	1 10
Cherries, red, pitted, 2's	....	2 20
" white	....	2 40
Peas, 2's	0 87½	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's	....	0 95
" gallon	....	2 50
Rhubarb, 3's	....	1 00
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's	....	1 00
Tomatoes, 3's	....	1 05
Lobster, talls	....	3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes	....	1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s	....	0 15
" " ½'s	....	0 23½
" Sportsman ¼'s	....	0 14
" ½'s	....	0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ½ size, cases 50 tins, per 100	8 00	9 00
Haddies	....	1 00
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

COFFEES.

In New York coffee is still advancing. Smaller estimates of the present Santos crop, a sharp advance in European markets, and a higher market in Brazil, all tend to intensify the bullish movement that has of late dominated the coffee market. Coffee is full 2c. higher than at the first of September. Locally, an advance of ½c. in Rios is quotable, but mild grades have not been affected sufficiently to influence quotations. Maracaibos are ½c. higher. A fair demand is met, but buyers are rather afraid of the rapidly rising market. We quote:

	Per lb.	
Green Rios, No. 7	....	0 08
" " No. 6	....	0 08½
" " No. 5	....	0 08¾
" " No. 4	....	0 09¼
" " No. 3	0 10	0 11
Mocha	0 21	0 25
Java	0 22	0 35
Santos	0 11½	0 12½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 14½	0 21

SUGAR.

The weaker feeling reported in our last has continued for the week under review and we have to record further declines in quotations for raw sugar. There have been fairly heavy sales to United States refiners of sugars on spot and arrived at port of call for orders, as well as for January shipment from Cuba. For week ending Friday, 4th inst., transactions aggregated fully 50,000 tons. There has been pretty free selling of new crop Cubas at 2 7-32c. and 2 3-16 basis 96 degrees C. & F., which, under the Reciprocity Treaty with the reduction of 20 per cent. in the American duty, would give a landed cost, duty paid, 5 17-32 to 3 9-16. Soon after our last report there was a sale of 1,200 tons Demarara centrifugals for prompt shipment at 2c. C. & F., which with duty of 1.69 would cost landed 3 11-16. Since then there has been a sale at 3⅛c., thus establishing a decline of 1-16 for the week. When the statistical position is considered, it is difficult to appreciate the reasons for the weakness in raws, as, for week ending December 2, receipts at United States four ports were only 23,559 tons, while meltings remain unchanged at former figure of 26,000 tons. Total stocks are 100,387 tons, against 182,711 tons same time last year. Total stocks in the United States and Cuba together are 222,387 tons, against 249,711 tons same time last year, the combined deficiency being 27,324 tons. Combined stocks of Europe and America at latest uneven dates, were 2,061,387 tons, against 1,973,006 tons same time last year, the increase being 88,381 tons. European markets opened for the week at 8s. 4½d. for 88 per cent. beet, prompt shipment, and at the close remains unchanged at this figure. Report on the growing crops on December 5 read: "Weather unfavorable for crop work," and cable on December 8 reported, "No change in the situation." United States refined market has remained quiet with little business doing and prices unchanged. Refiners have been unwilling to make time contracts, while buyers have been indisposed to purchase for prompt delivery only. Present prices for refined are low, leaving margin of only from to 73½c. over raws. Our local market has been without special feature, trade continuing on a hand-to-mouth basis only, with only a moderate distribution for this season of the year. At the close there are no special indications and the list remains as below:

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb. "	4 68
St. Lawrence granulated	4 13
Redpath's granulated	4 13
Acadia granulated	4 03
Berlin granulated	4 03
Standard granulated (Wallaceburg)	4 03
Crystal granulated (Wallaceburg), 1902	3 93
Imperial " (Dresden)	3 98
Beaver " (Wiarton)	3 98
Phoenix	3 98
Bright coffee	3 83
Bright yellow	3 78
No. 3 yellow	3 73
No. 2 "	3 53
No. 1 "	3 43
No. 1 " (Wallaceburg)	3 43
No. 1 " (Berlin)	3 43

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

There is little change in spices; in fact, absolutely no new development from last week. The market is featureless and prices maintained as before. Locally the wholesalers are finding a seasonable demand and are satisfied. We quote:

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

These lines are moving well. There is quite a lot of molasses selling just at present, this being its especial season. Syrup also is in good demand, the call being principally, in fact, almost altogether, for the corn article.

RICE AND TAPIOCA.

A fair demand for the season is reported. Tapioca is in a peculiar position. The heavy stocks held locally bought at low prices have kept the market here below what stocks could now be replaced for. There is no change in rice. We quote:

	Per lb.			Per lb.	
Rice, stand. B	....	0 03¾	Sago	0 03¼	0 04
Patna	0 05	0 05½	Tapioca	0 03¼	0 03½
Japan	....	0 07	Carolina rice	....	0 10

TEAS.

There is nothing of note in the tea situation this week. A demand from United States markets for China greens being the one feature. Locally there is a demand for Japans to retail at 25c., but

hardly anything can be had around that price of good value. The markets in London were maintained at recent easing off, and a cable the early part of the week seemed to indicate a slight revival in Indian.

FOREIGN DRIED FRUITS.

Arrivals of new shelled walnuts are at hand this week, and owing to complete absence of old stock were absorbed at once. Further shipments are close at hand, and prompt orders may be filled for Christmas trade. Shelled walnuts are unusually early this year. Malaga blue raisins are of very superior quality this year. Extra dessert clusters have gone freely into consumption, and considerable buying has taken place between wholesale houses, some of whom have been short. One sale is reported of 100 boxes of Beven's Imperial Russian clusters. A feature of the Malaga fruit this year has been a 20-lb. box of clusters dibided into 1-lb. bunches by the insertion of waxed paper, so that fruit can be lifted out without tearing the clusters, and thus having the bunch perfect. This is the creation of Beven & Co., Malaga, who introduced it for their New York trade. It has taken well here. There has been an enormous development in the shelled nut business of late, not only for confectionery purposes, but also for sale in grocery stores. Where five years ago a wholesale house would take five boxes, many retailers now take as many as ten. Two-thirds of the nuts imported now come shelled. Orders have been placed in France for several thousand cases of shelled almonds for monthly delivery as far ahead as June, 1904. In our last issue it was stated that Valencia raisins were not in too plentiful supply, and that quantity in country would be not much more than sufficient for holiday trade. This has been verified during the week by inquiries from several importers for quotations on shipments from Spain. There is little change in foreign markets. At end of November there were some 200 tons left in Spain held at a price equal to 6½c. delivered here for selected. Steamship Velarde, which sailed for Liverpool, November 23, had on 4,000 half boxes for Canada, which will arrive about the first of the year. The market in currants is unchanged. Patras reports that recent sales for Canada apparently showing drop in market were executed in consequence of a favorable rate of exchange, the first cost remaining unchanged. The position is considered strong for the future. We quote :

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06½ 0 07
" selected	0 07 0 09
" selected layers	0 08 0 09½
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards	0 07½ 0 09½
Sairs	0 04¼ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04	60-70s	0 07 0 07½
90-100s	0 04½ 0 05	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03½	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

NUTS

Hickory nuts, per basket	0 65 0 75
Cocoanuts, per sack	4 00
Jumbo hickory nuts, per lb	0 08
Italian chestnuts, per lb	0 10

COUNTRY PRODUCE.

EGGS.

The egg market continues very firm with an upward tendency. Stocks are light, receipts are insignificant and the demand is at this season quite brisk. Buyers who object to the price to-day pay more to-morrow. Eggs are certainly a good stock at this juncture. We quote :

Eggs, strictly new laid, per doz	0 30
" selected, per doz	0 26 0 27
" cold storage per doz	0 22 0 23
" pickled, per doz	0 20 0 21

WHITE BEANS.

There is no change of importance to be noted in beans. Prices are maintained at about previous quotations. We quote :

Beans, mixed, per bush	1 25 1 50
" prime, "	1 60 1 75
" handpicked, per bush	1 80 1 85

HONEY.

Honey continues steady with a normal demand at prices quoted. We quote :

Honey, extracted clover, per lb	0 07 0 08
" sections, per doz	1 50 1 75

DRIED APPLES.

This market is featureless. Values are maintained but little interest is manifested . We quote :

Apples, dried, per lb	0 04½ 0 04½
" evaporated	0 06 0 06½

POULTRY.

Turkeys and geese are scarce and meeting with a good demand. Chickens are more plentiful than recently. We quote :

Chickens, live per lb	0 07 0 08
Old hens " "	0 05
Ducks " "	0 08 0 09
Turkeys " "	0 10 0 11
Chickens, dressed, per lb	0 10 0 11
Old hens, "	0 06 0 07
Turkeys, " "	0 12 0 13
Geese, " "	0 07½ 0 8½
Ducks, " "	0 10 0 11

FISH.

The fish market is quite brisk. There is a first-rate demand and supplies are ample. Oysters are being sought more of late, and a good demand is anticipated till after the New Year. We quote :

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 07
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 05
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 07
Cod, per lb	0 08
Tullibees, per lb	0 06
Gold eyes "	0 04½ 0 05
Finnan haddies, per lb	0 08 0 09
Bloaters, per box	1 25
Oysters, standard, per small pail	4 05
" selects " "	4 65 4 95

GREEN FRUITS.

California navels and Mexican oranges have arrived this week and are meeting with a good demand. Holly is meeting a lively market ; it is bright and well berried. Jamaica oranges by the barrel, Messina lemons and Florida grape fruit are easier. Other fruits have maintained their values. Next week the bulk of the Christmas fruit will be in the hands of the commission men or on the way to the retailers. The season has proved very satisfactory and the outlook is bright. We quote :

Jamaica oranges, per bbl	4 50
" " per box	2 75
Florida " per box	3 50
California navels, per box	3 50 3 75
Mexican oranges, "	2 35 2 50
Messina lemons, new, per box	2 75 3 00
Florida grape fruit, per box	5 00 5 50
Florida pineapples, per crate	4 00 4 50
Bananas, large bunches	1 75 2 25
" small bunches	1 25 1 40
Apples, per bbl	2 00 2 50
Pears, winter varieties, per basket	0 25 0 40
Almeria grapes, per keg	5 50 6 50
California grapes (Emperor), per crate	3 50
Florida tomatoes, per crate	4 50
Cranberries, Jersey, per bbl	9 50
Limes, per case	1 25
Holly, per case	4 50

VEGETABLES.

The vegetable market is practically unchanged with the exception of potatoes. Of these there is a local scarcity, due largely to the cold weather. The tubers have advanced to 80c., by the bag, and 75c. the bag in carlots. Cabbage are also in good demand. We quote :

Cabbage, per doz	0 40 0 50
" red, per doz	0 40 0 75
Potatoes, per bag	0 80
Potatoes, per bag, car lots	0 75
Sweet potatoes, per bbl	3 00 4 25
Onions, per basket	0 30 0 40
Onions, per bag	1 25 1 40
Spanish onions, per crate	1 00
Spanish onions, large cases	2 50
Bunch lettuce, per doz. bunches	0 30
Radishes, per doz. bunches	0 50
Spuds, per bush	1 00
Mushrooms, per lb.	0 60 0 75
Mint, per doz bunches	0 20
Parsley, " "	0 20
Beets, per bush	0 40
Cauliflowers, per doz	0 75 1 50
Carrots, per bag	0 50
Parsnips, per bag	0 60
Vegetable marrows, per doz	0 40 0 75
Celery, per doz	0 25 0 60
Butter squash, per doz	0 75 1 25
Hubbard squash, per doz	0 75 1 50
Pumpkins, per doz	0 75 1 25
Yellow turnips, per bag	0 35
White turnips, per bag	0 50
Oyster plants, per doz	0 20 0 30
Leeks, per doz	0 30
Sage, per doz	0 10
Savoury, per doz	0 10
Citrons, per doz	0 50 1 00
Artichokes, per bush	0 75

SEEDS.

There is a good demand for red clover of good quality, but little up to the mark offered. Ordinary timothy is dull, but flail-threshed will bring an advance on quotations. Alsike is unchanged and featureless. We quote :

Red clover, per bush	5 50 6 25
Alsike "	4 75 6 00
Timothy, per "	1 10 1 35

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.

Both Manitoba and Ontario wheat are plentiful, but cars are scarce. Manitoba wheat is unchanged. Red wheat is 1 to 1½c. easier ; white wheat 1c. easier ; oats are 1c. lower. We quote :

Manitoba wheat, No. 1 hard, per bush, Toronto	0 91½ 0 92½
" " Northern No. 1 " "	0 88 0 88½
Manitoba wheat, " No. 2 " "	0 86 0 86½
Red, per bushel, on track Toronto	0 79 0 80
White " " "	0 80 0 81
Barley " " "	0 44 0 48
Oats " " "	0 31 0 31½
Peas " " "	0 65 0 66
Buckwheat " " "	0 47
Rye, per bushel, " " "	0 56 0 57

FLOUR.

The flour market is firm this week. Last week's prices continue unchanged. Our quotations are :

Ontario patents, per bbl	3 80 4 05
Hungarian patents "	4 30 4 50
Manitoba bakers "	4 00 4 15
Straight roller, "	3 50 3 60

Highest Standard Quality Domestic

Canned Fruits and Vegetables

At Lower Prices than Common Grades.

SIMCOE LYNN VALLEY BRAND.

	Canners' Net Prices to the Wholesale Trade	OUR PRICES to the Retail Trade.
3 -lb. Preserved Apples	$1.25	$1.10 per doz.
2 -lb. Preserved Grapes	1.26	1.10 "
2½-lb. Preserved Grapes	1.57½	1.40 "
3 -lb. Yellow Peaches	2.34	2.25 "
2½-lb. Bartlett Pears	1.75½	1.60 "
3 -lb. Bartlett Pears	1.89	1.80 "
Gallon Standard Pears	3.15	2.75 "
2 -lb. Bahama Sliced Pineapples	2.00	1 90 "
3 -lb. Bahama Whole Pineapples	2.35	2.00 "
2 -lb. Bahama Grated Pineapples	2.25	2.10 "
2 -lb. Lombard Plums, in Heavy Syrup	1.17	1.00 "
2½ lb. Lombard Plums, in Heavy Syrup	1.39½	1.25 "
3 -lb. Preserved Rhubarb	1.62	1.50 "
2 -lb. Strawberries, in Heavy Syrup	1.26	1.25 "
2 -lb. Preserved Strawberries	1.44	1.35 "
Gallon Standard Strawberries	4.50	4.00 "
2 -lb. Sliced Sugar Beets	.81	.50 "
2 -lb. Whole Sugar Beets	.81	.50 "
3 -lb. Whole Sugar Beets	.90	.60 "
2 -lb. Select Table Onions	1.25	1.00 "
2 -lb. Select Table Parsnips	.81	.60 "
2 -lb. Select Table Spinach	1.26	1 25 "
3 -lb. Select Table Turnips	.90	.70 "
Log Cabin 2-lb. Succotash	.90	.90 "

HUDON, HEBERT & CIE.,

Wholesale Grocers and Wine Merchants,

MONTREAL.

The Most Liberally Managed Firm in Canada.

Not

Yet too late

to order a stock of Xmas Confectionery. Take up the matter with us by correspondence if more convenient.

Our goods are the most satisfactory of any made in this country.

We also make "Quaker" Marmalade.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs

Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., ... Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BREAKFAST FOODS.

The market for breakfast foods continues good with prospects of a rise in prices by the beginning of the new year. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 50
" " " " " in wood	3 90
" " " " for broken lots	4 00
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	4 00
Split peas	4 75
Pot barley, in bags	4 00
" in wood	4 25
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

There is no special feature in the market this week. The demand still keeps moderate. We quote prices unchanged from last week:

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 08
" 2 " "	0 07
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 80

WOOL.

Unwashed wool, per lb	0 09 0 16
Fleece wool, "	0 16 0 17½
Pulled wools, super, per lb	0 17 0 19
" " extra "	0 20 0 21
Tallow, per lb	0 04½ 0 05

QUEBEC MARKETS.

GROCERIES.

Montreal, Dec. 10, 1903.

TRADE during the past week, taking it all around, has been very satisfactory. The feeling in tea has been somewhat better, though no sales of any amount have been made. The approach of stock-taking is given by the jobbers as the reason for few offers. What little business has been done has been equally divided amongst Japans, Ceylons (both green and black), Young Hysons and China blacks. Brokers all look for a quiet time until after the turn of the year. The sugar market continues quiet, and there is not much incentive to buy even at the reduction made last week. The situation in the United States Congress as regards the ratification of the Cuban Treaty is being watched by the trade. There is practically nothing new to report in canned goods this week, trade being very quiet. French sardines are reported scarce and prices are higher. Molasses during the past week has been more inquired for. This is due no doubt to the importation of several fair-sized parcels of mixed Barbadoes, which have been selling a few cents per gallon under the pure goods. That Canadian refined syrups are receiving more attention at the hands of the trade is no doubt due to the manner in which the refiners are putting up these goods in convenient packages for retailers and consumers. The coffee market is turning decidely interesting, and the opinion among the trade here is that the statistical position will very shortly necessitate an advance being made. In another column will be found a more detailed description of the coffee market. Spices of all kinds continue showing up strong with the exception of nutmegs. Local spice dealers are holding stocks firm. In foreign dried fruits the attention is principally centred on raisins, figs, dates and nuts, and a good trade is being done all around. In green fruits the arrival of the first car of California navel oranges is the only interesting feature to note. The stock received shows up fine. Business in all grades of fish has improved, the recent cold spell and arrival of snow having brightened up trade. Rice and tapioca are both of interesting character. Potatoes are in good demand, with slightly higher prices, due to high freights, as heated cars are now required to bring them in. Canadian red onions still maintain their strong position. In country produce eggs are looked to as likely to show a further advance, stocks throughout the country being reported very light. A very pessimistic view is expressed by several of the larger dealers. Butter stocks continue light and prices steady. Goods of Winter make arriving are reported not quite up to the standard, and the consumer is demanding Fall make. Cheese prices locally are unchanged, the demand being rather on the quiet side, though the English market is taking a turn for the better. The provision market shows an improvement. Lard and smoked meats are in good demand. Wheat is fluctuating, and though advanced lately in Chicago, has fallen off again. Baled hay is being offered none too freely, and only a limited amount of trading is done. New York market advanced 50c., but this figure is not high enough to warrant export business. Rolled oats and cornmeal are quiet, and only a fair amount of trading is done. Flour is firm and good business doing. Evaporated apples are steady with an improved demand. Honey is quiet with little offering. Business in maple products is quiet. Beans are unchanged in price with an easier feeling. Raw fur season has opened up with prices declined about 15 per cent., and dealers look for a further drop shortly.

SUGAR.

Business continues quiet, very little extra buying having been noted, even at the decline of 5c. per 100 pounds noted last week. The character of the buying seems to be conducted on a hand-to-mouth basis, jobbers refraining from stocking to any extent. The deterrent feature seems to be the probable effect of the ratification of the Cuban Treaty by the United States Senate. Jobbers are apparently watching the pendulum at Washington. We quote:

Granulated, bags and bbls	$4 05
" ½-bbls	4 20
" bags	4 00
Paris lump, boxes and bbls	4 60
" " ½-boxes and ½-bbls	4 70
Extra ground, bbls	4 45
" " 50-lb. boxes	4 65
" " 25-lb. boxes	4 75
Powdered, bbls	4 25
" 50-lb. boxes	4 45
Domino lumps, boxes and bbls	4 50
" " ½-boxes and ½-bbls	4 60
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2 "	3 45
No. 1 " bags and bbls	3 30 3 35
Raw Trinidad	3 10
Trinidad crystals	3 15 3 20

SYRUPS AND MOLASSES.

Molasses during the week is reported as being inquired for somewhat more. This is no doubt attributable to the importation lately of several fair-sized parcels of mixed Barbados, which have been selling at a few cents per gallon under the genuine pure unblended Barbados. Prices are steady for the pure goods, and market generally is of a firm tone. Investigation by "The Grocer" shows that stocks gen-

XMAS COMING.

Here is a Chance for You.

"Don't Miss It."

1,000 Boxes Trenor "Blue Eagle" F.O.S. Raisins, 1902 crop (in good condition)..... Box, $1.20

175 Cases G & S. Evaporated Apricots, 48 x 1 lb. cartoons..... 10c. lb.

"Due Thursday" this week.

1,000 Cases G & S. Evaporated Peaches, 48 x 1 lb. cartoons..... 9c. lb.

90 Boxes California Seeded Raisins, Choicest Quality, 16 oz. packages.

In Store.

100 Cases Fancy Sultanas "New Crop," Cleaned, 50 x 1 lb. cartoons, "OWL" and "KING EDWARD"

5,700 Boxes G & S. Fancy Santa Clara "New Crop," Prunes, Apricots, Peaches, in 25 lb boxes.

Part of Our Purchases. *More to Follow.*

Arriving This Week.

50 Bales New Crop "Pure Mayettes" Grenoble Walnuts.

Best assorted stock to be found in any Wholesale House in Canada.
Ask for Prices and Samples.
We want to sell you.
Quickest Shippers in Montreal.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, MONTREAL.

Importers of ***TEAS, WINES and LIQUORS.***
Distributing Agents for the Famous ***"UBERO" Coffees.***
Sole Agents for the Celebrated ***"DUBONNET" Tonic Wine.***

ESTABLISHED IN 1842.

erally are held close at different points in the east, and no prospect of a decline is evident. Buyers generally throughout Quebec have held off as long as possible, but must soon come into the market for their Winter supplies, and the least increase in demand will probably mean higher prices. The statistical position is so strong that the wise buyer will mark its import and buy. It is becoming more apparent every week that the consumption of refined Canadian made syrups is on the increase. This feature is undoubtedly attributable to the manner and style in which Canadian syrup makers have been placing their product on the market during the past season. The packing of these goods in handsomely labelled, clean tins, has been appreciated by both consumers and dealers. The former is assured of cleanliness and convenience in buying, and the merchant of less trouble and the buying in smaller quantities and the bother and worry of handling large bulky packages. The free advertising also that is being done in the press by the more up-to-date and progressive manufacturers is having an effect on the jobbing trade. We quote :

Barbados, in puncheons, old		0 39
" new	0 42	0 43
" in barrels	0 42½	0 44½
" in half-barrels	0 43½	0 45½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
		0 02¾
Corn syrups, bbls	0 02⅞	0 03
" ½-bbls		0 03
" ¼-bbls		1 30
" 38½-lb. pails		0 90
" 25-lb. pails		2 75
Bbls., per 100 lb		2 75
½-bbls. "		3 00
Kegs "		1 90
Cases, 2-lb. tins, 2 doz. per case		2 35
" 5-lb. " 1 doz. "		2 25
" 10-lb. " ½ doz. "		2 10
" 20-lb. " ¼ doz. "		

TEAS.

A slightly better feeling seems to prevail in tea circles this week, though no large sales have been made. Inquiries are principally for small, hand-to-mouth lots. It is generally expressed that there will be very little doing until after the turn of the year. Jobbers are getting close to and ready for their annual stock-taking, and are not anxious to load up any too much on teas. What little business has been done was about equally divided amongst Japans, Ceylons (green and black), Young Hysons, with some China blacks. Ceylon greens still hold the attention of a portion of the trade. China blacks in London have been reduced in stock owing to the firmer prices of Ceylon greens. We quote :

Good to medium Japans	0 17½	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14½	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

That the coffee market is interesting on the moment seems to be the opinion of the trade, and the feeling is about that higher prices may be looked for any moment. The statistical position is very strong, and reports from New York indicate that the trade there and in the United States generally is preparing for an advance. Canadian buyers should should study the situation closely. In another section this week will be found a fuller description of the coffee situation. We quote :

Good cucutas	0 09	0 09½
Choice "	0 11½	0 12½
Jamaica coffee	0 08	0 10½
Java	0 17½	0 22

SPICES.

The market still shows strong feeling in all lines except nutmegs. Cloves, cassia, pimento and pepper are strong and show no tendency towards weakening. Stocks of pepper and cloves in New York seem to be fairly well under the control of a few leading dealers, who are not likely to ease off prices or throw the goods on the market, as the statistical position is too strong. Locally holders of stocks are firm and not much free selling is going on. We quote :

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13
Ginger, ground Japan		0 15
" Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14
Cassin	0 14	0 16

RICE AND TAPIOCA.

Business in both these lines is very quiet ; in fact, it is difficult to get a line on the market. Japan rice is given out as firmer, though no change locally is made by the jobbing trade. Tapioca is dull and little trade noted. We quote :

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½

In the open territory prices are about 10c. less

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
mp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl			0 02⅝ 0 03
" seed pearl			0 03 0 03¼
" flake			4 00
Imported Italian			0 09
Fancy Head Carolina			0 10

CANNED GOODS.

In canned goods there is practically nothing to report. Retailers have about placed and received into store their requisite stocks for some months ahead, and any little buying that is being done is for odd lines of fruits, for which, in some lines, probably not sufficient stock was laid in. Corn and tomatoes as the leading vegetables are firm, and everyone seems to have received his complement, though, in the former, there still continues some inquiry. Salmon are firm and selling at the high prices that have been ruling for some months, and there does not seem to be any likelihood of easing up. Sardines are reported as likely to show higher prices, the French fisheries being short this season. Canadian sardines are also strang. We quote :

Tomatoes		1 05
Corn		1 00
Peas	0 87½	1 40
String beans	0 82½	0 85
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 40	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 40
Sugar beets	0 90	1 00
Salmon, pink	0 90	0 95
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, 4s	3 65	4 00

FOREIGN DRIED FRUITS.

Among the import brokers it is difficult on the moment to get any interesting information on the dried fruit situation. "There is nothing to report," said one of the leading import fruit brokers, "we are practically through with this season's business ; you will have to go to the jobbers for any news." The jobbers report good trade in all lines of raisins, currants, figs, dates, nuts, etc. "Now is our time for these lines ; the holidays are nearing and fruits absorb a great deal of our attention." Tarragona almonds, as reported last week, are higher ; some little business has been done at the advance. New dates are selling freely. The attention that has been paid lately by packers to putting up this delicious fruit in less bulky and more tasty-looking parcels cannot but help to stimulate the trade and increase the demand with the consumer. We quote :

CURRANTS.

Fine Filiatras, per lb. in cases		0 05
" " cleaned		0 05½
" " in 1-lb. cartons		0 06
Finest Vostizzas "	0 06½	0 07
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 09

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½	0 07
New, finest off-stalk, per lb		0 07½
Selected, per lb	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	0 75	0 85

DATES.

Dates, Hallowees, per lb	0 04½	0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11	0 12
Peaches "	0 09	0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 25
"Royal Buckingham Clusters," ½-boxes		1 15
"Excelsior Windsor Clusters"	1 50	4 60
" " 2s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb		
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 07½
50-60s		0 07
60-70s		0 06¾
70-80s		0 06½
80-90s		0 06
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 07½
" 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s	0 04½	0 04½
" " 100-120s		0 04

GREEN FRUITS.

The arrival of the first California navels has proved interesting to dealers. First lots are selling at from $3.25 for 250s to $3.75 for 96s. The stock shows up well and no doubt will be disposed of rapidly. Cranberries are in good demand and quoted Nova Scotias at $9, Jerseys at $9.75, and Cape Cod at $10.50 per barrel. Sweet potatoes, finest stock seen on this market for a long time, are

Talbot Freres

CHOICE QUEEN OLIVES

64 oz.	bottles, cases	½ doz	$8.50 per doz.
36 oz.	bottles, cases	1 doz	5.00 "
20 oz.	bottles, cases	1 doz	3 40 "
10 oz.	bottles, cases	2 doz	2.10 "

FRENCH PEAS, - - - Cases 100 tins.

Sur-Extra-Fins	$16.00 per case
Extra Fins	13.50 "
Fins	11.50 "
Mi Fins	10.00 "

MUSHROOMS, - - - Cases 100 tins.

1er Choix	$18.00 per case
Hotel	14.00 "

HARICOTS VERTS, - - Cases 100 tins.

Moyens	$12.00 per case
Fins	13 00 "
Extra-Fins	15.00 "

Macedoines, 1er Choix - $11.00 **Epinards** au naturel - $13.00

Flageolets Fins - - 14.00 **Asparagus Tips** - 19.00

Pate de Foie Gras, boxes 1 doz, ⅛ Tins $5.50, ¼ Tins $9.50 per doz.

Truffles Brushed, boxes 1 doz., ⅛ Tins $4.50 per doz.

Truffles Peeled, boxes 1 doz., ⅛ Tins $5.00 per doz.

Olive Oils, different grades and styles.

Red Cherries in **Maraschino**, cases 1 doz., Bottles, $6.50, ½-Bottles, $4.00.

ALIMENTARY FRENCH PASTES

Macaroni, Vermicelli, Spaghetti, Alphabets, Petites Pates, Letters and Figures, Nouilles, Coudes.

1-lb. packages,	boxes 25 lbs.,	.07½c. per lb.
Bulk,	boxes 25 lbs.,	.06½c. per lb.

HUDON, HEBERT & CIE.

WHOLESALE GROCERS AND WINE MERCHANTS,

The most liberally managed firm in Canada MONTREAL.

USE LEA & PERRINS' SAUCE
"The Finest Relish in the World."

SELL LEA & PERRINS' SAUCE
"The Most Reliable Article in the Grocery Line."

J. M. DOUGLAS & CO., Canadian Agents, - MONTREAL.

NOVA SCOTIA MARKETS.

Halifax, Dec. 7, 1903.

BUSINESS was fair last week, but was somewhat interfered with by extremely bad weather. The strike of the miners at Springhill has caused travellers visiting that centre to leave without a single order. About one thousand men are idle and as neither the men nor the management seem inclined to yield the prospect is for a protracted struggle. Manager Cowans has published a statement showing the earnings of the men several of whom have been receiving considerably over one hundred dollars a month. The men in a portion of the mine have been paid by measurement for drawing pillars but the management refuse to continue this, but will pay the men engaged at this work according to the number of boxes of coal they send to the surface. The reason for this change is that in the last three months there has been a shortage of 1,300 boxes of coal from the amount the measurement disclosed which the management claims has been wasted as the men had no financial interest in sending it up.

* * *

Collections have scarcely been up to expectations of late. There has been an important failure in which several Halifax wholesale grocers lost rather heavily and taking it altogether the last week or two have brought more than the usual amount of worry to the trade.

* * *

Some friction has arisen between the Wholesale Grocers' Guild and one of its members, who conducts a branch store at Sydney and has been in the custom of wholesaling sugar from that point, which, it is claimed, his membership does not entitle him to do. The perty in question intends to continue as he has been doing and has issued a circular to his Cape Breton customers asking for their support.

* * *

Flour is firmer than last week. One brand of Manitoba flour has been advanced and prices of other flours, which last were being slashed slightly, have now been restored. Cornmeal has declined ten cents and beans are five cents down and extremely quiet. Oats have declined one cent.

* * *

Arrivals of Prince Edward Island produce have been very heavy during the past week, but prices have been well maintained. Sales have been small as the bad weather did not allow of the vessels' hatches being opened to remove cargoes. Quite a large quantity of red potatoes have been shipped here by the island growers this season, but there is no demand for them on this market as they are not liked here. Some, however, have been bought for export. South calico potatoes are selling ex-vessel at 35 cents per bushel and oats at 39 cents.

* * *

Butter is in better supply owing to the arrival of shipments from Ontario. The market is firm. Tail-end cheese are jobbing at 11 1-2 cents, but being tough and pasty these are not very suitable for grocery trade and most grocers prefer to pay 12 cents for best Septembers. Eggs have advanced a cent and are now jobbing at 23 to 24 cents.

* * *

Pork has suffered another decline. Wholesale houses report a very light business in this line at present. Local packing houses are in active operation and seem well supplied with hogs so far this season. Pure lard is now selling at 9 cents.

* * *

Sugar is steady at last week's decline and there seems rather more demand. There is a fair movement of molasses at unchanged figures. Fish of all kinds are in short supply and rule high.

BLUOL—THE NEW ROYAL BLUE.

THE grocery and general store trade of Canada has long been familiar with the various brands of English and American blueings on sale, and while there are a number of domestic brands that have received and are receiving attention at the hands of the trade and the public, the impression has prevailed that the foreign products are of superior merit. That fine blues of Canadian make are coming to the front is evidenced in the placing on the market by J. M. Douglas & Co., Montreal, of a blue that is claimed by the manufacturers as of the highest quality and without a superior. Bluol, is a "Royal" blue, of the finest texture, free from grit and streaking qualities. Douglas & Co. call the attention of the trade to their ad. in this issue and will be pleased to send samples and full particulars. Their motto "Made in Canada" should appeal to every merchant.

TEA EXPORTS FROM JAPAN.

C. M. Bernard, Chicago, advises THE CANADIAN GROCER, that the following are tea exports from Japan to 31st October :

New York	$12,941,664
Chicago	16,425,742
San Francisco	5,324,323
Canada	4,688,165
	$39,379,894
Increase over last year.	$ 6,337,766
Increase to Canada	1,664,035

MANITOBA MARKETS.

Winnipeg, Dec. 5, 1903.

TO-DAY closes navigation on the great lakes and wheat trade is settling down to the winter and all-rail basis. As usual with the close of navigation spot and December wheat are dull, but already trading has begun in May and quotations for May were made for the first time to-day. The prices of December and May show a spread of 4 1-2c. The winter wheat business promises at present to be larger than usual.

Jobbing trade is good, seasonable lines are going out steadily and the only complaint is delay in the delivery of goods.

Collections are coming in very fairly. There is one thing that eastern jobbing houses will do well to remember and that is the large number of new stores opened in new districts. It is from these points that collections are likely to be disappointing, if they are from anywhere. The volume of money coming in is larger than last year, but it is not so large as was anticipated owing to the delays in the movement of wheat spoken of last week.

Labor of all kinds is well employed

both in city and country and the buying for Christmas has already begun in a retail way.

The frozen apples spoken of at length last week, in the Fruit Department are being offered for sale by auction. It is claimed by some who have tried the experiment that by taking off the top of the barrel and covering the apples with snow and leaving for a few hours the frost is drawn out and the apples are as firm and good as ever. Their keeping qualities, however, are not guaranteed. The damage to these apples is a very serious matter as so many country merchants were depending upon them for their Christmas trade.

There are few changes of prices to report for the week, but new lines of goods specially designed for the Christmas trade are coming in and prices for for them are being made as they arrive.

RAISINS—New table raisins have arrived and show fine quality. Prices for the various qualities have been made as follows: London layers, $1.80; connoiseur clusters, $2.40; in 5 1-2 lb. boxes 75c each; dessert, $3.15; Imperial Russian, $4.00; 1 lb. cartoons, 20 to the case, $3.15 per case; new sultana raisins are also in and are quoted at 8 1-2. Some of the local houses are cleaning sultanas and putting them up in 1 lb. cartoons to sell at 10c. Fine, off stalk Velencia, $2.00. Muscatels, 8 1-2 to 9 1-2c.

DATES—New Hallowee, 5 3-4c.

CURRANTS—New Filiatras have arrived and are quoted at 5 3-8c; dry cleaned, 5 5-8c and 1 lb. cartoons 6 5-8c.

FIGS—Choice new cooking figs in 25 lb. mats have arrived and are quoted at 4 1-4c. Prices of table figs are unchanged.

EVAPORATED APPLES—Prices are firm at 6 1-2c and dried apples are almost as dear, being quoted at 6c to 6 1-8c.

SUGAR—There has been no change in sugars for a long time, quotations standing at the same figures for weeks.

SYRUPS—Corn syrups have declined slightly and the new quotations are: Half barrels, 3 3-8; barrels, 3 1-4; 2-lb. tins, 2 dozen in case, $2.40; 5-lb. tins, $2.80; 10-lb. tins half dozen in a case, $2.50; 20-lb. tins, quarter dozen in a case, $2.50.

CANDIED PEELS—There is the customary good demand for all lines of candied peels and the price is slightly under that of last year, orange being quoted at 9 1-4c; lemon, 9c; citron, 13 1-4c.

RICE AND TAPIOCA—The entire bottom seems to have fallen out of the Japanese rice market and prices have dropped to 5 1-8c; Patna is unchanged at 5 1-4c and B. rice 4 to 4 1-4c. Tapioca is firmer and is quoted at 3 1-4c, as against 3 1-8c.

COFFEE—Prices are firmer and No. 5 Rios are worth 8 1-2c.

CANNED VEGETABLES—The situation really presents no changes except

Clark's Sliced Smoked Beef

Makes a delicious winter breakfast. Starts the day right.

No grocer can go astray recommending Clark's Sliced Smoked Beef. The more he tries, the more he'll sell—and keep on selling.

Try it and see.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. COCOA

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

James Ewart

MANUFACTURER OF

High-Grade Delivery WAGONS

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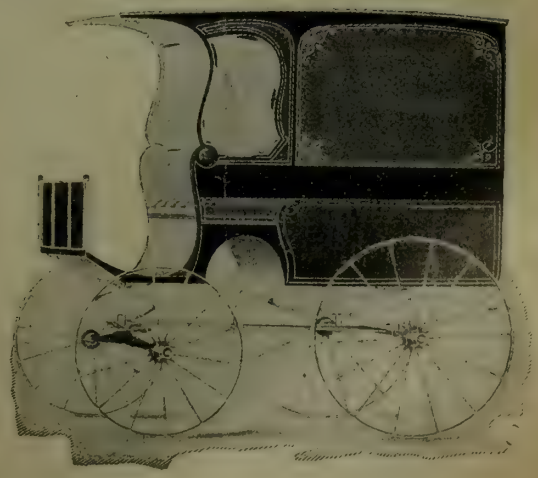
TORONTO.

Write For Prices. Phone Main 118



that tomatoes have eased off slightly and corn is a shade higher.; quotations are, tomatoes, $2.65 to $2.70; peas, $2.00 and corn $2.10.

NUTS—There is a good sale for all kinds of nuts and many of the new lines are in, though not all; walnuts, Marmots, 10 1-2 to 11c; Grenobles, 12 1-2c; filberts, 9 3-4c; Brazils, 15c; shelled almonds, 26c; peanuts, roasted, 10c.

FISH—Haddies, smoked, are scarce and dear, at present it is hardly safe to quote a price though 12 1-2c is probably correct for the time being; Labrador herring in pails $. 25; herring in half barrels, $4.25; mackerel in kits, $1.80; bloaters, 100s, $1.25; oysters, selects, $2.25 per gallon; standards, $2.00.

POULTRY—Receipts of Manitoba grown birds are very light and prices remain firm at 10c for chickens, geese and ducks and 12 to 14c for turkeys.

GREEN FRUITS—There is trouble in the camp of the fruit men over the railway companies refusing to handle fruit even in heated cars except at the owners' risk and it looks as if Christmast trade would be interfered with on this account. There is not much new to talk about, all seasonable lines being in full supply. Prices are as follows: California naval oranges, $4.25 to $4.75 according to size; Mexicans, $4.50: California lemons, $6.00; California pears, $3.75 per case; Washingtons, $2.75; B. C. pears, $2.75; Malaga grapes, $8 per keg; bananas, $4.00 per bunch; apples, Spies, $4.00; Fameuse, $5.50; Snows, $5.50; common winter varieties, $3.75.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Dec. 7, 1903.

CHRISTMAS business among the retail merchants has hardly begun to open up as it might be expected. There is nevertheless a very satisfactory regular trade being done. Preparations for the Christmas season are on an elaborate scale. This year the gift enterprise has struck the retail merchants of Vancouver like an epidemic. It is nothing to get a "chance" on a piano for buying a collar or tie, or for giving an order for a dollar's worth of sugar. The grocers have hitherto kept pretty well out of the proposition, but recently they too have got into line. Now a piano can be seen in the window of one grocery, to be given away with the goods sold. Perhaps it never strikes the merchant that the wholesale people try hard to sell goods to him, but they never give pianos as premiums. It would stand some thinking on his part.

* * *

Christmas groceries were liberally represented in the cargo of the steamer Queen, which arrived from San Francisco this week. Large shipments of fancy raisins, figs, nuts, etc., for local dealers, were included in the cargo. The leading grocery staples were large consignments of dried fruits for Winnipeg and Brandon. The last two boats to arrive from 'Frisco have carried big lots of dried fruits for the Manitoba dealers.

* * *

The festive Christmas boards which are supplied with good eastern Canadian turkey this year will have to pay for it. Though there have been one or two people taking orders for Christmas poultry at low figures, there is not much likelihood of any of the cheap fowl materializing. The regular dealers are invariably quoting the price as they find it. The chance of selling turkeys at 15½ and 16c. to the retail dealers, as some claim to have bought, is rather slim when the jobbers find the farmers in Ontario are getting that or nearly that for them as they are delivered.

The price here is likely to rule at 23 to 25c. wholesale and 28 to 30c. retail. That figure does not stagger the housekeeper here any langer. There have been some lots sold here in the past week or so as high as 35c. per pound, in limited quantities, but one or two of these importations cost nearly that much. The birds came from eastern Washington, and the price in Seattle was 24c. wholesale, so that with a 20 per cent. duty and about ½ to 1c. charges for transportation, there was not much in it at even 30c. What the consumer thought did not apparently cut any figure. The birds went all right. Of course, there was a little special demand last week because of Uncle Sam's Thanksgiving Day coming in it. The members of the American colony on this side of the line had two Thanksgiving Days to enjoy this year.

Dealers here say that in buying their Christmas poultry in the east, they find that the competition of buyers for the Old Country market has put the price up as well as improved the quality of the stock. The methods of handling have improved, the farmers bringing their birds to central points and delivering them live. The dealers in many cases merely wring the necks, or stretch the necks of the birds, and they are shipped in cold storage, feathers and all, to England, where they command high prices. That makes it dear for the market here, which is dependent entirely on eastern supplies.

The fruit market shows the same condition as last week. The little Jap orange dominates the market. It is the leading fruit and is selling freely. Two more big consignments were received this week. The C.P.R. ss. Athenian, which arrived on Sunday from the Orient, brought no less than 11,000 boxes, and, as if that were not enough to throw into an already overloaded market, another one of the Japanese line of steamers arrived at Victoria yesterday with another large shipment. The prices here are down to 30c. wholesale, and even lower, while 35c. per box retail is common. It is said the fruit is being sold below cost.

Dealers in California oranges say they can sell nothing and that they do not expect to until after the season of the Jap orange is over. That will not be before January 1.

Other fruits are limited in quantity now. The apple crop of this province, which has come forward in very good shape this year, is being well cleaned up. There has been a large percentage of good stock this season. So much so that not many apples have been imported from Oregon and Washington. There is still enough fancy stock for the demand. Cheaper grades are being run off rapidly, and the results to the growers this year should be very satisfactory.

In addition to large supplies of superior stock shipped down from the Coldstream ranch in the Okanagan, the Kamloops district has this year been sending some apples to the coast. This is practically the first time that fruit has been received from that locality, most of the surplus having been shipped into the Northwest Territories previously.

* * *

The produce market is in a very quiet condition. The quantity of butter on hand is limited, but so far there has been no stringency. Eggs are in fair supply, though there are few strictly fresh eastern eggs. Some which have been received are selling at 30c. wholesale. Pickled and cold storage eggs are the main supply and will be from now on till the Spring. They are commanding much lower figures, not more than 20 to 22c. Fresh local eggs are over 60c. retail, when they can be obtained.

Sugar to Burn

Is not the kind we handle. We will have a shipment of **Demerara Raw Sugar** this month that we can offer much below regular quotations.

Canned Salmon—We still have a few hundred cases Red Sockeye Brand at $1.25 per dozen. This offer is worth considering if you are likely to need Salmon before next season's pack.

Sultana and **Valenica Raisins**—New stock, prices low.

Also **Seeded Raisins, Shelled Almonds** and **Walnuts, Grenoble Walnuts, S.S. Almonds** and **Filberts.**

Our stock is complete in all lines of seasonable goods, and it will pay you to communicate with us for any of the above lines or anything else that you may require.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

That Delicious Fresh Fruit Flavor

is always found in

GOODWILLIE'S FRUITS

Put up only **IN GLASS**.

HAVE YOU ORDERED?

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Machine-Cut Mixed Peel

½-LB. AND 1-LB. DRUMS.

IN DEMAND

on account of its **keeping qualities, Cleanliness and labor saved** to the housekeeper.
ALWAYS READY.

BE SURE TO STOCK IT.

ROSE & LAFLAMME,
Agents,
MONTREAL.

BRAND'S ESSENCE OF BEEF FOR INVALIDS

(Established over half a century.)

Prescribed by all the leading physicians, and sold throughout the world.

For terms and descriptive advertising matter apply to our agent—

I. S. WOTHERSPOON,
204 Board of Trade Bldgs., Montreal.

SOLE MANUFACTURERS,
BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Grimble's

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT.**

If you don't know it, write for sample.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Berries that stay on

Our Holly Berries are that kind—they don't drop off because you look at them. That's the Holly you want for decorating. Buy a case at price given on our Xmas List.

25 Church St., Toronto.

McWILLIAM

Mc. AND E.

EVEREST

'Phone Main 645-3394.

XMAS

Goods Now Arriving.

Extra Fancy Northern California Navels

Extra Fancy Florida Oranges

Extra Fancy Malaga Grapes

Extra Fancy New Messina Lemons

New Dates, Figs, etc., and Nuts of all kinds.

The above are in stock, all finest quality.

Fancy Sweet Sonoras, all sizes, also **Valencia Oranges, 420's and 714's due in a few days.**

SOLICITING YOUR ORDERS.

HUGH WALKER & SON,

GUELPH, ONT.

GREEN FRUITS

Health Value of Apples.

A medical writer says: "The more mellow apples one eats the better, provided they be taken at meal time. It is best of all to eat fruit before meals, and freely as you like."

This will prevent loading the system with a heavy weight of less digestible foods, says the Independent. Senator Vest says that if a man wishes to live long and be able to keep up his work he must eat, not less than one apple with every noon lunch; we are not sure that he said half a dozen. The no-breakfast fad tells us that he must not only go without the morning meal, but that he must live much more largely upon fruit. Some of its disciples insist that the apple may be taken in the place of the ordinary breakfast. John Wesley once referred to apple dumplings as an illustration of the alarming advance of luxuries in England. Charles Lamb quotes a friend who says that "a man cannot have a pure mind who refuses apple dumplings," and Dr. Johnson speaks of a clergyman of his acquaintance who brought his family up almost altogether on this Anglo-Saxon combination. We have recollections of dumplings which might accord with the opinion of Lamb; and then we have recollections of other dumplings which might have been the origin of Calvinism. It must be borne in mind that the ideal apple is one that is fit to be eaten raw, yet the glorious old Spitzenberg is only fit for the cook—in whose hands it may become the very perfection of pie apples. The nineteenth century went out with a marvellous evolution of new sorts of fruits of all kinds, but there was nothing in the list to exceed the delicious juices of the Northern Spy, the Macintosh Red, the Shannon or the Stuart's Golden.

There is nothing in the world to exceed the beauty of the apple blossom; while the air is laden with an exquisite perfume that has charmed a hundred generations—has added to the posey, the love and the comfort of Greek, of Roman and of Briton. But if there be anything more beautiful than the apple in blossom it is the same tree loaded down with crimson and golden fruit. Then it is that the apple touches human nature and wakens in the housekeeper the highest conceptions of the science and the fine art of dietetics.

——

Export of Canadian Fruit.

OUR American neighbors are manifesting an interest in the way we Canadians handle our fruit. A recent issue of the U. S. Consular reports contains the following paper on the Niagara fruit district, by Mr. Jas. M. Shepard, U. S. Consul at Hamilton, Ont.:

The Hamilton consulate is in the heart of Canada's great fruit-growing district, and hence an important shipping point. The Niagara district is about 50 miles in length and averages 10 miles in width, though at some points within a distance of about 20 miles from this city eastward the finest fruit lands are not more than 2 miles in width. There is nothing in the fruit line that can be raised in this climate but what is grown in profusion—apples, pears, cherries, peaches, plums, grapes, and berries of all varieties. Apples, however, pay the best, for rarely is there a failure in the crop, and there is always a foreign demand for the surplus.

This year the apple crop is good and nets the grower $2 per barrel of three bushels, though fancy fruit, weighing seven ounces and more, packed in bushel boxes, brings as high as $1 per box. Fancy apples for the British market are examined, and all having any blemish are thrown out. Each apple is wrapped in tissue paper, as the orange growers of California pack their fruit, and then carefully laid in a row in the box, so that in the handling of the packages the fruit will not be bruised.

Mr. Linus Wolverton, living near Grimsby, has a large fruit farm, 50 acres of which are devoted to apple culture. He has made a special study of fruit raising, having, been for years secretary of the Ontario Fruit Growers' Association, and is editor of a magazine principally devoted to fruit culture. From him I have gained information that may be profitable to the fruit growers of the United States. He has found that it pays to be careful in the packing

of fruit for the foreign markets, as there is always a good demand for it, and at prices much higher than can be realized at home. Apples wrapped in tissue paper and packed in bushel boxes will always pay a better profit to the shipper than those packed in the ordinary way in barrels. Some consignments that Mr. Wolverton shipped to the English markets in boxes returned him as high as $1.50 per bushel after all expenses were paid.

Apples and pears are the most profitable fruits to raise for export. Plums and peaches are more uncertain, as, while they would pay well if landed in good order, only the hardier varieties will stand shipment.

The Canadian steamship owners have fitted their vessels with cold-storage rooms and ventilating fans in order to secure the export trade in fruit, the government giving them assistance at the outset. Fall apples and pears are generally shipped in cold storage, but the winter fruits can be safely transported in the holds of vessels fitted up with fans. It has been demonstrated that the principal cause of the rotting of fruit shipped in the ordinary way is the foul air that gathers in the holds of the steamers. The fans obviate this by keeping a constant circulation of pure air and a cooler temperature. Choice apples and pears packed in boxes are shipped in cold storage, while the same fruit in barrels is shipped in the holds purified by ventilating fans. The difference in freight charges is considerable. Occasionally a shipment in cold storage or in the part ventilated by fans arrives at its destination in bad order because of neglect to keep the temperature uniform. The fruit is usually packed before it is thoroughly ripened, and the temperature should be from 40 degrees to 50 degrees—never higher—to keep it in good condition. It takes about twelve days for a shipment of fruit from Hamilton to reach Liverpool. Of pears the Bartlett is the best for export trade. This year shipments in half-bushel boxes have netted the shipper as high as $1.50 per box. Grapes can only be shipped in cold storage, and if carefully packed can be profitably exported.

Arizona Oranges Low.

A remarkable commentary on the demoralized state of the orange market, says The Fruitman's Guide, of New York, was shown on Tuesday when a car of oranges from Phoenix, Ariz., shipped by W. E. Ellwanger, of that place, who came on himself to witness the sale, were offered at auction. In previous years these oranges, the bulk of which have been handled by Emil Zucca, have brought remarkably high prices, as high as $8 a box having been obtained and cars averaging $5 or thereabouts. On this car of Arizonas the top price was $3.20, and 80s. and 50s. inclusive brought $2.75, with 176s. at $2.62 1-2. Half boxes sold from $1.40 to $2.05.

XMAS—ORANGES of all kinds
LEMONS BANANAS NUTS
CRANBERRIES FIGS DATES OYSTERS
HOLLY—Large cases ; small boxes.
EVERYTHING THE BEST AND LOWEST IN PRICE
Our XMAS PRICE LIST a World Beater in Prices.
WHITE & CO.,
Wholesale Fruits, Toronto.
Consignments of Poultry and other produce carefully handled, Prompt returns.

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, ENGLAND
ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN
FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN
HIGHEST REFERENCES. CORRESPONDENCE INVITED.
BANKERS—LONDON JOINT STOCK BANK, LONDON.

References—THE TRADE. L.D. 'Phone 578.
GEORGE H. DUCK,
Importers' Agent and Fruit Broker,
Correspondence Solicited. TORONTO, CANADA.

Christmas Fruits.
Get our quotations before placing your Christmas orders. It will pay you.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones - Main 54, Main 3428.

Xmas Anticipations
Oranges—All kinds
Lemons—New Messinas.
Nuts—All varieties.
PRICES RIGHT.
Address just . . .
CLEMES BROS.
TORONTO.

The DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets, TORONTO

DRIED APPLES
WE ARE BUYERS
LARGEST DEALERS IN CANADA
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Dried Fruit
cleaned and renovated by the latest improved machinery and appliances.
GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

"Condor" Japan and Black Tea, Baking Powder, Mustard, Vinegar.

MADAM HUOT'S COFFEE
THE GEM.

"Nectar" Black Tea, in lead packets and fancy tins only.

DECEMBER IS A QUIET MONTH IN TEAS.

To make it lively and induce you to buy, prices must be very attractive. **So I make them. Look at these. Ask for samples** and you will buy:

353 half-chests natural leaf Japan Tea, surprisingly good liquor, at - - - **16½c.**
180 " natural Japan Tea, well made clean leaf, bright strong liquor, at - **17½c.**
I have Japan Nibbs, choice quality, at - - - - - - - **16½c.**
I have extra good Japan Siftings, at - - - - - - - **7, 8** and **9c.**
I have fine Japan Dust, at - - - - - - - - - **6c.**

"**Condor**' **LX** Japan Tea in lead packets is the finest out to retail, at **40c.** I make you a special price of - - - - - - - - **27½c.**

TRY IT. IT ADVERTISES ITSELF.

A Drive in Sow Mee Points, Young Hyson

They are to slow for me. They show me a loss, but I want to clean them out:

43 half-chests, extra good value at 20c., price - - - - - - **18c.**
8 " " " 23c., now - - - - - - **20c.**
8 " " " 16½c., now - - - - - - **15c.**

EX. STR. "ATHENIAN," AT VANCOUVER ON 3RD INSTANT.

297 catties Imperial Gun Powder Tea, at - - - - - - - **13½c.**
100 matts, 8x5-in. boxes each, Japan Tea, natural, clean leaf, splendid liquor, at - **21½c.**

Special Value

275 half-chests Kaison Congou Black Tea, at - - - - - - **10½c.**
These teas are scarce. Buy now before they go higher.

My lot of **358** half-chests Siftings, in some days ago, is going fast at **7c.** Don't miss this chance; there is nothing like it in the market.

"Old Crow" Baking Powder, Mustard, Vinegar, Black Tea.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

"EMD" Baking Powder, Vinegar, Spices, Coffee

Durable Artistic and not Expensive

Three urgent reasons why you should use our

Metallic Ceilings and Walls

They appeal to practical people everywhere.

Strictly Sanitary — Beautiful in Design and Finished Effect—and made in a multitude of patterns suited to all kinds of buildings.

Reliable Goods That Never Disappoint

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG.

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

GOOD BIRD SEED

is just as important to the grocer's trade as good butter or anything else. Bird fanciers must have the best, and they recognize the best in **BROCK'S BIRD SEED** and ask for it.

Be ready for the demand.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

We Make Brooms

The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,
LIMITED
Mfrs. of Brooms and Whisks
400 Wellington St., OTTAWA

PERSONAL MENTION.

Mr. D. McLachlan, Woodville, Ontario, was a caller at the Toronto office of THE GROCER last week.

Messrs. Geo. Bristol, H. C. Beckett, W. D. Wilson and —. Scott, of Toronto, were visitors to Montreal this week.

Mr. A. J. Hughes, representing The "Ozo" Co., Ltd., Montreal, has just returned from his trip east to Quebec City and other centres. He reports good sales.

A visitor to Montreal trade this week was Mr. Geo. Lightbound, of Toronto. Mr. Lightbound is on his way to Quebec City looking after the interests of his numerous agencies.

Mr. H. Martin has been appointed agent in Toronto for B. O. Beland, 26 Lemoine street, Montreal, dealer and importer of fine grocers' specialties, chocolates, French cheese, sardines, olive oils, etc.

Mr. Charles Pickford, of Pickford & Black, who has been in Ontario for several months in the interest of West Indian trade, left on Sunday for Halifax en route for the West Indies, where he will spend the next seven months.

Mr. and Mrs. J. H. Simpson, of R. & J. H. Simpson & Co., of Guelph, were in Toronto last week attending the marriage of Mrs. Simpson's sister, Miss Rebena E. Smith, who is being married to Geo. L. Gardiner, son of Jas. Gardiner, late of The Pure Gold Co.

PICKLING HOUSE FOR HAMILTON.

It is reported that a large American pickling firm is contemplating the establishment of a branch near Hamilton, Ont. The firm has written the local Tomato Growers' Association, asking permission to send representatives over to have a talk with the members. The name of the concern is a state secret for the present. The association was to have met Saturday to fix prices for the season, but some of the largest growers were not present, and another meeting has been called for a week from next Saturday. It is likely that last year's price, 25c a bushel, will be agreed upon, but there are some who would like to boost it to 30 cents.

BIG SHIPMENTS.

Last Saturday, Dec. 5, it required 13 Grand Trunk double lorries to carry an immense shipment of "Salada" Ceylon teas consigned to the Montreal branch. This is no rare occurrence, and indicates a popular demand for "Salada."

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.
Contractions count as one word, but five figures (as $1,000) are allowed as one word.
Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

AGENTS WANTED.

AN old established London house is prepared to appoint wholesale agents in Canada for the sale of tea and cocoa (packets and bulk). Apply in first instance to C. & S., care of Housekeeper, Tower House, Trinity Square, London, E.C. Eng. (60)

SITUATIONS VACANT.

BAKER—Second hand—Steady job to right man. Address Box 150, THE CANADIAN GROCER, Toronto. f

MILLER—Young man—3 or 4 years' experience; Universal system; must be steady. Address Box 115, THE CANADIAN GROCER, Toronto. f

SECOND MILLER—Sober and industrious; one with knowledge of custom work preferred. Apply quick, stating salary and reference, to Box 152, THE CANADIAN GROCER, Toronto. f

BAKER—First class on bread and cakes; state wages; steady job. Address Box 153, THE CANADIAN GROCER, Toronto. f

GOOD CIGARMAKER—To take half interest in small factory; good opening in live town. Apply Box 155, THE CANADIAN GROCER, Toronto. f

BUTCHERS—Young men with some knowledge of killing cattle. Address Box 156, THE CANADIAN GROCER, Toronto. f

TRAVELLING SALESMAN — Familiar with the provision and meat trade. Apply by letter, stating experience, references and salary expected, to Box 157, THE CANADIAN GROCER, Toronto. f

SITUATIONS WANTED.

OATMEAL MILLER—First class reference. Address Box 154, THE CANADIAN GROCER, Toronto. f

PARTNER WANTED.

TO open up branch in Winnipeg, Vancouver and Halifax for one of the best proprietary grocery articles in Canada. Established and advertised from ocean to ocean. For particulars, apply to Box 84, CANADIAN GROCER, Montreal. (50)

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (51)

The popularity of our **seal quarts** is evidensed by our sales. Are **you** handling this up-to-date style of package? The housekeeper's verdict being, it pays to get the big bottle.

Are you still using soap in bath or have you reached that pinnacle of fashion where **Perfumed Toilet Ammonia** is craved for?

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

FLOUR AND CEREAL FOODS

Cereals for Christmas.

DESPITE the fact that roast turkey and plum pudding are occupying the attention of a large percentage of the Canadian people these December days, it does not follow that breakfast foods are relegated to the background. The very fact of heavy meals for dinner makes all the more necessary the healthful cereal foods which have so dominated the breakfast table the last few years.

In making his Christmas arrangements the grocer should not overlook this fact; indeed, he should bring it strikingly before his customers. A holiday breakfast window or inside display is well worth a little thought. A well conceived cereal exhibit with the food ready for consumption grouped around with the various accessories with a background of the package goods, would have at once a striking and a business-getting effect. If possible, a breakfast table set with snowy white linen and dainty china should be used.

If the grocer has a pair of good windows for display purposes it would be a capital idea to have one set for the Christmas dinner and the other as above for the next day's breakfast. This idea might be suggested by neatly lettered cards. The public would see the point and appreciate it.

In any event the grocer should not lose interest in his cereal and breakfast food department in the rush of holiday specials. It will pay for a little attention.

The Old-Fashioned Biscuit.

How dear to my heart is the biscuit of childhood.
The rolled out and beaten and snowy dough ball
That the cook, with the speed of a deer in the wildwood,
Used to rush through the yard when she heard Missus call!
How the pyramids shone on the dishes that held them
When the napkins fell off and she placed them before us.
How the old folks saw, and the youngsters who smelled them
Brought the grin to her face with their joyful chorus!
Oh, the old fashioned biscuit, the beaten out biscuit,
The glowing baked biscuit, the best of them all,
That the cook used to fetch with a speed that would risk it
Through the yard in response to her ole Miss's call!

—Harry Stillwell Edwards.

Home of Macaroni Wheat.

Although Italy was the original home of macaroni, "the scepter has departed" from her, owing to the disappearance of the variety of wheat from which the flour was made for the paste. This wheat was originally grown in Sicily, but the land is now generally devoted to the grape. Marseilles, France, is now the real seat of the macaroni industry, although it is found in many parts of France. The wheat used to make the macaroni flour in France is grown in the south of France and across the Mediterranean in Algiers and Tunis, but is milled at Marseilles.

The Gentle Art.

"The Grocer" has received a copy of that very neat and tastily gotten up little booklet entitled "The Gentle Art of Using Force." The little book is replete with attractive illustrations of the gentle art, and Sunny Jim's optimistic philosophy permeates its every page. Copies may be had by writing to The Force Food Co., Toronto, Ont.

Want Flour From Colonies.

Three hundred and sixty-two farmers interested in over 150,000 acres of land in Herts and Essex forwarded a petition to Mr. Chamberlain yesterday, which, while approving of the changes in the fiscal policy, did not consider the proposed duties on foreign corn, meat and dairy products sufficient to stimulate greater production here. From the colonies they want flour and they want a heavy duty placed on hay and straw.

Macaroni Wheat Graded.

The Grain Trade Committee of the New York Produce Exchange has established wheat grades to cover the macaroni wheat. These grades are described as follows: Rice, or goose, wheat that is bright, sound and well cleaned is to be graded No. 1; that which is bleached or shrunken as No. 2; and rejected macaroni wheat as No. 3.

Bread of the Mokis.

A MAGAZINE writer, who has spent some time among the Moki Indians of Arizona and New Mexico, gives the following interesting description of the cornmeal bread that forms the principal article of diet of the Mokis:

"When we had progressed midway into the plain and reached a somewhat broken stretch of ground, we saw the Mokis, who were in advance of us, halt and dismount from their burros. The noon hour had arrived and luncheon was to be served. We likewise halted and the cook set about preparing our dinner. While it was cooking I had an opportunity of investigating the Moki bill of fare. It was a cold lunch and seemed to consist almost wholly of their cornmeal bread, called 'wyavi,' or 'pi-ki.'

"It bore a curious appearance, being made in rolls or sticks 12 to 15 inches in length and perhaps an inch or more in diameter. Each roll was made of several thin layers wrapped around each other and was very brittle. Some rolls were yellow, some blue, others white and still others red. I ate some of it, and while it tasted very flat, yet it was not repulsive. It would require a cultivated taste to

NAPOLI ABSOLUTELY PURE
MACARONI

Machine-handled

Following assortment:

MEZANI, MEZANELLI, SPAGHETTI, VERMICELLI, WEDDING RINGS, ALPHABETS, STARS, TUBETI, TUBETINI, DITALINI.

Put up in attractive 1-lb. packages, 48 to case, assorted if desired.

Send for samples and our book PURITY free of all charges.

NAPOLI MACARONI CO.,
HAYTER and TERAULEY STS., - TORONTO.

Canadian Oats for Canada's Breakfast

For over fifty years we have been buying and milling Canadian Oats.

Persistent carefulness has made our product the standard at which other millers aim.

Tillson's pan-dried Oats

are the best oats to start with, and they are milled by the best process.

Anyone who has tried Tillson's Oats won't use any other.

The Tillson Company, Limited

TILLSONBURG, CANADA.

relish it. I afterwards witnessed the process of making it.

"The Mokis raise corn of the four—or even more—colors indicated, red, white, blue, and yellow, and one can see it hanging from the rafters of their houses in heavy bunches and festoons, and stored in interior store rooms, in large quantities. A famine in this region once upon a time, so tradition runs, taught them to keep on hand a two years' supply of corn and other food, to guard against future failures of crops.

"Much of the corn is ground into meal and when 'pi-ki' is to be made, the meal is converted into a very thin mush. In the fireplace a long, narrow, flat stone is placed upon stone supports at each end, and, with fire underneath, is thoroughly heated. A woman then scoops up with the hand a handful of the mush and smears it lengthwise over the stone and it is cooked in an instant into long, thin, crisp, wafer-like sheets. A number of the sheets are then rolled together, as the cooking progresses, and the 'pi-ki' is ready to be eaten."

Canadian Biscuits in London.

The London, England, representative of "The Canadian Grocer," while passing through the grocery department of the "Army & Navy Stores" recently, noticed,

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS AND GRAIN DEALERS

192 King Street East TORONTO.

John MacKay

Limited

Successors to John MacKay, deceased

ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), *SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP* of all kinds BY CAR LOAD.

Caledonia Mills, BOWMANVILLE, ONT.

Correspondence solicited.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,

ST. MARYS, ONTARIO.

a pyramid of The Christie Brown Co.'s biscuits. Most prominent were boxes of "Dandy Oysters." Several other lines were also selling in fair quantities—the "Graham Wafers" and "Cheese Wafers" in particular. Is Britain's granary becoming Britain's bakery also?

Ontario Grain Standards.

A SPECIAL session of the grain section of the Toronto Board of Trade was held Tuesday noon to discuss a resolution brought forward by C. B. Watts, president of the Dominion Millers' Association, to the effect that the Government standards for Ontario grain should be set annually as heretofore, and that the Government be requested to strike out the amendment to the Inspection Act by which the annual making of Government standards of grain was done away with.

Mr. Watts said they could not afford to do away with the standards, as it would result in injury to all parties concerned. Last year 25 per cent. of Manitoba wheat had classed as No. 1 hard, but this year there would not be 5 per cent., while he ventured to say that the No. 1 northern would make better flour than last year's best.

Mr. McLaughlin said that from the nature of the growth, it would be unfair to grade this year's crop by last year's standard, as it would not be the same kind of grain.

Arch. Campbell, M.P., protested against new standards and new samples every year. He wanted No. 1 hard to be always the same. If the standards were not changed every year, it would be because it was unnecessary to do so.

The chairman agreed with Mr. Campbell, saying they must have a standard, but did not want it changed every year.

Mr. Campbell moved an amendment as follows:

"That in the opinion of this meeting the Inspection Act should be revised so as to define more clearly some of the grades, and that standards once fixed should remain until changes are deemed necessary."

This was lost on a vote of 8 to 7, and Mr. Campbell moved that the matter be held over for further consideration.

It was finally decided to adjourn the meeting for one week.

A Campaign of Purity and Cleanliness.

EVIDENTLY The Napoli Macaroni Co. do not intend that their goods shall remain unknown for the lack of effective advertising. Already this firm have distributed over 10,000 free sample packages amongst the trade and to consumers. They have now issued a most attractive booklet called "Purity." This is by far the most handsome book of the kind that has come to our notice for some time. The cover design is most attractive, though perfectly simple. On the back cover of the book appears a cut of their famous dust-proof package. The book contains an article called "Knowledge," which is both interesting and instructive. It describes in detail the methods employed in the manufacture of Napoli Macaroni—the great care exercised in selecting the right material for manufacture, the elaborate curing system through which the goods have to pass, and the absolutely cleanly conditions which prevail in every department of the factory.

Following this descriptive article comes the retail selling price of Napoli Macaroni. The firm are endeavoring to es-

tablish a recognised price for their goods all over the Dominion.

The remainder of the book is taken up with recipes for preparing macaroni, compiled by Mrs. Jean Joy, late of the Toronto Technical School of Domestic Science.

The manager of the company is appointing agents for the sale of their goods. The MacLaren Imperial Cheese Co. are agents for Ontario, and arrangements are being made with other agents in every part of the Dominion.

The company are most anxious that not only shall every consumer of macaroni become familiar with its goods, but that the name of Napoli Macaroni shall be a household word throughout the length and breadth of Canada, and are desirous of sending to every merchant that handles their product a liberal supply of free sample packages and booklets for distribution amongst his customers. A post card addressed to the firm will bring a fresh supply whenever needed.

The two points which The Napoli Macaroni Co. are endeavoring to impress on the minds of the public are the absolute purity of its goods and the scrupulous cleanliness with which they are made.

A number of prominent people in Toronto have had the opportunity of visiting the factory, and expressed satisfaction with the way in which the macaroni was handled whilst going through the various processes of manufacture, clever mechanical devices taking the place of the human hands.

The starting of a strictly first-class macaroni factory in Canada has filled a long-felt want, macaroni, like most cereals, losing much of its nutritive value unless quite fresh.

United States Oatmeal.

Exports of oatmeal from the United States for the month of September amounted to 1,852,085 pounds, valued at 854,662, as compared with 4,750,945 pounds, valued at $132,840 for the preceding September. The total exports of oatmeal for the nine months ending with September aggregated 30,908,098 pounds, valued at $852,044, as compared with 39,197,756 pounds, valued at $1,073,229, for the corresponding period ending with the preceding September.

West Elgin Milling and Produce Co.

A CHARTER, under the Ontario Companies' Act, has been granted, creating Archibald McKillop, Daniel McKillop, John A. McKillop, Hugh C. McKillop, lumbermen, all of the village of West Lorne, Ont., and Malcolm McKillop, farmer, and Isabella Fuller, married woman, both of the Township of Aldborough, County of Elgin, Ont., a corporation for the purposes and objects following, viz: To deal in grain, live stock, and other farm produce, and to manufacture and deal in flour, meal and cattle feed of all kinds; the corporate name of the company to be The West Elgin Milling and Produce Co., Limited. The share capital of the Co. to be $25,000, divided into 250 shares of $100 each; the head office of the Co. to be the said village of West Lorne, and the provisional directors to be, Archibald McKillop, Malcolm McKillop, and Daniel McKillop, hereinbefore mentioned.

Cereal Notes.

Farmers in the neighborhood of Zumbrota, Minn., threshed wheat by electric light, a rig for which was attached to the separator engine.

"Gran' for the Morn's Mornin'"

"Wee McGregor's" Breakfast Food

We were a "leetle bit scared" putting a new breakfast food on the market, but orders are coming from coast to coast. It is pleasant and profitable.

Retails at 25c. for 6-lb. linen sack.

THE F. J. CASTLE COMPANY, Limited, = OTTAWA.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Dealers, do you want to sell your Goods?

If so, you doubtless realize that the goods must be the best of their kind in quality and workmanship. This is especially true of Brushes. For nearly half a century

Boeckh's Household Brushes

have been upon the market. They are in the very front rank as ready sellers because their manufacturers' highest and constant aim is to please both dealer and purchaser. Larger facilities in making now enable us to manufacture better goods than ever, and at lower prices, with the widest margin of profit to dealers.

—Send your name for our —new folder, "Broom-ology."

UNITED FACTORIES, LIMITED.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: 80 York St., TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St. LONDON BRANCH: 71 Dundas St.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

Edited by
W. Arthur Lydiatt,
TORONTO.

An Advertisement May Attract a Lot of Attention And Yet Sell No Goods.

THE rapid growth and development of holiday advertising is a marked characteristic of the merchandising of to-day. The advantages of holiday advertising are many, and they are such as will commend themselves to those who give the subject a little thought. In the first place, it shows that the merchant who makes a special bid for the holiday trade is wide-awake and keeps in touch with the spirit of the times. It indicates that he keeps careful watch of the changing seasons, and is always ready to anticipate the wants and wishes of his customers. This spirit is appreciated by the public, and their approbation is frequently manifested by a largely increased patronage. Holiday advertising appeals to the people when they are in a receptive mood. It is placed before them when they are anticipating a period of enjoyment and are disposed to give pleasure to others. It suggests purchases they might otherwise overlook, and would be sorry to miss. It brings the advertiser into closer touch with his patrons, and makes him, to some extent, a sharer in their joys and recreations. Beyond question it imparts a valuable impulse to trade – perhaps at a Season when it is most needed. It admits of striking display which would be unsuitable to ordinary occasions, and makes a pleasing variety where there might otherwise be a tendency to monotony. In short, it is judicious advertising, for it suggests the things the public want at the very time they require them, and thus benefits the buyer as well as the seller.

Christmas advertising is usually chiefly confined to the good things of the table—creature comforts, as the old divines used to call them—but even these cover a wide field and admit of pleasing illustration. Beginning with the good old turkey, with chestnuts for stuffing and cranberries for sauce, followed by the traditional plum pudding, the list runs through all kinds of poultry, meats, and vegetables. All kinds of groceries contribute their quota to the feast; the fruits of the tropics as well as of temperate climes are in demand, and in many homes the festival is incomplete without a generous supply of "old October" and wines of the choicest vintage. The luxuries of the table require an appropriate setting, hence fine napery, delicate china, sparkling glass, and gleaming silver are in demand. These in their turn suggest table cutlery; and, when all the table requirements are complete, flowers for its adornment should not be forgotten. A well-appointed festal board would seem incongruous if its surroundings were inappropriate, and a handsomely furnished room imperatively demands that all who enter it shall be correctly clothed. Hence it will be seen that there is no lack of subjects for special advertisements at Christmas time, and the merchant who

Teas, Coffees, Spices

Standard Brands
Always Fresh

WM. JOHNSTON, Grocer

Christina Street, South of Market.

fails to utilize the holidays for advertising purposes misses a golden opportunity.

A correspondent writes me as follows:

In your criticism of the ad of J. H. Lacey in last week's CANADIAN GROCER you might have added that it is impossible for John Mathieson or anybody else to get 154 lbs. of bread out of one bag of "Glenora" flour or any other flour. If a baker gets 140 lbs. bread out of a bag of flour he thinks he is doing extra well. Of course, the ad. might pass amongst people who don't know these things, but I consider it is not a truthful statement of the fact. Any Toronto baker will bear me out in this.

Advertising Deeds.

I wonder if the man who caused the above ad. to be inserted—and paid the cost thereof—really thought he would get any results.

I wonder if he thought it would help in any way to increase his trade.

I doubt it. I am inclined to think that he didn't give much thought to it, and likely the only time he worries at all about it is when the bills have to be paid, and then I guess he sometimes stops and wonders if his advertising really pays him.

Good advertising doesn't always get credit for the good it does do, and ordinary advertising sometimes gets credit for doing things it doesn't do.

I remember a man who did some very poor advertising for a very good store, and because his business increased considerably during the year he credited his advertising with being the cause of the increase.

Well, the advertising he did might have helped some, but the increase was really natural, and was accounted for by the satisfactory way in which he did business and the general need for such a store as his in that locality.

Suppose you advertise to the extent of $5 a week. Why don't you make that advertising "worth its salt"?

If you hire a clerk at $5 a week and he doesn't earn it you fire him and get another. You don't do without a clerk simply because those you have had weren't any good, because you need a clerk to help you run your business. If you can't get a good enough clerk at $5 a week, you pay $6, or even $10, if you think the better clerk will earn his wages.

So if your $5 a week advertising is not good enough to make it worth the expense, why, get the kind of advertising that will. Don't do without advertising altogether, because the right kind of advertising can certainly make itself worth having. And if you can't get good enough advertising for $5 a week, pay $6 or $10 if the increased amount will get the kind of advertising that will pay for itself.

Better spend $10 a week for advertising that pays a profit than $5 a week for advertising that doesn't.

If you haven't the time, inclination or ability to write your own ads., get someone who can, and even if he does make your advertising bills a little higher, he is likely to pay good interest on the invest-

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce. For quotations address

Montreal Agents: **S. H. EWING & SONS,**

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL

CENTRAL Business College

STRATFORD, : ONT.
BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1849 IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

THE
Burlington Canning Co.
Burlington, Ont. Limited

Manufacturers of

ALL KINDS OF CANNED GOODS

Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.

All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

Do you use .. **FOSTER'S POTS?**

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

In manufacturing our brown and manilla

Wrapping Paper

we keep in mind the use to which it is put when made. Therefore we give it the durability, weight and strength that makes it very reliable and satisfactory.

Canada Paper Co., Limited

Toronto, Montreal and Windsor Mills, Que.

1 and 2-lb. Tins.

QUALITY, RELIABILITY, UNIFORMITY,

ARE THREE IMPORTANT FEATURES OF

S. H. & A. S. EWING'S

HIGH-GRADE

COFFEES and SPICES

Where QUALITY counts, you will find "S. H. & A. S. EWING'S" (products of the old reliable firm) the standard of COFFEE and SPICE QUALITY. Have stood the test of over half a century.

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

ment, and that's better than continually charging advertising up to "Expense."

Don't spend money to merely tell people that you have a grocery store, when they already know it.

Rather show them how well equipped you are to supply their needs; and you can best do that by suggesting those needs and telling about the things that will fill them.

INSTALLED COCOANUT PLANT.

To the many other departments of their business The Robert Greig Co., Limited, Toronto, have just completed the installation of a cocoanut plant. The machinery and all other arrangements are up-to-date in every detail, and combine the latest improvements in the art of preparing cocoanut for family use. This department is under the personal supervision of A. H. Parker, who was Canadian manager for The L. Schepp Cocoanut Co. for many years. This fact in itself is warrant for the high grade goods that will be turned out. Since moving to their new building, the White Swan Mills, The Robert Greig Co. report having nearly doubled their business in all departments.

A PUZZLER.

E. W. Gillett Co., Limited, Toronto, have issued a very interesting puzzle, one that is absolutely "on the square." Readers of "The Grocer" who are fortunate enough to get one will have an interesting time ahead of them. One thing is sure: they'll know all about the merits of certain goods before they are through with the job. "The Canadian Grocer" had an interesting time with it. If you like to experiment and exercise your patience, drop a card to E. W. Gillett Co., Limited, Toronto.

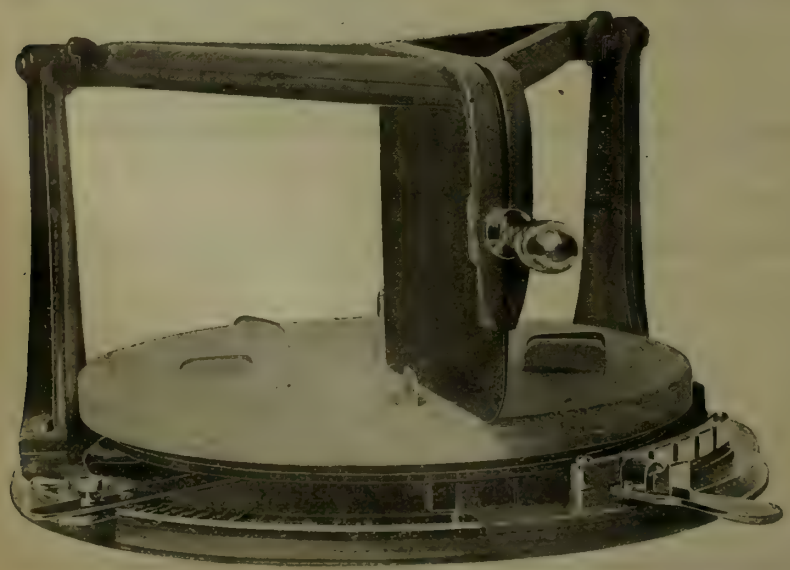
GEO. A. McGOWAN CIGAR MFG. CO., Ltd.

A CHARTER has been granted, under the Ontario Companies' Act, creating George A. McGowan, manufacturer, Hugh Bennett, cigar maker, Sarah K. McGowan, married woman, John Orr, bookkeeper, and William J. B. White, insurance agent, all of the City of Kingston, Ont., a corporation to deal in, manufacture and sell tobacco and cigars; the corporate name of the company to be The George A. McGowan Cigar Manufacturing Co., Ltd.; the share capital of the company to be $75,000, divided into 3,000 shares of $25 each; the head office of the company to be at the said City of Kingston, and the provisional directors to be, George A. McGowan, Sarah K. McGowan, and William J. B. White.

CANADIAN-BRITISH TRADE.

The imports to Great Britain from Canada for the month of November were as follows:

Cattle	14,680	£246,487
Sheep and lambs	15,676	25,119
Wheat, cwt.	1,077,000	375 771
Wheat meal and flour	356,700	190,376
Peas, cwt.	34,040	16,582
Bacon, cwt.	67 078	166,822
Hams, cwt.	17,443	44,314
Butter, cwt.	20,226	96 094
Cheese, cwt.	178,800	471 521
Eggs, great hundreds	236,661	91,228
Horses, head	21	630



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

Keeps Cheese Fresh.
Easy to Operate.
Saves from Waste.
Pleases every Customer.

Sold on Easy Terms. Write us for particulars

The Computing Scale Co. of Canada, Limited,
64 KING ST. WEST, TORONTO

Imperial Mixed.

A new biscuit—very small—to retail at a low price. Fills a long felt want.

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. **King and Bathurst Streets, TORONTO.**

We Couldn't—Could Anyone?—

build up a phenomenal trade such as we have done on **PERFECTION CREAM SODAS** unless the goods were right in every way. Sold to the finest trade, too. That means everything. This trade also buys our **SWEET** and **FANCY BISCUITS** and our **AVON CHOCOLATES,** with "The Name on Every Drop," made with the finest white cream centre and coated with the best chocolate that can be purchased. **Are you selling our goods ? If not, fall into line.**

The MOONEY BISCUIT & CANDY CO., Limited, Stratford, Canada

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.

40 HIGHEST AWARDS In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate,** put up in **Blue Wrappers and Yellow Labels,** is the best plain chocolate in the market for family use.

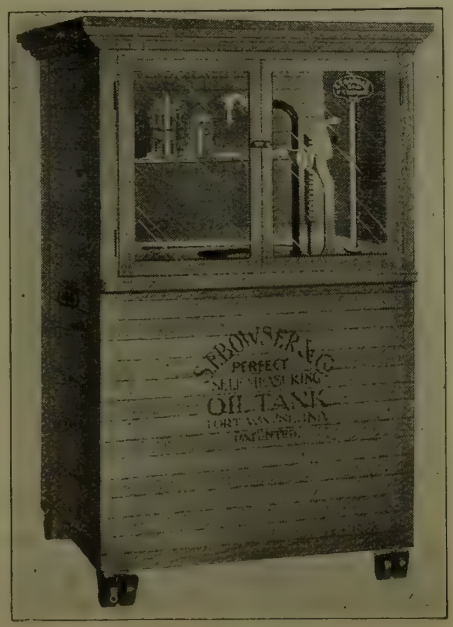
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

A WISE MAN ONCE SAID

"It is better to be sure of a few facts than to know a great many things that are not true."



FIRST FLOOR CABINET.

To an ordinary mortal that statement savors of good sense. There are a few facts about oil tanks of which we are absolutely sure. We refer more particularly to....

BOWSER 3 Measure Self Measuring OIL TANKS

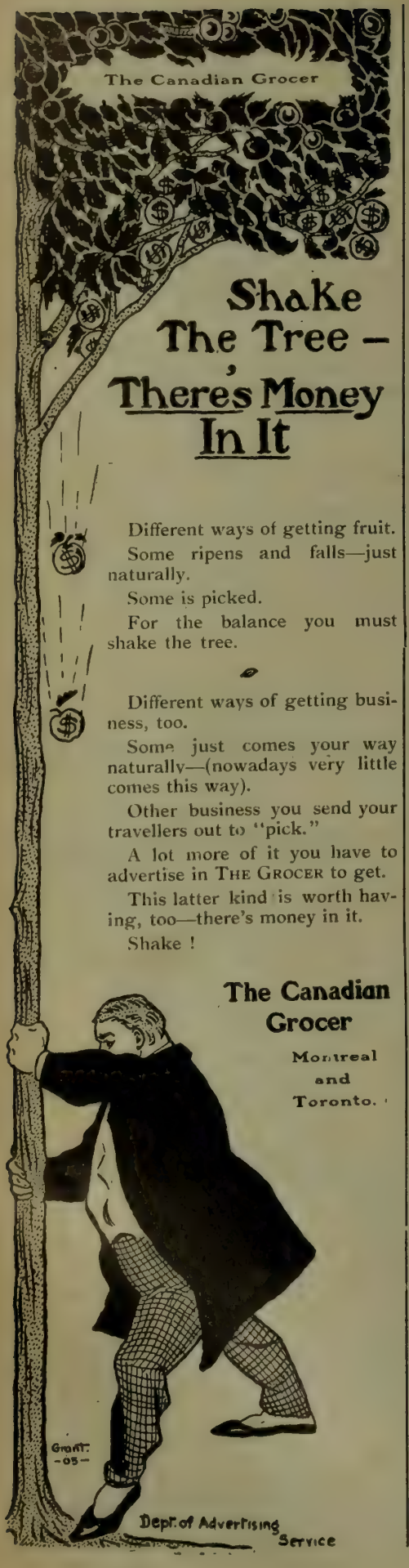
Which we believe are

THE BEST OIL TANKS UPON EARTH.

The reason for our faith is that we know HOW and OF WHAT they are built. We know the patience, and care, and skill, and honesty that is built into every one of them. We know their accuracy of measurement. We know their value from the standpoint of economy of oil and of time, and labor. We know they are cheap at the price we get for them. In fact we know all about them and we would like you to know. The best years of our lives have gone into the labor of bringing Bowser Tanks to their present state of mechanical perfection. The labor has been ours—the result is yours. We build them not for ourselves, but for you. All we ask of you is a chance to demonstrate their worth and adaptability to your needs. This will cost you nothing.

WRITE FOR CATALOGUE "B."

S. F. BOWSER & CO., Factory FORT WAYNE, INDIANA.


The Canadian Grocer
Shake The Tree — There's Money In It
Different ways of getting fruit.
Some ripens and falls—just naturally.
Some is picked.
For the balance you must shake the tree.
Different ways of getting business, too.
Some just comes your way naturally—(nowadays very little comes this way).
Other business you send your travellers out to "pick."
A lot more of it you have to advertise in THE GROCER to get.
This latter kind is worth having, too—there's money in it.
Shake !
The Canadian Grocer
Montreal and Toronto.
Grant. -05-
Dept. of Advertising Service

CEREAL MAN MARRIED.

A QUIET wedding took place recently in St. Stephen's Church, Weredale Park, Montreal, when Miss Olive Sutcliffe, daughter of Mr. William Sutcliffe, of Lancaster, was united in marriage to Mr. Albert Norton Reay, son of Mr. Charles Reay, of Montreal. The ceremony was conducted by the Very Rev. Dean Evans, in the presence of relatives and friends. The bride wore her travelling suit of brown broadcloth, with white satin blouse and white hat, and she carried a bouquet of white roses. She was attended by her sister, Miss Estelle Dorothy Sutcliffe, as bridesmaid, wearing cream nuns' veiling gown, black picture hat, and carrying pink roses. Mr. John Reay, brother of the groom, was best man. After a reception for relatives at the home of the bride's aunt, Mrs. H. M. Childs, Clarke avenue, Mr. and Mrs. Reay left for Quebec on a wedding trip, and later for Toronto, where they will make their home. The bride was the recipient of a number of handsome and useful presents, including a silver-backed toilet set, the gift of the groom, who presented the bridesmaid with a pearl brooch, and the best man with a watch. Mr. Reay, who, as manager of the sales department for Canada of The Force Food Co., is well-known to the trade, is now receiving congratulations.

NATIVITY OF THE POTATO.

THERE is as much mystery as history connected with the common tuber called the potato. Its nativity, original place in the kingdom of nature and several other things regarding it are still open questions. As to its nativity, the weight of argument seems to favor the tropical or subtropical regions of America. There is a tradition that the vines once grew to monstrous size and that the "balls" were of the "bigness of melons," and at that time the roots were not tubers, the edible parts growing among the branches. It seems that they were first introduced into Europe in the year 1565.

Haskell's "Roots and Wild Plants" says, "Wamkins first fetched a queer, bulbous root out of America which some called a 'bodado,' while others, who had heard the Peruvians mention it, spoke of it as a potato." Periam's Cyclopedia of Agriculture says that Sir John Wamkins found it growing wild near Santa Fe de Bogota at an altitude of 8,000 to 13,000 feet. He also says that it was "fetched out of America" at about the time settled upon by Haskell—viz. in the year 1565.

Smith & Gregory,
Bristol, England,
MANUFACTURERS
"WINDSOR CASTLE" Blue.
"ELECTRIC" Black Lead (or Paste in Tins).
"BEST OF ALL" Metal Polish.
Gold Medals and Highest Awards, 1882, 1885, 1887, 1888, etc.

Want Cash Buying Agents

Useful to pushing cash firms, who have a demand for these articles and want them on best terms.
HIGH-CLASS QUALITY. LOW PRICES.
No advertising except by show cards, but agents would be well supported by this old established firm.

TRUCKS
for **Warehouse and Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.
MADE IN CANADA.

H. C. Slingsby for Canada.
Factory, Ontario Street, Temple Building, MONTREAL.

BUY
Star Brand
COTTON CLOTHES LINEN
— AND —
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For sale by all Wholesale Dealers.
See that you get them.

MONTREAL RETAIL GROCERS.

THE monthly meeting of the Retail Grocers' Association was held on the 2nd inst., at Monument National. A large number of members were present and the various questions brought up were discussed with interest. President N. Chartrand presided.

The question of early closing of stores was brought up and strongly advocated by all present, and as a result of the discussion committees were appointed for the various sections of the city to visit the grocers generally and to ascertain their feelings, and it is hoped that this laudable desire to close early will be attained. The grocers at Point St. Charles now all close up their stores on Thursday evening. The Retail Clerks' Ass'n. should co-operate earnestly with the view of securing at least one evening off in the week.

A deputation was also appointed to visit the Wholesale Grocers of Montreal with the view of having a stop put to the selling to consumers, and others not engaged in the legitimate retail grocery trade.

The Peddling Nuisance question also received a warm discussion.

Sunday selling by grocers was condemned and it was resolved to interest the Chief of Police of the city to put a stop to this practice. It was admitted that the most of this Sunday selling was done by the foreign element, but it had grown to such an extent that some steps were deemed necessary to put a stop to this business.

A report of the Auditors which had been asked for at the last meeting was presented, read and accepted.

A vote of thanks was passed to THE CANADIAN GROCER, also Le Prix Courant for the services which these journals had rendered the Association.

Four new members were taken into the Association.

The next meeting will be held on Wednesday, Jan. 13, instead of the 6th, the regular day.

PURITY OF HONEY EXAMINED.

The Inland Revenue Department has issued a bulletin showing the results of the investigations of the Dominion analyst in regard to honey. The report is, on the whole, very satisfactory. Of the 99 samples examined, gathered from all parts of the Dominion, the following classification was made :

Genuine	81
Doubtful	5
Adulterated	2
Adulterated with glucose syrup	6
Adulterated " cane "	5
	99

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.
Our bids are good ones.
Write or wire for prices.
M. G. STAGG & CO.
Phone Main 5219. Standard Stock Ex. Bldg., Grain and Hay Merchants. TORONTO.

W. G. PATRICK & CO.,
AGENTS AND IMPORTERS,
29 Melinda St., - TORONTO

CALGARY.

HULL & SHARPE,
Manufacturers' and Commission Agents,
CALGARY, - ALBERTA.

QUEBEC, P.Q

J. P. THOMAS
GENERAL AGENT AND COMMISSION MERCHANT,
25 ST. PETER STREET,
QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,
VANCOUVER, B. C.
Importers of . . .
Skinner's Queensland Turtle Soup.
Sole Agents for Canada.
Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.
Japanese, Chinese and Australian Brokers,
VICTORIA, B. C.
Represented in the Orient by **Mr. A. R. Tufts,** with headquarters at Kobe.
Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL WRITE CAMERON GORDON & Co WHOLESALE COMMISSION AGENTS WINNIPEG MANITOBA

M. B. STEELE
Wholesale Commission Merchant and Broker.
Correspondence and Agencies Solicited.
P.O. Box 731. - - WINNIPEG, CANADA.

EASTERN MANUFACTURERS
—AND—
SHIPPERS.
All **EYES** are turned on
MANITOBA AND THE WEST.
I
Represent some of the leading houses in
CANADA and the U.S.
INCREASE YOUR TRADE. WRITE ME.
E. NICHOLSON, - WINNIPEG,
Wholesale Commission Merchant and Broker

Their cost is so trifling
and their convenience so great that the wonder is that merchants do without **RUBBER STAMPS.**
Tell us what you would like and we'll tell you the cost.
C. G. Young Co., 1 Adelaide E., Toronto

TEA.
AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,
"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Make Department Seasonable.

THE tobacco department in the grocery is becoming more firmly established every day. The time is passed when the grocer is content to keep a few caddies of chewing and smoking, with perhaps a brand or two of package tobacco.

These are all right, but when there is the trade to be had by carrying just a little more complete stock, the grocer is not the man to let it go by.

A prime requisite for a well-appointed cigar department is a neat and attractive showcase—no necessity for it being over large—in which cigars may be at once displayed to the smoking public, and at the same time kept as fresh as if the inland revenue stamps were still unbroken. A small glass containing a wet sponge, which is never allowed to dry up, will keep the cigars in first-class condition for the short time before, in the well-regulated department, they are sold and have floated away in smoke.

A corner in the showcase may also be utilized to suggest the fact that an interesting line of pipes are kept in stock. The assorted lines which are now put up by the wholesale tobacconist especially for the grocer trade do not run into much money, but the choice they afford would surprise one who had not looked into the matter.

Now that Christmas time is at hand, it would be a good idea to line the inside of the cigar showcase with holly. It will be a novelty for one thing. It is sure to attract attention and suggest the holiday and gift-giving spirit. A few neatly lettered cards suggesting this box or that pipe as a suitable Christmas present should so supplement the suggestion of the holly in the minds of prospective donors of presents that the sales of the department would be materially increased.

Licorice in Italy.

The British Consul at Palermo states that Sicily produces wild licorice to the extent of about 1,000 tons annually. This is not, however, sufficient for the requirements of the manufacturers of the juice, who are obliged to import root from Greece and Turkey. During 1902 it was estimated that about 4,000 tons were imported. It generally requires about six tons of root to make one ton of juice. The latter is principally employed in the tobacco trade ; but for this the more bitter root from Asia Minor appears to have advantages over the Sicilian variety, which appears to affect the keeping quality of the tobacco. Catania is the principal seat of the licorice trade, and the output of juice there is estimated at between 300 and 500 tons annually, while Messina turns out from 100 to 150 tons per annum. Palermo, Caltagirone, Terranova, Termini and Trapani are all producers.

High Prices for Turkish Tobacco.

The high prices which have been paid for the 1902 crop, says the Salonica correspondent of The Deutsche Tabak Zeitung, have much encouraged growers of tobacco, and in this district they have planted 25 per cent. more tobacco than they did last year. In June the rainy weather was most favorable for the tobacco. In many districts, however, there was too much rain, and it is almost certain that there will not be much good tobacco in this year's crop.

Tobacco in West Africa.

A WRITER to The Western Tobacco Journal from Western Africa gives some very interesting information as to the customs current among the natives :

"Carriers are," he says, "generally paid in merchandise, and the most common commodity used for this purpose is tobacco. This is the leaf tobacco prepared for Africa and other tropical countries. It is imported in hogsheads or tierces, or in boxes convenient for trans-

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Want Christmas Trade?

About this time look out for the woman who is after highest quality for the family's Christmas Dinner.

Get at the woman through the husband—get at the husband by selling him my Cigars. **Get on the soft side of hubby!**

Payne's Cigars

(Trial order at my expense.)

J. BRUCE PAYNE, Limited
Granby, Que.

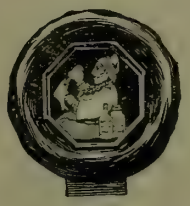
O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :



ESTABLISHED 1824.

Batty & CO.
LIMITED
Sauce and Pickle Specialists,
LONDON, S.E.

The tobacco that has endured for more than a generation ; that has never lost its good name ; that has multiplied its long list of friends each year ; this tobacco is **T & B.** It is made from selected leaf, properly cured and very carefully sorted. **T & B** is not tampered with.

T & B

The grocers find **T & B** a good line to keep well forward. It attracts men's custom—and holds it.

The grocer who is careless about **T & B,** who thinks he can get along without it, is injuring his business.

The GEO. E. TUCKETT & SON CO., Limited,
HAMILTON.

Sell Pipes. Our offer to send on approval, charges paid, assorted lot of 3 dozen pipes, to retail at from 25c. to 75c. each, for Six Dollars, is still good. Return if not right at our expense. W. B. Reid & Co., 58 Yonge St., Toronto.

Popular Brands:

"QUEEN'S NAVY,"
"UNION JACK,"
"CONQUEROR,"
"WIG WAG,"
(Great 5c. plug.)

MANUFACTURED BY
The Erie Tobacco Company
WINDSOR, ONTARIO.

Tobaccos

BRITISH NAVY
QUEEN'S "
KING'S "
U & I

Cigars

RONTO
STATESMAN

T. J. Horrocks,
Wellington St. East, TORONTO
The only wholesale tobacconist outside the trust.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Fireside Talk

is freer, more interesting, more good-natured, when the tobacco is **McAlpin's** —Cool, fragrant.

Get your Tobacco users to use McAlpin's

It will pay you.

For the Man who Chews.

McAlpin's will give him the most satisfaction. The reasons are in the Tobacco. It is a fact that the sales of McAlpin's Chewing Tobaccos never cease to grow.

Smoking:

Tonka,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing:

British Navy,
King's Navy,
Beaver,
Apricot.

portation into the interior, more often the latter, and usually comes from England or Germany, as most of the trade in this part of Africa is in the hands of English or German firms. There is some importation direct from the United States, but it comprises only a small part of the whole.

"There is a strong demand for tobacco by the natives, and it ranks with the vile variety of liquid poison known as rum as one of their choicest luxuries. The white man who sinks low enough to use this rum, by the way, is considered as ready for suicide. This is the opinion, too, of men who are themselves pretty liberal drinkers of other spirits.

"It is a curious fact that I have seen more women than men using tobacco since I came to Africa.

"Except in the interior, further than I have been, imported clay pipes are used, supplanting a deep-bowled, short-stemmed clay pipe of native manufacture, of which I have seen a few.

"No tobacco is grown is this part of Africa, but I see no reason why it might not be. The quality might not suit a cultivated taste, but it would certainly do for local consumption, where the quality of any commodity is a very minor consideration."

Japanese Tobacco Monopoly.

A despatch from Tokio announces that the Japan Government will introduce in the Diet next month a bill creating a tobacco monopoly, somewhat similar to the Government monopoly, in France. It is proposed to appropriate 36,000,000 yen (about $18,000,000) to compulsorily buy out the manufacturers at the appraised value of their lands, buildings, stocks and machinery, while only a year's income will be paid for their good-will. Inasmuch as there are 6,000 manufacturers and 700 leaf tobacco dealers in Japan owning 17,500 machines, traders regard the appropriation as absurdly inadequate.

A number of British and American capitalists are interested in the matter. It is understood that despatches concerning their protests are passing between London and Washington.

Smokers of Non-Union Cigars.

The cigar makers' unions of New York City have appointed an "entertainment committee" to deal with union men who smoke non-union cigars. Their plan is to keep members of the camera corps near the stores where non-union cigars are sold, and if they found a union man going in they would take a snap shot of him as he came out. The cigar makers' union claim that members of other trade unions don't care whether they smoke union cigars or not, and hope by the camera method to check the use of non-union cigars among the federated unions.

A Match With Each Cigar.

An inventor has submitted to the U. S. Commissioner of Inland Revenue a device in the shape of a band with match attached, intended to be placed around cigars. The match can be drawn from under the band, and one portion of the band contains a striking surface. He desires to know whether such devise is contrary to the regulations.

He was advised that the regulations prohibit the inclusion of any foreign matter in packages of cigars, tobacco, cigarettes or snuff, with the one exception that manufacturers may place within the package small advertising cards, coupons, certificates, etc., which do not materially increase the size of the package, and which are intended as an advertisement of their business solely, and no other business. Therefore the device was declared contrary to the regulations.

Cuban Seeding Methods.

A PENNSYLVANIA tobacco man who has spent the last six months among the tobacco plantations of Cuba, is not very favorably impressed with the methods there pursued. He says:

"For years and years they have raised seed from the second crop of suckers, as the first prime crop was too valuable to waste. This resulted in a great deterioration of the seed, and I often wonder that they raise any tobacco at all. Plants command fabulous prices, and even then are hard to get. They tried to raise some here. They sowed 10 lbs. of seed on an acre, and didn't get enough plants to set an acre of tobacco. Forty miles from here a company has a seed bed of 30 acres.

"Over 100,000 plants came in this morning, packed in a cart. They had been pulled yesterday and the day before and will be set out to-morrow. There is a man over the hill from here who paid $7,000 for plants alone last year. His crop brought $6,000. Even these little scrub farmers around here, who raise four or five acres, have seed beds bigger than an ordinary Lancaster County garden, and sow outrageous quantities of seed."

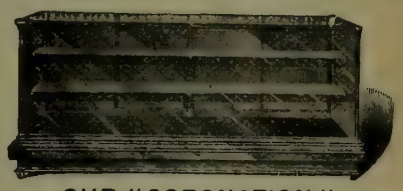
S. AND H. TRADE MARK.

SECURITY

Best 10c. Cigar In Canada.

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

McDougall's Scotch Clay
PIPES
are the standard of the world.
D. McDougall & Co., Glasgow. Scotland.



OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

Tobacco Notes.

Mr. J. A. McNeil is representing J. M. Fortier & Co. in the Eastern Townships, and very good sales are reported from this district.

Orders for the special lines of Christmas cigars put up by J. M. Fortier & Co., Montreal, have been coming in freely and are going out rapidly to the trade.

Some little time ago a grocer in St. John's, Newfoundland, ordered a sample lot of cigars from Horrocks, the cigar manufacturer in Toronto, saying that he had seen his ad. in THE GROCER. A traveller who recently visited St. John's tells how on seeing the "Ronto" cigar in the grocery store referred to, he went in to investigate, and found it regarded as a staple line and selling at two for a quarter.

FORD & FEATHERSTONE

Importers and dealers in

FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855
TAYLOR'S DOUBLE TONGUE & GROOVE SAFES
145 & 147 FRONT ST. EAST. TORONTO.

The Hallwood

The name that should be on every cash register you see. If the cash register bears any name other than **THE HALLWOOD,** be sure of this one thing :

It is Inferior to the Hallwood.

THE HALLWOOD delights in competition. It seeks for comparisons. It is then that its points of superiority are brought out strikingly.

There are good cash registers to be had that are not **HALLWOODS,** but the **best,** and it is the best most men want, is **THE HALLWOOD.**

THE Hallwood Cash Register Co. of Canada

78-80 King St. E., - TORONTO.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.

WE ARE GROWING !

We have moved to larger quarters, and with increased plant and facilities, are better able than ever to handle your work. Drop us a card, we would like to write you about it.

G. A. WEESE & SON, 44 YONGE STREET.
(Note new name and address)
STATIONERS and PRINTERS.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates :

PORT ROWAN -	50c.
ST. WILLIAMS - -	50c.
VITTORIA - -	40c.

The Bell Telephone Co. of Canada

TENGWALL TIME SAVERS

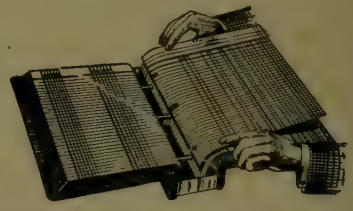
TENGWALL AND OPALLA LOOSE LEAF LEDGERS

—AND—

LOOSE LEAF BINDERS FOR ALL KINDS OF LOOSE LEAF SYSTEMS.

SEND FOR COMPLETE NEW CATALOGUE.

HART & RIDDELL
Manufacturing Stationers . . .
40 Wellington St. East
TORONTO.



Does it Pay You to Sit Down ?

at the end of every month for two or three days to render your accounts ? With our system you can render 300 accounts in twenty minutes, any day in the month. Bills are always ready.

Write for particulars.

THE BRIGGS LEDGER SYSTEM CO.,
Limited
75 York St., - Toronto, Can.

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

MERCANTILE SECRET RESERVES.

By Seymour Walton.

At the time of a large defalcation in one of the New York banks, it was stated by the officers of the bank that the entire amount could be taken up without charging any of it to the undivided profit account. A great many persons were unable to understand how this could be done, and only a few were any wiser when told that the bank had a secret reserve.

It appears that the practice of accumulating secret reserves is a growing one, and that it is by no means confined to banks. It consists of an undervaluation of assets during the prosperous years, the difference between the market price and the value carried on the books forming a fund which can be drawn on at any time, either by a sale of a portion of the securities or by an entry placing them on the books at a higher value, not greater than the market price. This is more easily done with the stocks and bonds account than any other in a bank, but in a mercantile or manufacturing company the manipulation appears in the inventory or the valuation of the plant.

The question of the advisability of such a proceeding has been hotly argued. Those who defend it seem to look upon the bank or company as an unchanging entity, claiming that it is better to conceal abnormal profits one year so as to provide against the necessity of showing unusual losses in another year. In the case of a close corporation whose stockholders know all about the company, there would be no serious objection, but there would also be no special reason for doing it. In the case of a company or bank, whose stock is somewhat scattered, and may be sold at any time on the basis of the published statements, it seems impossible to find any justification for the practice. The seller of such stock is unquestionably defrauded out of the increased price that he could have obtained for his stock if the true condition of the company had been known to him and the buyer. In the case of the bank mentioned the one item referred to amounted to fourteen per cent. of the total capital. All sales made prior to the discovery of the shortage were based on wrong assumptions, to the detriment of the sellers.

To obtain a clearer idea of the justice of such a practice it is necessary only to look at the true nature of a corporation. It is not probable that any one would defend the managing partner of an ordinary copartnership if he deliberately understated the profits as as to prevent his partners from drawing out a greater dividend than he thought proper. But the president and directors of a corporation are simply the managers of a partnership affair, the act of incorporation being for the purpose of limiting the liability, and for greater convenience, but not in any other way causing the company to differ from an ordinary partnership.

The accountant who is acting for the stockholders of a company is not justified in signing a certificate to a statement which contains a secret reserve or any other element that is not exactly in accordance with the facts. Not only is he bound to tell the entire truth for truth's sake, but he is also under obligations to give all the stockholders all the information in his power. Those accountants who take a different view of this question defend their course on the ground that they are employed by the president and directors of the company, and are not supposed to criticise their management of the business. While it is true that it would be better to follow the English plan and have the auditors appointed by the stockholders as their special representatives, it does not seem clear that the appointment by the directors absolves the accountant from his duty to the stockholders. Although not made directly to them, his report is to be used with the stockholders, and it should be as carefully prepared as if made originally to them, and should contain nothing which would cause any stockholder to make an incorrect deduction as to the true condition of the company.

CO-OPERATION IN REGARD TO CREDITS.

By D. H Kirkland, Atlanta, Ga.

One of the most striking facts in the economic history of the United States for the past 40 years is that in each decade the losses by failures have equalled one-half the capital employed in manufacturing and mercantile pursuits. In the ten years from 1890 to 1899 inclusive, the proportion of bad debt loss to capital employed was even greater. It amounted to the stupendous sum of one billion eight hundred million dollars. In order more readily to grasp the meaning of these figures a few comparisons will be of value.

It was more than three times the capitalization of all the national banks of the country.

It was five hundred million dollars more than the fire losses reported during the same interval.

It was nearly equal to the entire sum of money in the country, which, according to the report of ex-Secretary Gage, was two billion two hundred and fifty million dollars.

It is difficult to comprehend what is included in this array of facts and figures. It staggers me to read of the immense loss of bad debts. The wonder is that as many persons succeed in business as do, considering the chances taken in selling goods ; the meagre information upon which it is necessary for the credit man to predicate his decision.

It is pertinent to ask, are the foregoing results the effect of too meagre credit information or the over-eagerness to sell, which makes credit so cheap ? If it is the result of too meagre credit information, are not the merchants to a certain extent responsible for the meagreness by withholding information from the organized agencies, the acknowledged channels through which mercantile information is transmitted, in the mistaken idea that in secrecy and in the withholding of information from the trade generally they control the trade of a customer. If, on the contrary, these results follow an over-eagerness to sell, can the formation of a credit league control that over-eagerness and prevent these astounding results ?

The great anxiety to increase the volume of business, the jealousy of each other, and the natural cupidity, inherent and inborn in all of us, have brought about a state of affairs that is anything but complimentary to those who indulge in it. The failure of the agency to furnish us with information that we desire, upon which to predicate a

credit, is not wholly chargeable to them, if merchants feel that such information is wrongfully placed in their hands.

Credit is too cheap, and its increasing cheapness requires additional safeguards in the shape of more detailed and specific information concerning a certain risk. On every side we hear the old story of going into business with a few hundred dollars, and by the end of the year owing several thousand, with most of the assets outstanding. Once a retail merchant's capital is on his books, and it is only a question of time when he will go under, as he can never figure on prompt collections, but is always asked to meet his maturing bills. For a little while he may manage to buy from one merchant, when his line with that merchant is full; based upon a show of success he easily transfers his account, while owing his original creditor, to another over-zealous merchant desiring to increase his trade. In the course of a little while he becomes slow with his second creditor, and must transfer to a third, and so on down the line, until his reputation for slow pay is established, and then his doom is sealed; it is only a question of what job or jobbers will be the victim and to what extent.

These results are of simple explanation; it is the same the country over. A retailer need never refer to a jobber; all he needs is to let the over-zealous salesman know from whom he has bought goods and the balance may be safely left to the salesman. The reasoning in the majority of cases is about as follows: "If A can carry this account, why cannot I carry it? Why should I bring the fact to A's attention that his customer is about to divert his trade to me?" Discretion, secrecy, diplomacy, if you please, is looked upon as sound business doctrine. Information, instead of being freely circulated is withheld. Sooner or later comes to the surface the startling intelligence that a bankrupt who has been buying from a dozen different jobbers, victimizing them all, has credit extended to him beyond all reason and beyond anything to which he was ever entitled.

If we feel inclined to charge these results to insufficient practical credit information received through the commercial agencies whom we pay for this service, is not their inability to furnish this information so much to be desired largely chargeable to that class of merchants who feel that in giving valuable information to the mercantile agencies they are doing so under protest? Is it not due to a large extent to that old credit system of secrecy and self-delusion which was in vogue 25 years ago? What a commentary on the selfishness and egotism of the man who believes that he is better prepared, more experienced and more invulnerable than his fellow merchants, and that his information is more valued or more valuable than that which he can derive from all his competitors combined! Credit would not be so cheap, nor losses so high, if a rigid system of interchange of reports were thoroughly carried into general practice. There is no better way of learning a merchant's credit worth than by comparing notes with his creditors as to what he owes in all the markets in which he buys. There is no better way of finding out whether or not a man's line is full than by competing trade centres comparing notes as to his debts, purchases and methods of payment.

MACHINE TO REPLACE THE USUAL STENOGRAPHER.

IT is no new thing—the use of a talking machine in the office to receive dictation. Business men have been dictating office correspondence on a graphophone for a long while; but Thomas A. Edison has now perfected his idea of such an instrument and the commercial world will look forward with interest to its introduction. The new machine will employ cylinders nine inches long, each of which holds a number of letters. The cylinder may be shaved 175 times; thus making its use as cheap as the present blank book. There is also a foot stop, and arrangement for repeating the last part of a dictation.

Two of such machines and one typewritist are said to do the work of eight ordinary stenographers.

"To the stenographer," remarks Business World, "let us drop a word of advice: Don't set to work to simply oppose the introduction of the new dictating mechanisms, whatever their kinds. Accept them as gracefully as you can, and line up with the step of progress their introduction typifies, and become an operator of the up-to-date variety. Don't regret the farewells and parting with shorthand and all its uncertainties and delightful puzzles. Put forth your efforts now—not to fight the inevitable, but to equip yourself with proficiency which shall give you new facilities and earning power, and make you, for the future years, as capable a letter-producer by machinery of improved kind, as you have previously been by the machinery of older days—that is, by the pencil.

"Saving of labor is the greatest possible saving in the advancement of any art; and we should welcome the devices that effect it and seek to conform to the new conditions of their adoption."

ANALYZING A BUSINESS PROPOSITION.

By W. T. Fenton.

NO general rule in regard to the consideration of important business problems has been of greater service to me than that which may be tersely stated in the words: "Let the other man do the talking." The soundness of this maxim has been so conclusively demonstrated, so far as my own experience goes, that I do not hesitate invariably to adhere to it and to urge it as a cardinal rule that will serve on all occasions. The logic of this procedure is apparent when it is remembered that every man who is charged with the responsibility of presenting an important business proposition goes to his task prepared to answer questions and objections which the man with whom he desires to treat is most likely to offer. I doubt if there is an exception to this rule. "What questions will he ask me and what objections will he raise?" furnishes the groundwork for the preparation which every man makes for the presentation of a business proposal to the man he hopes to interest.

When these questions are brought forward he is ready to answer them; by asking the questions naturally suggested by his statements you are playing directly into his hands and are doing precisely what he desires you to do, carrying out the line of campaign which he has devised. He is ready to meet you at every point with the answers and arguments carefully prearranged and best calculated to win success for his cause.

But what is the result if you place the burden of conversation on him, force him to do the talking and fail to come forward with the questions which he has prepared himself to answer? Simply this: He is thrown off from his predetermined line of attack. This naturally disconcerts him and he finds himself obliged to adopt a new line of campaign. So long as you are attentive to his arguments he must keep on presenting them until he has literally "talked himself out."

In the course of this process he is bound, sooner or later, to drop a word here and there which will give you the clew to his motives and aims and which will place in your hands the possibility of getting to the bottom of the subject.

Consequently I would place particular emphasis on the simple rule of forcing the man who submits a business proposition to do the burden of the talking. This is a very simple point of practice, yet so far as my own observation is concerned, it is more effective than any other in bringing to light the weaknesses of any business proposal. —System.

ESSENCES NOT INJURIOUS.

AFTER examining 100 samples of flavoring extracts and essences, including lemon, vanilla, peppermint, raspberry and strawberry, Mr. A. McGill reports this to Mr. Thos. Macfarlane, chief analyst of the Department of Inland Revenue :

SIR,—I have the honor to hand you, in tabular form, with appended notes, the results of work upon a large number of samples of flavoring essences ; as also upon two samples of cochineal extract, which does not properly come under this head, being used for coloring rather than for flavoring.

Since no generally accepted standards exist for the preparation of these substances, I have thought it sufficient to ascertain the absence of matters dangerous to health ; and I find nothing that can be condemned on this score. The question of foreign coloring matter, in its relation to health, must be considered an open one for the present.

The small quantity of material at my disposal has prevented fuller investigation in certain directions. In the event of another collection of like kind, I beg to recommend that officers be instructed to confine their samples to one particular essence or extract at a time, so that fuller justice may be done to it.

GROCERIES ON A CUNARDER.

The following are the particulars of stock of groceries, etc., carried on a Cunard steamer for one voyage : Tea, 728 lb.; sugar, 8,228 lb.; coffee, 1,500 lb.; mustard, 236 lb.; sauces, 234 bottles ; vinegar, 120 bottles and 30 gallons ; flour, 191 barrels ; hams, 1,590 lb.; bacon, 1,900 lb.; cheese, 1,430 lb.; butter, 3,260 lb.; soap, 828 lb. and 1,000 tablets ; preserves, 1,448 lb.; rice, oatmeal, etc., 6,816 lb.; potatoes, 400 cwt.; pepper, 146 lbs.; eggs, 21,000 ; biscuits, 403 tins.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

DAVID HOSKINS, F.C.A.
Chartered Accountant,
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Financial Valuator.
207 Manning Chambers, City Hall Sq.,
Toronto, Canada.

F. H. KIDD,
Chartered Accountant, Auditor,
Assignee, Etc.
Room 50, 77 York St., Toronto.

JENKINS & HARDY,
Assignees, Chartered Accountants,
Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
465 Temple Building, Montreal.
100 William Street, New York.

HENRY BARBER & CO.,
Accountants and Assignees.
Offices :
18 Wellington St. E., Toronto, Ont.

WILLIAM FAHEY,
Accountant and Auditor
402 McKinnon Building, Toronto.

GEO. O. MERSON,
Chartered Accountant,
Trustee, Assignee, Liquidator,
Auditor, Etc.
27 Wellington St. E.,
'Phone Main 4744. Toronto.

Cable Address : "Wigwam."
T. G. WILLIAMSON,
Chartered Accountant and Auditor,
15 Toronto St., Toronto, Canada.

This space $15 a year.

This space $15 a year.

This space $15 a year.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

BEATTY, BLACKSTOCK, FASKEN & RIDDELL,
BEATTY, BLACKSTOCK, CHADWICK & GALT,
Barristers, Solicitors, Notaries, Etc.
Offices, Bank of Toronto.
Tel., Main 3813. Toronto, Ont.

JAS. H. BURRITT, K.C.
Solicitor, Notary, Etc.
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D. O. CAMERON, Barrister.
Equity Chambers, Toronto.
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J. C. HAMILTON, LL.B.,
Barrister, Solicitor and Notary.
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'Phone, Main 65.

ATWATER, DUCLOS & CHAUVIN.
Advocates. Montreal.
Albert W. Atwater, Q. C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Educational Department.

The following institutions for the education of business men's sons and daughters are recommended by this paper :

BRAINS IN BUSINESS

Success in business to-day is a question of brains, education and attention to details. You have the brains, why not improve your education by taking a thorough business course by mail? The proper use of your spare time will open the door to better positions and better pay.

Write for our free booklet re
CHARTERED ACCOUNTANT'S WORK, BOOKKEEPING, SHORTHAND, COMMERCIAL ARITHMETIC, COMMERCIAL LAW, BUSINESS CORRESPONDENCE, PENMANSHIP, ETC.

Address—
Canadian Correspondence College, Limited,
42-46 King W., - TORONTO, ONT.

Western Business College
Cor. College and Spadina avenue, TORONTO.
Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship ; individual instruction.
A. J. HOARE, Principal.

St. Margaret's College, Toronto
A Boarding and Day School for Girls.
Thorough courses in every department.
Only teachers of the highest academical and professional standing employed.
GEORGE DICKSON, M.A., Director.
MRS. GEORGE DICKSON, Lady Principal

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

FORGING AHEAD !

Dwight's Baking Soda still leading.

Storms of competition have come and passed, leaving

DWIGHT'S BAKING SODA

Ahead of all others.

Quality and sure selling does it.

John Dwight & Co., Manufacturers

Current Market Quotations for Proprietary Articles

December 10, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼ lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ¼-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ¼ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Sizes.	Per Doz.
Cleveland's—Dime	$ 1 00
" ¼ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED.

	doz. net.
Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" " Lenoir	19 50
" extra Lenoir	22 00
Per case, 100 tins.	
French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
½ Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland 9 50	10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ¼-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ¼-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ¼'s and ½'s	$0 40
" 6's	0 42
Mexican Vanilla, ¼'s and ½'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

	per lb
Chocolate—	
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per lo.
Mott's Broma	$0 30
Mott's Prepared Cocoa, ¼s and ½-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

—haven't you noticed how your

Syrup trade has increased, and your Molasses trade dropt off?

The reason is easily given:—

Syrups are cleanly packed, cleanly made — they are healthy, pure and nourishing—

The Premier Syrup of Canada

IS

"Crown" brand Table Syrup

Look for the "Crown" on the package.

Put up in 2-lb., 5-lb., 10-lb. and 20-lb. tins, also bbls., ½ bbls. and kegs.

MANUFACTURED BY . . .

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James St., MONTREAL, QUE.

Condensed Milk.

Anchor" brand, cases 4 doz., per case $5 00
" evap. cream, cp. 4d. " 4 65

Borden's Condensed Milk Co.

Eagle" brand $1 65
Gold Seal" brand 1 30
Peerless" brand evaporated cream.. 1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

"Reindeer" Brand
Case (4 doz) $5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins 9 00
" " 2 lb. tins, cases, 15 tins 8 70

THE EBY, BLAIN CO., LIMITED.

	Per lb.
In bulk—	
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 11

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	2 40
Small size	"	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case $0 62
4 doz. packages (12 to a case) 0 75
6 doz. packages (12 to a case) 0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents: The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO.

	Per gross.
-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	$1 55 1 90
Red currant elly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06¼
5 and 7-lb. tin pails, 8 and 9 pails to crate, per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, per lb.	0 06

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case, per doz.	1 50
5 and 7-lb. tin pails, per lb.	0 09
7, 14 and 30-lb. wood pails, "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4¢
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case
1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net....$12 00
per case of doz. net..... 3 00

Mustard.

COLMAN'S OR KEEN'S.

D S F., ½-lb. tins.....per doz.$ 1 40
" ¼-lb. tins..... " 2 50
" 1-lb. tins..... " 5 00
Durham 4-lb. jar.....per jar. 0 75
" 1-lb. jar..... " 0 25
F. D., ¼-lb. tins.....per doz. 0 85
" ½-lb. tins..... " 1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—
¼-lb. tins.....per lb.$ 0
½-lb. tins..... " 0 35
1-lb. tins..... " 0 32½
4-lb. jars.....per jar 1 20
1-lb. jars..... " 0 35
'Old Crow," 12-lb. boxes—
¼-lb. tins.....per lb. 0 25
½-lb. tins..... " 0 23
1-lb. tins..... " 0 22½
4-lb. jars.....per jar 0 70
1-lb. jars..... " 0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	5 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

'Anchor" brand, 1-lb. glass..... $1 50
" " quart gem jars 3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case....per doz.$ 0 95
Home-made, in 1-lb. glass jars " 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

CLEMES BROS.

Pure fruit stock—
10-oz. glass jars, 2½ doz. case..per doz. $1 00
16-oz. glass jars, 2 doz. case.. " 1 50
Quart gems, 1 doz. case..... " 3 35
In 5-lb. tins..... per lb. 09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints) .....per doz.$ 2 30
Corked " " ..... " 1 90

Sauces.

BRAND & CO.

Worcester..... $1 85
Tomato catsup..... 2 60
Mayfair relish..... 2 60
Indian chutney..... 1 75
Mango " 2 25
A 1..... 1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda---cases 100---10-oz. pkgs.
1 case..... 2 85
5 cases..... 2 75

"BEE" BRAND.

'Bee" brand, 8 oz., cases, 120 pkgs. } Per
" " 10 oz., cases, 96 pkgs. } case
" " 16 oz., cases, 60 pkgs. } $2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors.....per gross$10 20
" " black..... " 15 30
Oriole soap..... " 10 20
Gloriola soap..... " 12 00
Straw hat polish.. ..... " 10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 05½
Benson's enamel....per box 1 25 to 2	50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.....	0 08½
"Bee" brand, cases, 64 packages....	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06
Barrels, 200 lb.....	0 05½
Kegs, 100 lb.....	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06½
Crystal Maise Corn Starch -	
1-lb. packages, boxes 40 lb.....	0 06½

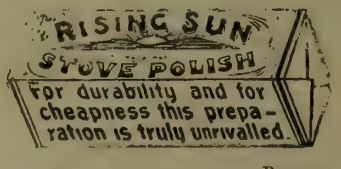
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb..	0 06½
Durham corn starch, 40 lb.....	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb..	0 06
" 3-lb. cartons, 36 lb..	0 06
" 200-lb. bbl.....	0 05½
" 100-lb. kegs.....	0 05½
Canada Laundry, 40 to 46 lb.....	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.....	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb..	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4. less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes. gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste, 5c. size, ½-gross boxes....	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

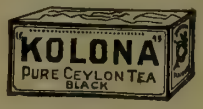
	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

SALADA CEYLON.

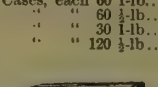
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c	0 22	
Green Label. " 40c	0 28	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.... }	0 35
" " 30 1-lb.... }	
" " 120 ½-lb	0 36



LUDELLA CEYLON, 1'S AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb "at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets

Green Label.....retails	0 26 at 0 20
Chocolate Label.... "	0 35 at 0 25
Blue Label..... "	0 50 at 0 36
Maroon Label ..... "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" "—Blue, 1-lb.....	0 42½
" " - Maroon, 1-lb.....	0 50
" "—Maroon, 1-lb.....	1 50

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases.....retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases .....retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 60 at 0 40

Black Teas "Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

LIPTON'S TEA (in packages).

	Per lb
No. 1, cases 50 lb., (50 ½-lb. packages.	$0 35
(25 1-lb. "	0 34
No. 1, cases 50 lb., in 5-lb. tins	0 35
No. 2, cases 50 lb., (50 ½-lb. packages.	0 29
(25 1-lb. "	0 28
No. 1, cases 50 lb., in 5-lb. tins	0 29
No. 3, cases 50 lb., (50 ½-lb. packages.	0 23
(25 1-lb. "	0 22
No. 3, cases 50 lb., in 5-lb. tins	0 23
Green Ceylon, No. 1, (50 ½-lb. packages	0 35
(25 1-lb "	0 34
Green Ceylon, No. 2, (50 ½-lb. packages	0 29
(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s....	$0 39
" Amber, 8s. and 3s.....	0 60
Chewing—Stag, bars, 10½oz.....	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.....	0 44
" Currency, 12 oz. bars, 12s....	0 47
" " 6½s. and 12's.....	0 47
" Old Fox, narrow, 12s.....	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.....	0 52
" Fair Play, 8s. and 13s.....	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality..	$0 30
Condor, pure distilled.....	0 25
Old Crow.....	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.....	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.....	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—
24 25c. packages..... $4 65
100 10c. " 7 80
100 5c. " 3 90
Freight prepaid.

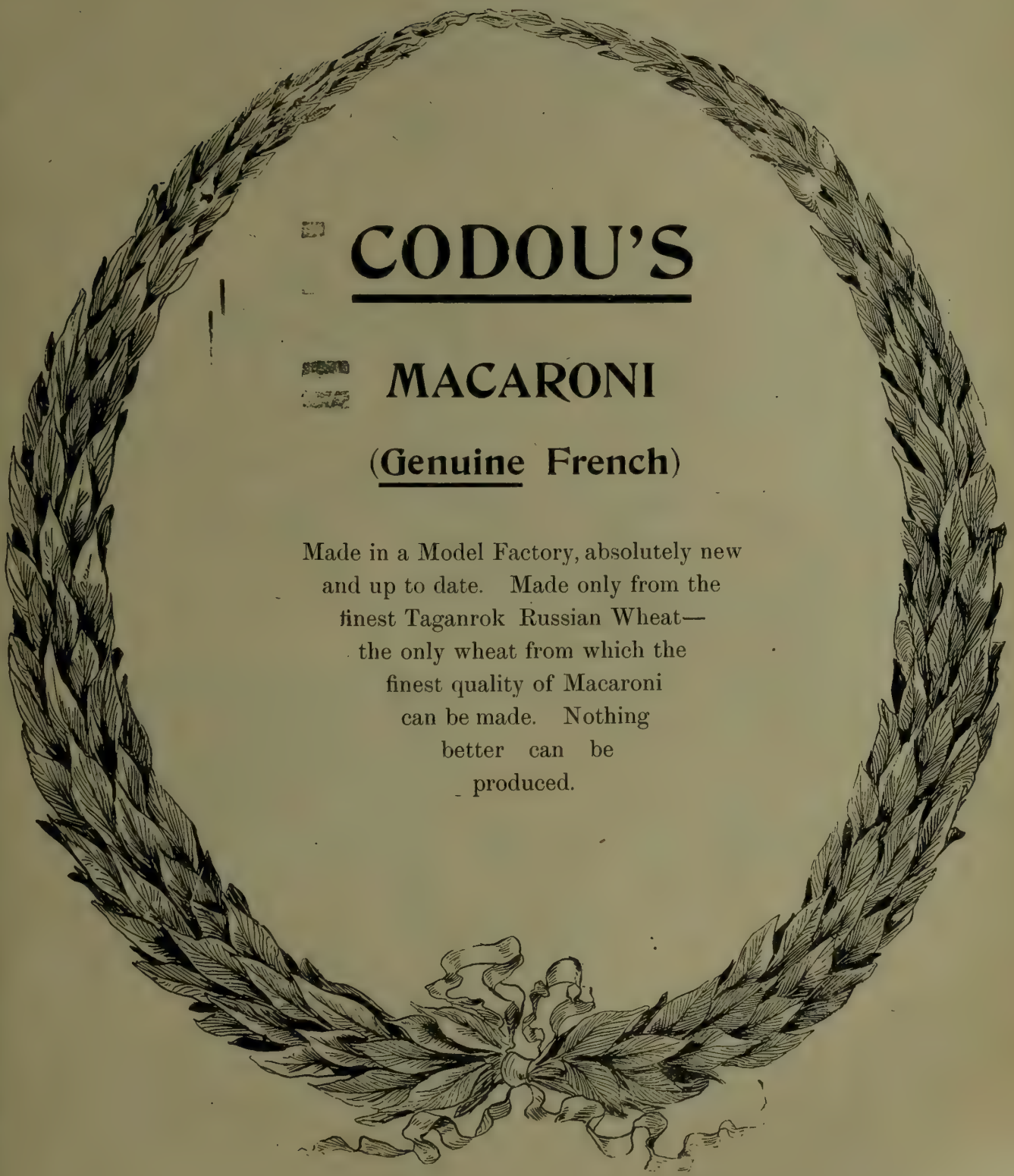
Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor.....	$1 35
" Crown.....	1 45
" Improved Globe.....	1 60
" Standard Globe.....	1 70
" Original Solid Globe.....	2 00
" Superior Sld. Bk. Globe.	2 15
" Jubilee	2 10
" Pony.....	0 95
Dominion King (glass).....	3 10
Tubs, No. 0.....	10 50
" " 1.....	8 50
" " 2.....	7 50
" " 3.....	6 50
Pails, No. 1, 2 hoops.....	1 75
" "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case....	$1 00
Gillett's cream yeast, 3 doz.....	1 00
Jersey cream yeast cake, 3 doz. 5c....	1 00
Victoria " " 3 doz. 5c....	1 00
" " " 3 doz. 10c ...	1 80



CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrok Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPETT & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.

For Christmas

—nothing is more delicious
—than your Turkey stuffed
—with the true

Truffles

from Perigord

—ask for the ones put up by

Bernard, Bizac & Cie.,
(France).

For Dessert

Bar-le-Duc Jelly

(and Cream Cheese).

For Side Dishes

Spanish Olives.

If your wholesale grocer cannot supply you with these goods, write direct to us for quotations.

HENRI JONAS & CO.

MONTREAL, P.Q.

Has stood the test of every climate.

Purest and best for all purposes.

The **ST. CHARLES CONDENSING CO.**, producers of the famous GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM, also SILVER COW, PURITY and GOOD LUCK BRANDS SWEETENED MILK.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

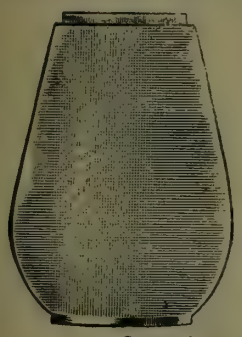
Home Office and Address:

St. CHARLES, ILL., U.S.A.

Correspondence and trade orders solicited.

FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.

ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.

OF WALLACEBURG, LIMITED

MERCHANTS.

The Toledo Automatic Computing Scale SHOWS to EVERY CUSTOMER in LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY FOR the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

MADE IN CANADA.

Drop a postal asking for Catalogue to

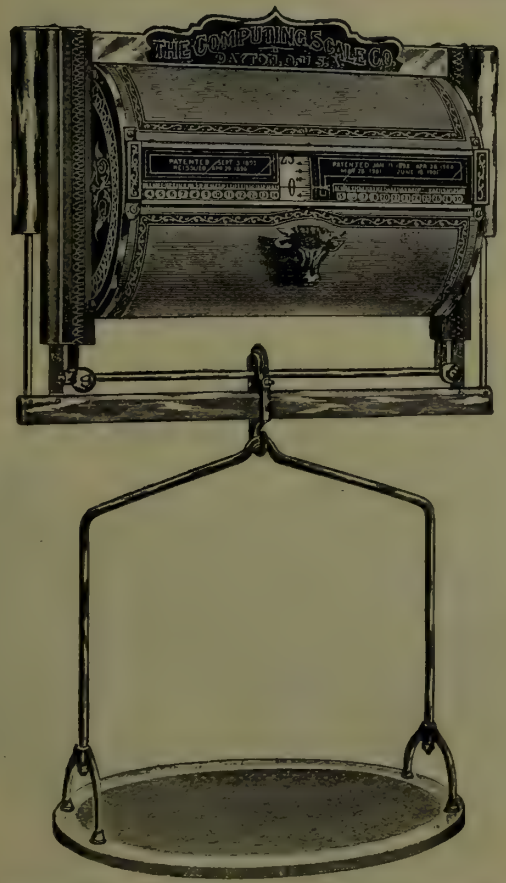
DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited

164 KING ST. WEST, TORONTO, CAN.

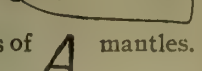
OUR TRADE A MARK — **AUER LIGHT MANTLES** LONGEST LIFE & BRIGHTEST — OUR TRADE A MARK

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this

if you lay it on its side, after burning off the coating—Try one—They injure your trade.

Mantles branded A are thoroughly annealed over pressure gas—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.



—We are the sole manufacturers of A mantles.
—Write us if you are interested.

Lowest prices on Mantles, Shades, Chimneys, Globes and Sundries.

AUER LIGHT CO., MONTREAL.

—merit will win every time and hold the confidence of the trade

—this is why

Japan Teas

have held the trade of Canada so long

—they are PURE, HEALTHY,
—FRAGRANT, DELICIOUS,
—INVIGORATING, and
Profitable to handle.

A Japanese Tea-House Garden.

THE MOST PROFITABLE to the GROCER and MOST SATISFACTORY to the LAUNDRESS

is Cold Water **STARCH IVORINE**

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

Imperial Brand Maple Syrup

is a paying article to handle.

Its quality never varies, always of the highest.

ROSE & LAFLAMME, Agents, MONTREAL.

High Quality — Low Price

The two attractive points about

ROSE & LAFLAMME Agents MONTREAL.

Ceylon Tea
GREEN AND BLACK

Ceylon Tea
GREEN AND BLACK

This is December, the last month in the year, the last opportunity, Mr. Grocer, you will have in 1903 of bringing your tea department up to the Ceylon standard.

Begin January Aright with a line of teas that appeal to the tastes of your customers.

Ceylon Teas **Green and Black** are undoubtedly the teas for this requirement.

It is marvellous the way the Canadian people have taken to these teas.

Reap your share of this harvest by putting in a full line of Ceylon Teas.

THEY ARE PURE.

Ceylon Tea
GREEN AND BLACK

Ceylon Tea
GREEN AND BLACK

Some Salmon Sellers.

In selling salmon the greatest care should be taken in the selection of brands that are strictly first-class and stay first-class, brands that you can absolutely rely on.

Maple Leaf Salmon

Lowe Inlet Salmon

These are two brands which you may sell with positive satisfaction. Ask for them. They are put up by

The British Columbia Packers' Association

VANCOUVER, B.C.

Lots of Grocers Could Make More Money

by doing a little better advertising.

For such as lack ideas W. Arthur Lydiatt's new book of suggestion "100 Good Ads for a Grocery Store" will prove of great value.

It contains 100 bright, newsy ads for nearly all the different articles found in a good grocery—several pages of short, catchy sayings, suitable for headlines, show cards, etc., and a chapter of common-sense talk on grocer's advertising.

The price is $1, and, as one purchaser says, "you certainly get your money's worth." The book will be sent to any address on receipt of one dollar.

MacLean Publishing Co.,

TORONTO.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

LEES & LANGLEY'S

Worcestershire Sauce

PURITY

EXCELLENCE

U

will want some of this **high-class relish for the holiday trade.**

'Phone Main 789 or wire us at our expense.

American Coffee & Spice Co.,

109 Front St. East,

Toronto.

Lytle's Mince Meat

sells itself.

In selling this Mince Meat to fastidious customers you can always be sure of a future demand. It is flavored just right and is the fresh, wholesome kind that makes cooking a success, It is done up in a convenient form and will please your customers.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

Pure, **Delicious,** **Best.**

are the THREE TERMS that correctly describe

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

HIGHEST AWARD, LONDON, 1893.

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

You Can

take greater liberties with

ST. LAWRENCE YELLOWS

on account of their excellent quality than with most other yellows; but, still, in cold weather, it is wise to keep all your yellows in a fairly warm corner.

The St. Lawrence Sugar Refining Co.,

Limited,

MONTREAL.

A Handsome Coffee Tin, FREE

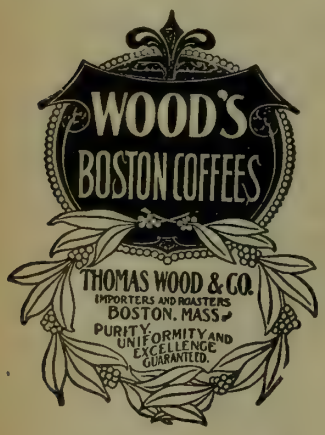
With 100 pounds AURORA COFFEE

This is not a "catch" offer—but a genuine gift—of an attractive lithographed, double partition Coffee Tin—in order to show the wide-awake, up-to-date grocer just what real bargains we have to offer in Coffee.

Our Coffee stock is complete with splendid values for the retailer.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.



FOUR QUESTIONS—ONE ANSWER.

What shall I buy - - if best?
What sells best - - - if bought?
What suits best - - - if sold?
What is liked best - - if used?

You have the business field mapped out before you in these queries. You need not waste time in hard study behind a knitted brow to get the answer—

WOOD'S COFFEES.

THOMAS WOOD & CO.

Canadian Factory and Salesroom, **No. 428 St. Paul St., - MONTREAL.**

YOU ARE IN A HURRY

Telephone Us.

Rush Orders a Specialty

Fine Stock of XMAS GOODS.

BALFOUR & COMPANY, WHOLESALE GROCERS, **Hamilton, Canada**

QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents. NEW YORK.

THE CUBAN SUGAR INDUSTRY

BY some writers it is said that the introduction of sugar cane into Cuba was made by Velasquez, the first lieutenant governor of the island, in 1523, but according to the most authentic Spanish historians, says a writer in Dun's special Cuban number, its introduction did not take place until the latter part of the sixteenth century, when cuttings were brought from the Spanish colony of Santo Domingo, where its cultivation had been introduced by Columbus nearly a century earlier. For many years its cultivation was confined to very small areas near the principal towns, its limited production being attributed, principally, to a lack of slaves. The crop continued to increase in size, amounting to 70,000 tons in 1817, and by 1830 it had reached 90,000, becoming Cuba's principal product, thereby displacing coffee, which had previously been the most important crop of the island.

In 1828 an export duty of four-fifth cents per pound was levied on sugar, if shipped in Spanish vessels, and double that amount in ships of other nationalities. This tax was slowly reduced, but was not abolished until August 1, 1891. The world's sugar crop of 1831, was greater than the consumption, and, despite the claim of the Cuban planters that the prices realized were below cost of production, they steadily increased its cultivation, and by 1840 the crop amounted to 200,000 tons. The crops by succeeding decades were as follows :

1850	300,000 tons.	1889	530,000 tons.
1860	447,000 "	1890	632,368 "
1870	726,000 "	1900	300,073 "

The crop of 1902 amounted to 850,181 tons, and that of 1903, most of which has already been shipped, is estimated at from 965,000 to 970,000. The greatest crop in the history of the island was harvested in 1894, and amounted to 1,054,214 tons ; the smallest in the past 50 years, amounting to 212,051, was made in 1897. This great decrease in three years was due to the revolution, which devastated the greater portion of the island. The falling off in production from 1870 to 1880 was due to several causes, the principal ones being three cyclones which swept over the island during that decade, the ten year's war, and the freeing of the slaves, who fought in that war. There would have been a greater increase between 1880 and 1890 but for abolition of slavery which was decreed in 1880.

The increase of 66 and two-thirds per cent., between 1890 and 1894, was due to the stimulus given to the industry by the adoption of a treaty of reciprocity with the United States in 1891, whereby Cuban raw sugar was given free entry into that great market. The abrogation of that treaty in 1894, brought about a heavy decline in the price of sugar at the beginning of 1895, the great staple selling for the first time below 2c. per pound. Principally to this fact is Cuba's last war for independence attributed.

The prices in Havana since 1850 of raw sugar, equal in quality to centrifugals of 96 polarization, have been as follows :

1850	3.50c. per lb.	1900	2.66c. per lb.
1860	4.87c. "	1901	2.20c. "
1870	5.00c "	1902	1.77c. "
1880	4.87c. "	1903	1.81c. "
1890	2.75c. "		

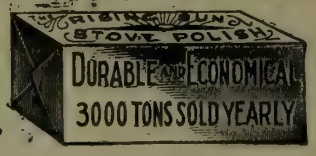
The quotations above given were the prices on April 1 of each of the years named, that date being selected as being about the middle of the grinding season and representing about the average price realized by the planter for his sugar. The price of cane sugar has lately been controlled by the world's beet sugar production, which has grown from 50,000 tons in 1840 to 6,146,000 tons in 1901, the last named amount representing 63.7 per cent. of the total sugar production. The very life of the cane sugar industry has been threatened by the European bounty fed beet sugar. The Cuban crop of 1902 was sold at a loss and the average margin of profit on the crop of 1903 has been small, the fact that any margin was realized being due to the damage to the European sugar beet crop of last year resulting from unfavorable climatic conditions. The adherence of the various nations represented at the Brussels convention to its action in abolishing bounties on sugar, gave the Cuban planter renewed hope, which is further strengthened by the belief that the American Government is at last about to partly fulfil the promises made to its infant protege by favorable action of the legislative branches on the treaty of reciprocity negotiated between the two countries.

The question as to whether cane sugar can successfully compete in cost of production with beet sugar will be answered in the affirmative or the negative, depending upon the person of whom the question is asked. The man who has lands to sell for sugar cane cultivation and sugar mill constructing engineers and promoters will assert that beet sugar cannot possibly live without protection, while the average Cuban planter will reply that cane sugar cannot be produced here below 2c. per pound. A European expert in an article recently published on the beet sugar industry states that the average cost of production of beet sugar in Germany is 1.77 cents per pound. That the cost of production in Cuba has been steadily reduced is denied by none, and there is room in most cases for further reduction. The average cost of the crop of 1903 is believed to have been a trifle below 2c. per pound, and some specially favored plantations doubtless made their sugar at something less than 1¾c., although it is not believed public acknowledgement of this fact would be made by any of them. That sugar will be produced in Cuba at 1¾c. or even lower is not doubted, but in order to do this four conditions will be necessary, viz. : land much above the average in fertility, machinery of the most improved type, favorable location, and very efficient management.

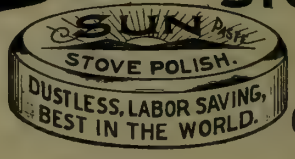
The present area of land in Cuba devoted to the cultivation of sugar cane is estimated at 600,000 acres, or something over, and 171 mills ground this year. Santa Clara is the great sugar producing province of the island, with Matanzas second, the combined crops of the two representing nearly 75 per cent of Cuba's total production. The great Province of Puerto Principe, the second in area and first in arable land in the Republic, has but three sugar estates within its boundaries, whereas it is capable of producing a greater crop than is raised by the entire island. About 90 per cent. of its soil is virgin land, due to the fact that up to about a year ago it had practically no railroad facilities.

The amount of capital invested in the sugar industry of the island is estimated at about $100,000,000, and the value of the crop of 1902 was about $32,000,000. Cuba's most valuable sugar crop was gathered in 1894, when, according to government reports, it reached the sum of nearly $80,000,000, due largely to the fact that it had free entry into the United States. With favorable climatic conditions the next crop will probably reach 1,100,000 tons, which competent authorities

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

believe to be about the limit of production with the present supply of labor. The modification of the immigration laws of the republic, which are the same as those of the United States, is generally advocated by the planters and commercial classes. The present laws exclude the peasant of the Canary Islands, on whom Cuba has always largely depended for the cultivation of its sugar crop, and more especially for its harvesting.

That the adoption of the pending treaty of reciprocity with the United States would stimulate the industry to some extent is generally admitted, but the pretended fear of the beet sugar people that their industry would be seriously menaced by a reduction of one-third of a cent per pound of the duties on Cuban sugar is groundless.

MONTREAL GROCERY ROBBED.

A BOLD attempt at burglary was made at R. Turcotte's grocery store, Lagauchetiere street, Montreal, about 10 o'clock, one night last week, by two young men, who held up the proprietor and emptied the money drawer of its contents.

Finding Mr. Turcotte alone, they gagged him, and threatened to shoot if he made any disturbance. They then took what money was in the till, and tried to escape by the back yard. But they found themselves in a box. They could not get in nor out, as Mr. Turcotte's daughter locked them into the yard and called the police.

Capt. Millette and Lieut. Lafard sent five constables to the store. They found that the men, being unable to get out of the yard, as it is surrounded with buildings, had climbed up into Mr. Turcotte's dwelling house, over the store. One of them was caught behind a bureau, and the other was arrested walking in the room like a gentleman. When searched, but little money was found on them, but a ten-dollar bill was discovered behind the bureau, where one man was hiding.

WEST INDIA HONEY.

DURING the past season some attention has been paid by several of the leading commission houses and agents to West India honey. THE CANADIAN GROCER, in its rounds, has at different times had its attention drawn to this article, and in order to glean information on a subject of possible interest to its readers has interviewed the principal authorities on the subject, and the facts gathered will no doubt be of interest to the trade.

THE GROCER was fortunate in meeting with a gentleman who is now located in Montreal, and who for many years was connected with the Imperial Department of Agriculture for the West Indies, Mr. T. Russell-Murray, 27 St. Sacrament street. Mr. Russell-Murray is now located in Montreal, looking after the interests of his department, and is thoroughly conversant with the subject of West India honey. To Mr. Geo. Vipont, also of T. S. Vipont & Co., and to Mr. John Gunn, of Gunn, Langlois & Co., THE GROCER is indebted for information bearing on the subject.

Jamaica and Trinidad are the two islands producing the largest amount of honey. Jamaica has now attained the position of an exporting country, whereas Trinidad consumes all it produces. The industry of beekeeping in Trinidad is on the increase, and before long that island will become a shipping centre. The variety of bees that are found to be a success are the Italian bees, and all colonies that are being developed are from these strains. The best honey is produced during the months of January to the end of May, that is, during the period of the dry season. It is during the dry season that a large majority of trees are in flower, and, owing to the dryness of the atmosphere, the saccharine cells in the flowers are most highly developed. During the other portion of the year the production of honey is much smaller owing to the lack of flowers and to the necessity of having to feed the bees with molasses and sugar. Honey produced during this period is of much poorer flavor than that produced during the earlier six months of the year.

The various people interested in beekeeping in the islands are working up to the standards of American beekeepers, and import all the necessary appliances for the industry, and as far as equipment is concerned Jamaica and Trinidad beekeepers are not a whit behind those of the northern countries.

In St. Lucia beekeeping and the honey industry is being pushed forward energetically and systematically by Mr. G. S. Hudson, the agricultural instructor, and whose first sales in London brought 20s. per cwt. c.i.f. This honey was very favorably reported upon by the brokers, and though produced at the period when the West Indian hog plum tree was in flower, which tree produces one of the worst flavored honeys, the quality of the honey, irrespective of the flavor, was of good standard.

The color of the West Indian honey is very much darker than our domestic white clover; it is more of the character of buckwheat, though without this latter grade's peculiar flavor. It is also very much stronger, and such honey as has been received in Montreal has been taken by the large biscuit manufacturers for its stronger and more penetrating characteristics. During the past season one Montreal biscuit and confectionery company bought over a carload. In the West Indies as well it is used in the manufacture of goods where sugar would have a tendency to ferment, and undoubtedly for a similar reason Canadian manufacturers find use for it. It is mixed with lime

EVERY LITTLE HELPS

Burnett's Coffee Clearer,
Patterson's Preserved Fruits,
China Preserved Ginger,
Stuffed Dates,
Stuffed Figs,
Roquefort Cheese, Fard Dates,
English Rock Candy, Jellycon.

Diamond Crystal Salt Agents.

Lucas, Steele & Bristol,
HAMILTON.

ROSS' HIGH-GRADE TEA.

Having bought out the Ross' Tea Co. we intend to make this line popular with the trade.
If you want good Tea buy Ross' High-Grade Tea.
If you want a good profit sell Ross' High-Grade Tea.

LUMSDEN BROS., Proprietors the Ross Tea Co.
Hamilton and Toronto.

BROOMS

Our brands are:
"Standard" and "Signal"

The above brands are the best, we believe, on the market to-day.
TRY a sample 6-DOZ. LOT, and we know you will be pleased.

Crosse & Blackwell's Goods:

Just arrived, a full assortment, so send in your orders.

JAMES TURNER & CO.

Wholesale Grocers, = = = HAMILTON, ONT.

NOW IN STORE.

MALAGA FRUITS,

CALIFORNIA SEEDED RAISINS,

TARAGONA ALMONDS.

GRENOBLE and BORDEAUX WALNUTS, arriving this week.

Thos. Kinnear & Co.,

Wholesale Grocers, - - 49 Front St. E., Toronto.

SPECIAL XMAS OFFER

TO YOU

THAT YOUR FRIENDS IN THE OLD COUNTRY WILL APPRECIATE . .

We will deliver to any address in England, Scotland or Ireland, a dozen or half a dozen of our Imperial Cheese without one cent of charge beyond the regular price. This is an opportunity to give your Old Country friends a holiday surprise with a delicious worthy Canadian product.

If you will forward us your card we will see that it is carefully packed in the case going to your friend.

Prices :—Individual size jar, $1.00 per dozen.

Small	"	"	**2.40**	"	"
Medium	"	"	**4.50**	"	"
Large	"	"	**8.25**	"	"

The above prices for the trade only.

ALL DELIVERY CHARGES PAID BY US.

Write address plainly to avoid mistakes. Make post office or express orders payable to

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED, - - - TORONTO.

Other firms have copied our jars and labels and are now copying our advertisements and plans. They cannot, however, duplicate the quality of MACLAREN'S IMPERIAL CHEESE.

All orders should be in our hands by December 10th, so as to ensure delivery by Xmas.

juice in the islands and prevents fermentation and derangement of the stomach.

As regards the prospects of trade with Canada there is no reason why good business should not result, though the greatest difficulty in the way of a regular and steady trade would seem to lie in the fact that the Canadian consumer has for so long been accustomed to using the distinctively rich white clover Canadian honey, and the stronger West Indian honey taste would require cultivation. Still as a product for use by manufacturers the field is open in Canada, and with its stronger and more fermenting characteristics it should find ready sale.

The question of beeswax is conjunctive to this industry, and a few facts culled from Mr. Samuel T. Frost's report, read before the meeting of the Chemists' Assistants' Association of London, Eng., may be of interest. Mr. Frost's report states that large quantities of beeswax are shipped to England from the east coast of Africa, New Zealand, Australia, etc., but the wax for which there is the greatest demand in the open market is Jamaica wax, which is shipped in barrels and casks weighing from 2 cwt. to 4 cwt. It finds an unlimited sale in London on account of its undoubted purity. Prices range from £7 10s. to £8 15s. per cwt., and occasionally there is very active competition for it. In 1898 Jamaica shipped wax to the value of £10,294, as against £4,823 in 1888, while the value of the honey exported in the same years was £2,103, as against £1,341. The increased production of wax in Jamaica is largely due to the intelligent action of the local agricultural societies, backed up by the Imperial Department of Agriculture, in encouraging a better system of agriculture. Jamaica wax varies in color from a nice pale brown and yellow to good red and pale to dark brown or chocolate color.

The duty on honey coming into Canada is 3c. per lb., but West Indian honey coming in under the British preferential tariff would be ⅓c. less, or 2c. per lb.

Business Changes

ONTARIO.

GAWLEY & CO, grocers, Windsor, have been closed out under chattel mortgage. A meeting of creditors is announced for to-day.

W. J. Cherney, grocer, Windsor, is opening a branch at Walkerville.

J. H. Clay, grocer, Hespeler, has assigned to W. D. Card, Galt.

E. Allworth, general merchant, Kingsville, advertises her stock for sale.

UPTON'S

is a name known all over Canada for good Jams and Jellies.

UPTON'S

are good Jams to stock, for your customers know them and like them.

UPTON'S

goods won't stay long in your store. They are standard both in quality and demand.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

J. A. Aubin, general merchant, McGregor, has sold out to E. L. Adams & Co.

J. T. Barrett, general merchant, Ottawa East, advertises his business for sale.

J. S. A. Whealy, baker and grocer, Toronto, has sold out to H. F. Lee.

QUEBEC.

C. Blais, grocer, Quebec, is dead.

The Royal Syrup Co., Montreal, have registered.

J. E. M. Bilodeau, fruit dealer, Montreal, is dead.

The Diamond Starch Co., Montreal, are dissolving business.

G. T. Tuckett has registered The Tucket Cigar Co., Montreal.

The assets of O. Blanchard, grocer, Granby, are to be sold.

The Montreal Paper Box Mfg. Co., Montreal, have registered.

La Compagnie d'Approvisionnements du Canada, Montreal, have registered.

P. H. Durocher, wholesale and retail grocer, Hull, has effected a compromise.

P. G. Bussiere, of P. G. Bussiere & Co., flour and grain dealers, Quebec, is dead.

F. A. Bedard, grocer and confectioner, Lorette, has compromised at 40c. on the dollar.

J. A. Berthiaume, grocer and liquor dealer, St. Hyacinthe, has assigned to P. A. Labodie.

The estate of J. B. Beauchamp, grocers and hardware merchants, Montreal, have compromised.

D. Spinelli manufacturer of vermicelli, Montreal, has had his premises damaged by fire; loss covered by insurance.

H. A. Houle, grocer, St. Louis du Mile End, has made an assignment; meeting of creditors announced for December 1.

A meeting of the creditors of J. E. Lessard, general merchant, St. Remi de Tingwick, is announced for December 5.

A meeting of the creditors of Longtin, Freres & Cie., grocers and liquor dealers, St. Johns, was announced for November 26. Their assets are to be sold.

Labrie & Labrie, commission grocers, Quebec, have dissolved partnership. The business will be continued by E. Labrie.

G. A. Mace & Co., manufacturers of paper boxes, Montreal, have been damaged by fire and water; loss partly covered by insurance.

G. Bourque, grocer and dry goods merchant, St. Rosaire, has made an assignment. A meeting of creditors was advertised for November 28.

NEW BRUNSWICK.

The stock and business of the estate of E. G. Scovil, wine and liquor merchants, St. John, were advertised for sale by tender closing December 1.

The stock and fixtures of the estate of J. Ogden, dealer in fruits and canned goods, Fort Elgin, have been sold to C. D. C. Avard.

MANITOBA AND N.W.T.

Smith & Jones, fish and poultry dealers, Brandon, have dissolved partnership. J. R. A. Jones continues in business.

McCulloch & Herriott, millers, Souris, have been succeeded by G. McCulloch & Son.

F. S. Beynon, grocer, Winnipeg, has assigned to C. H. Newton; meeting of creditors December 4.

BRITISH COLUMBIA.

Kwong, Sang & Co., grocers, Steveston, have been succeeded by H. T. Tong.

The estate of F. W. Foster, general merchants, Clinton, have been succeeded by McDonald & McGillivray.

DATES

FARD

Hallowee and Sayers.

Prices Right.

THE Davidson & Hay, LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Displaying Provisions.

IT is well worth while having the provision department in the grocery well fitted up and appointed. Scrupulous cleanliness is an absolute necessity. Nothing is more enticing than a generous array of dairy products and cured meats arranged in a manner calculated to win the approval of the model housewife. It is to be feared that some provision departments, even when in sight of the public, are not all that might be desired, and some from which the public are zealously excluded, are even less fit for inspection. It is a mistake to hide what you want to sell. It pays to display your dairy products and cured meats, and it pays to spend something in making that display attractive.

Only the other day the writer was in a grocery store, small indeed, but one that used every inch of space and did a very extensive trade, expecially when the size of the building was considered. In this store the refrigerator stood at the back end of the store. It had a glass front and was divided into compartments. There before the eyes of the customer in good cold storage were the dairy and creamery prints daintly done up in parchment paper. In another compartment glassed off from the rest was the cheese, kept perfectly fresh and always in full sight. In the third compartment were the cured meats.

The observer was immediately impressed with the wholesome conditions under which the provisions in this store were handled, and if that glass-faced refrigerator did not pay for itself in a very short time the writer is very much mistaken.

The store with the reputation for keeping its provisions in the best order is bound to get a lot of its neighbors' business.

The Industrious Hen.

It is claimed that China produces more eggs than any other country in the world. The United States ranks next. Great Britain buys more foreign eggs than any other country, and Russia exports more eggs than any other power.

China has 400,000,000 eaters. If they averaged two eggs per week each, that would mean a consumption of 40,000,000,000 eggs annually in the Celestial Empire. Russia exports about 2,000,000,000 eggs annually. Great Britain buys annually 1,700,000,000 foreign eggs. The United States market about 3,000,000,000 eggs annually. Of these New York City handles 854,000,000, or nearly half, and Chicago 570,000,000 eggs. We export only 26,619,000 eggs each year.

Britain's Imports of Butter.

THE following statistics from the British official returns are of interest, as showing the sources of Britain's butter supplies. The figures as to domestic products are unfortunately not available :

Whence imported	1898. Lbs.	1898. $	1902. Lbs.	1902. $
Russia	20,197,296	4,285,566	54,890,192	10,687,973
Sweden	33,035,744	7,307,868	21,458,192	4,846,246
Norway	3,039,456	660,842	2,941,792	677,719
Denmark	164,083,360	35,816,618	190,805,552	45,282,009
Germany	4,617,872	1,041,655	2,954,000	707,584
Holland	30,164,288	6,469,710	44,045,232	9,606,131
Belgium	4,075,008	847,958	9,031,232	1,943,588
France	46,683,952	10,627,682	46,394,880	10,867,488
Italy	32,816	7,747	560	122
United States	7,471,744	1,388,457	6,099,296	1,230,611
Argentine Rep.	1,649,648	347,547	7,765,632	1,710,146
Other foreign countries	87,248	14,258	2,016	418
Total from for'gn countries	315,138,432	68,815,902	386,388,576	87,580,035
British East Ind's	110,096	13,232	96,656	14,030
Australia	26,561,248	5,617,357	26,699,680	5,761,770
Canada	17,568,880	3,221,307	32,005,680	6,556,856
Other British possessions	46,480	10,220	1,904	447
Total from Bri'h possessions	44,286,704	8,862,116	58,803,920	12,333,103
Total imports	359,425,136	77,678,016	445,192,496	99,893,138

Cold Storage Butter.

Cold storage butter is of particulaar interest at this season, and some experiments which have recently been made by the Government go to show the possibility which the freezer affords in the keeping of this important domestic article of commerce, says The Natonal Provisioner. On June 16, 1902, a tub of renovated butter was put in cold storage and the other day it was taken out. In order that there might be an impartial judgment in the case, nearly a dozen different butter merchants were called in to make a trial of its quality. It is stated that every one who examined it graded it as high-grade held firsts. The triers were much astonished when told that the butter had been in the freezer for nearly a year and a half. It is entirely satisfied with the experiment, and it certainly was demonstrated that if the quality of renovated butter was what it should be when cold-stored and then carried at the proper temperature that it would keep as well as creamery.

Another instance is reported of butter which had been kept for several years at a temperature of about 10 deg. below zero, and when taken out of the freezer the most critical experts failed to find any deterioration in quality, nor had there been any shrinkage in bulk. It would seem that low temperatures, even below zero, give most satisfactory results in keeping butter. Of course, the main essential in this case, as in all others, is that the goods should be of prime quality when they are put in cold storage.

Can Britons Thus Deceive?

WHAT some manufacturers would do without Canada it is impossible to say, says London Grocery. From that country we import much cheese, and it is promptly trotted out as pure English —Western English as a matter of fact— by certain "specialists." Apropos of this subject, the following table of estimated home production and imports into this country for the 10 years ended June 30th, 1900, may not be without interest :

	Home. Produce. Tons.	Imported. Colonial. Tons.	Imported. Foreign. Tons.	Total.
1891	147,078	43 228	60,816	251,122
1892	148,642	45,781	59,452	253,857
1893	140 394	55,459	56 767	252,710
1894	131,843	57,322	52,498	241,663
1895	150,611	61,622	52,570	264,803
1896	137,148	62,478	44,596	244,195
1897	130,000	67,028	46 317	243,345
1898	148,260	77,620	49,114	274,994
1899	150,000	73,752	46,985	270,737
1900	130,000	74,702	53,903	258,605
10 yrs. av.	141,396	61,908	52,299	255,603

Evidently, by this table, it is more profitable to fake Canadian cheese than to manufacture it at home. It is mostly sold as English.

Manufacture of Milk Powder.

The composition of the milk is, in the first place, so regulated that it contains a sufficient quantity of mineral matter of the kind most desirable for yielding a good milk powder. This is done by adding calcium salts, e. g., the citrate or phos.

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

LONG CLEAR BACON

Owing to the demand for this in both England and the lumbering woods of Ontario, stocks became exhausted. We now have new stock ready for shipment and shall be pleased to have your orders.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

REFRIGERATORS.

Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513. 54 Noble St., TORONTO.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

phate in quantity up to 0.1 per cent. of the milk treated. Mono-ordipotassium phosphate is added, according to whether the milk is acid or alkaline in reaction to litmus paper. From 0.1 to 0.2 per cent. of non-crystalline sugar is also added, and the evaporation to dryness is carried out at a temperature below 75 deg. C.—Journ. Soc. Chem. Industry.

London Provisions.

Thomas Nesbett & Co., London, Eng., in their prices current, dated Nov. 16, report :

Weather fine and bright. Business generally quiet.

BUTTER.—Trade slow at our quotations.

BACON.—There has been rather more doing at reduced values.

HAMS.—Irish steady. Canadian, etc., in rather more demand.

LARD.—Bladdered, quiet, Pails, etc., slow.

EGGS. — Prices advanced. Market quiet.

CHEESE.—Meets with a steady sale.

Cheese Markets.

London, Ont., Nov. 28.—The last cheese market of the season was held this afternoon ; 3,190 cheese offered ; 395 sold at 9⅞c.

Watertown, N.Y., Nov. 28.—Cheese sales, 500 at 9¾c for large October, 9⅞c. for large Novembers, 9⅝c. for twins, November.

Canton, N.Y., Nov. 28.—Offered, 920 boxes twin cheese, 817 tubs creamery butter. Cheese sold at 9½c.; butter, 21c. Board closed to-day for the season.

THE PROVISION MARKETS.

Toronto.

NOW that navigation has closed and hogs are coming forward more freely packers are beinning to accumulate some stocks. At the same time the weakness of the British market has brought down the price of hogs here. All this has contributed to bring about a general decline in cured hog products. These prices it is expected will result in good business being done. For the time of the year a fair demand is reported to have been met during the past week. We quote :

Long clear bacon, per lb	$ 0 09½	$0 09½
Smoked breakfast bacon, per lb	0 13	0 13½
Roll bacon, per lb	0 10	0 10½
Medium hams, per lb	....	0 13
Large hams, per lb	....	0 12
Shoulder hams, per lb	....	0 10
Backs, per lb	0 14	0 14½
Heavy mess pork, per bbl	16 50	17 00
Short cut, per bbl	19 00	20 00
Shoulder mess pork, per bbl	15 00	15 50
Lard, tierces, per lb	0 08½	0 08¾
" tubs "	0 08¾	0 08¾
" pails "	0 08¾	0 08¾
" compounds, per lb	0 07½	0 08
Dressed hogs, light weights, per 100 lb	600	6 25
" " heavy "	....	5 75
Plate beef, per 200-lb. bbl	....	10 50
Beef, hind quarters	6 50	8 50
" front quarters	4 00	5 50
" choice carcases	6 00	7 00
" medium	5 00	5 75
" common	4 00	4 50
Mutton	5 00	6 00
Lamb	6 50	7 00
Veal	6 00	9 00

Montreal.

In sympathy with the decline in the price of hogs the market is easier, and prices have been reduced all round. The English market for Canadian bacon is said to be demoralized, and cable advices to hand tell of still lower prices. The high price of hogs on both sides of the Atlantic for the last two or three years has induced the farmers to raise so many more hogs, that the European market is now said to be flooded with them. We quote :

Canadian short cut mess pork	$18 00 $18 50
American short cut clear	17 50 18 00
American fat back	18 00 18 50
Bacon, Wiltshire, per lb	0 13 0 13½
Extra plate beef, per bbl	11 50 12 00

Lard is in average demand at following prices :

"Boar's Head" brand	0 08⅝
Carloads, less	0 00½
20-lb. tin pails, tierce basis	
Half-bbls., over tierce	0 00½
60-lb. tubs, "	0 00½
20-lb. wood pails "	0 00½
10-lb. tins, "	0 00½
5-lb. tins, "	0 00½
3-lb. tins. "	0 01

Wood net, tin gross weight—

	Wood.	Tin.
1 to 25 pails	1 78	1 68
26 to 49 pails	1 76	1 66
50 pails and over	1 72½	1 62½

St. John, N.B.

In barreled pork prices are rather lower. Markets this season have not been favorable to the jobber. While domestic mess pork is chiefly used, because of the better packages, some American is imported. In clear, American is sold. The best grades find little sale. In beef, while prices are more steady values rule quite low. There is a fair demand. Smoked meats are quite firm. In pure lard, lower prices rule. For months there has been a falling market. In fresh meats, the Winter steamers cause an increased demand. Beef is quite low but firmer. Lamb continues low. Receipts are large. Mutton is dull. Veal is in light supply. Pork receipts are not large with the price quite low. Poultry is high. We quote :

Mess pork, per bbl	$17 00	$18 00
Clear pork "	16 00	19 00
Plate beef "	13 00	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 06	0 07
Lamb "	0 05	0 06
Pork "	0 06	0 07
Hams "	0 13	0 15
Rolls "	0 12	0 14
Lard, pure, tubs "	0 09	0 09½
" " pails "	0 09½	0 10
" compound, tubs, per lb	0 08	0 08½
" " pails "	....	0 08½
" Fairbank's refined, tubs, per lb	0 09	0 09½
" " " pails "	0 09½	0 09½

DAIRY PRODUCE.

Toronto.

BUTTER.

Offerings of large roll butter are larger than of late and the price has eased off, on account of the shutting off of demand for shipment up the lakes, navigation having closed. The Winter creameries are now all in operation with a resulting increase in the supply of creamery. The market is a little easier in consequence

All lovers of good tea prefer

Blue Ribbon *Ceylon* Tea

because it is pure selected tea. Just the sort all good grocers recommend their customers.

Push the Red Label Brand. Each Grocer our agent.

It does not pay

to stock more than 1 kind of

ROYAL YEAST

is the standard Yeast of Canada

You know it and your customers know it

YEAST

WHY EXPERIMENT?

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

Crown

English (H.B.)

CONFECTIONERY.

in half and five-pound bottles

Pure absolutely

Harmless undoubtedly

Delicious beyond compare

Yes, we know that they all say this, but we can prove it.

32 Flavors:

Orange (Slices.)	Vanilla.
Lemon (Slices.)	Tonca.
Cherry.	Butter Almond.
Grape.	Cocoanut (Slices.)
Strawberry	Peanut.
Raspberry	Pistachio.
Rose.	Chocolate.
Pineapple.	Coffee.
Pear.	Maple.
Banana.	Peach.
Mixed Fruit.	Cinnamon.
Limes.	Maraschino.
Cachu.	Barley Sugar.
Mandarine.	Cough (Black.)
Peppermint.	Cough (Brown.)
Wintergreen.	Cough (Menthol).

Cough (Horehound.)

Don't fail to stock an assortment for the holidays.

Crown Mfg. Co.

TORONTO.

Dairy prints, however, are still firm at previous quotations. We quote :

	Per lb.	
Creamery prints	0 22	0 23
" solids, fresh	0 21	0 21½
Dairy rolls, large	0 17	0 17½
" prints	0 18	0 20
" in tubs, best	0 17	0 18
Under qualities	0 14	0 15

CHEESE.

Nothing of note has developed in cheese during the past week. The market is dull, with no immediate prospect of change. We quote :

	Per lb.	
Cheese, large	0 11	0 11½
" twins	0 11¼	0 11½

Montreal.

BUTTER

There is no surplus in deliveries and stocks held locally are light. There is, however, no export demand. Prices as given in last issue are still maintained. We quote : Finest eastern is jobbing at 22 to 23c.; Fall, 22 to 22½c.; Summer, 20 to 21c.; creamery prints, 22 to 23c.; dairy butter, large rolls in demand, 17 to 17½c.; dairy tubs, 16 to 17c.

CHEESE.

The market is quite at present. Except for some business at bargain prices in Fall tail-ends and seconds there is nothing doing. English buyers are holding off as they expect holders here to be forced by their large stocks to make some reductions. The market is, therefore, uncertain at present. The mild fresh make is selling at 11 to 11½c.; Summer strong cheese, 12 to 12½c.

St. John, N.B.

BUTTER

While there is quite a large supply, it is difficult to get really good stock, and for best table butter rather higher prices rule. For common grade low prices are accepted. The quantity of creamery is limited.

Butter, creamery prints, per lb	0 24	0 25
" creamery solids (fresh made), per lb	0 22	0 23
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 17	0 19

EGGS.

While quality has to be watched, prices continue to advance. For guaranteed fresh stock fancy prices are asked, with higher looked for.

Eggs, new laid, per doz	0 24	0 26
" case stock, per doz	0 20	0 22

CHEESE.

There is never a very large local demand here, and the high prices tend to light sales. Twins which are used here mostly are in light supply.

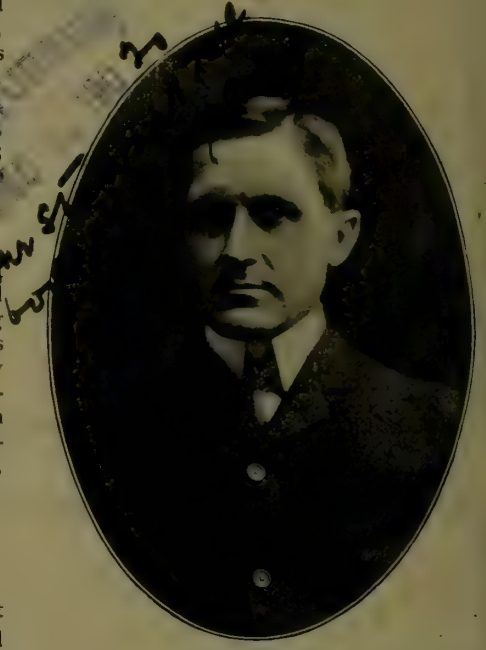
Cheese, per lb	0 12	0 12½
" twins	0 12½	0 13

Provision Notes.

The farmers of Dunwich Tp., Elgin Co., are discussing the propriety of building a new cheese factory in that vicinity.

OFF FOR SOUTH AFRICA.

MR. W. J. Palmer, since 1901 general managar of The City Dairy Co., Toronto, and recently chosen by the Imperial Government as Director of Agriculture for the Orange River Colony, South Africa, leaves this week to enter on the duties of his new position. Mr. Palmer is a native of Charlottetown, P.E.I. Graduated from the Ontario Agricultural College in 1841, and for 10 years prior to his appointment to the management of the City Dairy filled the position of dairy instructor and teacher at Farmers' Institutes for the Ontario Department of Agriculture. Always taking a great



Mr. W. J. Palmer, late Manager of The City Dairy, Toronto, who leaves to become Director of Agriculture, Bloemfontein, S.A.

interest in everything pertaining to dairy interests he is in every way qualified for his new position, and the Government are to be congratulated on the excellence of the appointment. His kindly disposition and unostenatious manner have gained him many friends who, while regretting his departure from Canada, feel that his new sphere promises a successful future.

A NEW INDUSTRY.

A new industry has sprung into existence on the Pacific coast for the canning of a fish known as the eulochon, somewhat like the smelt, which has hitherto been but little used for food purposes, although it is well adapted for that purpose and found in millions throughout nearly all the coast waters of British Columbia. It is a great favorite with the Indians, and the Federal Fisheries Department believes that the venture will broaden out into a flourishing branch of the canning industry.

LOOK OUT FOR —— THE IMITATIONS.

WE'RE ALONG WITH THE ORIGINAL. IT HAS ALREADY PROVED SUCH A "GOOD SELLER" THAT THE IMITATIONS ARE SURE TO FOLLOW.

"DEMI-TASSE" COFFEE

1-lb. Cans, GROUND ONLY.

A SPECIAL BLEND OF JAVA AND MOCHA COFFEES WITH JUST SUFFICIENT FINE ENGLISH CHICORY TO SUIT THE TASTE OF THE COFFEE DRINKING PUBLIC.

SPECIAL PREMIUM — TO MORE QUICKLY INTRODUCE THIS LINE, WE ARE, FOR A LIMITED TIME ONLY, GIVING WITH EACH POUND A BEAUTIFUL CHINA 5 O'CLOCK TEA CUP AND SAUCER.

JUST THE LINE FOR XMAS TRADE.

SAMPLES — OUR TRAVELLERS WILL SHOW THEM. IF THEY DO NOT CALL **WRITE US.**

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS, TORONTO.

"JOBBERS AND RETAILERS."

Editor "Canadian Grocer":

Dear Sir,—In your issue of November 20, you published a copy of a circular issued by the Ontario Wholesale Grocers' Guild, and signed by their secretary, Mr. T. B. Escott.

The circular is addressed to brokers and manufacturers, and is a curiosity in a way, inasmuch as it is the first public avowal of the fiat of the Great Organized Body of Jobbers to the retailers, "thou shalt not buy except of us."

Mr. Escott refers to "several firms of retailers and others formed into a joint stock company for the purpose of buying goods at the same price as the legitimate wholesale grocers," and says, "two of these firms have lately come into existence in Toronto, one in Hamilton, etc."

Our company is unquestionably the Hamilton firm alluded to, and we are quite prepared to discuss with Mr. Escott through your columns the right of the retailers to form themselves into mutual wholesale companies for buying their trade requirements and their right to buy in the cheapest market.

Mr. Escott is doubtless genuinely sorry for the outsiders when he says that "our system is unfair to the outside retailers who are not members of the companies"; to be candid, so are we, and we now extend a cordial invitation to all outsiders to come right in.

Mr. Escott is wrong in assuming that we are a closed corporation like his own. Not a bit; any retailers in good standing can participate in the benefits of the company by the purchase of one or more shares. Our system is inclusive, not exclusive.

Mr. Escott thinks our system unfair to the wholesale grocers "who have capital invested, and carry a large stock for the convenience of the retail trade."

If that is the case, possible we can relieve Mr. Escott and his friends' inconvenience somewhat, as year by year we are taking in larger stocks of the goods which seem to cause him so much inconvenience. Mr. Escott also says "they style themselves wholesale grocers, but it is plain they are so only in name." That is pure assertion and without foundation. The dictionary defines a wholesaler as a dealer in large quantities, and our business is essentially and purely wholesale, we buying and selling in large quantities, and not at retail.

The circular is a covert threat against rather than an appeal to brokers and manufacturers.

We have heard many expressions of opinion from both classes since the circular was issued, and there seems to be a general opinion that too many wholesale grocers are already attempting the three-horse act, riding as jobber, broker and manufacturer all at the same time, and until firms comprising the wholesale guild confine their operations solely to wholesale distribution, they cannot object to the retailers taking a leaf from their book.

GROCERS' WHOLESALE CO., LIMITED.
H. W. Zealand,
Managing Director.

Hamilton, November 27, 1903.

A FINE CALENDAR.

The Massey-Harris Co. have just issued a very handsome 1904 calendar. On a background of growing wheat is a medallion bearing the picture of a beautiful golden-haired girl in evening costume. Below appear cuts of Massey-Harris agricultural machinery.

PAN-DRIED OATS DESTROYED.

In the G. T. R. wreck at Brantford Tuesday two cars of Tillson's Pan-dried Oats were destroyed. They were consigned to W. H. Millman & Sons, Toronto.

The value of the total agricultural property of the province of Quebec is $430,154,421.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

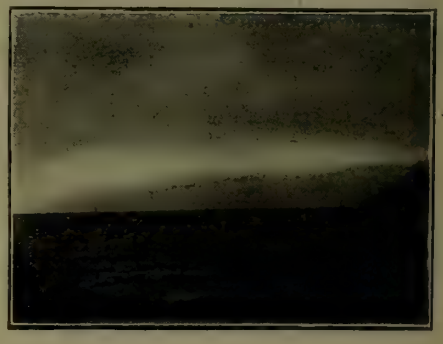
OUR trip down the Arrowhead and Kootenay lakes was one we shall remember all our days. The weather conditions were not all we could have desired, but we enjoyed ourselves, nevertheless. When we left Arrowhead on one of the two stern-wheel steamers, which the C.P.R. has on that route, the rain was falling briskly and the clouds hung like thick gossamers around the mountains which skirt Arrowhead lakes—which, by the way, are but the widening out of the Columbia river, which we saw for the first time at Field, on the main line of the C.P.R.—shutting out peaks from our view. I do not intend entering into a discussion of the logic or the illogic of Samuel Johnston's remark to the effect that the state of the weather has nothing to do with men's moods. All I know is

Sunshine on Kootenay Lake.

that unfavorable weather at any rate did not permanently effect our state of mind. The fact that we were in good company no doubt is the partial explanation of this, for we know that there is nothing better in the world than good company. It is the spice of life, and its presence makes melancholy next to impossible. In good company one can only be melancholy by premeditation. But besides the spice of good company an exceedingly good dinner was served us on board in the evening, notwithstanding that the steamer had more than its usual quota of passengers. We had nothing better on the whole of our itinerary trip. The same applies to the waiters, who were young, and had more the appearance of three or four year university students than anything else. They were bright and intelligent looking fellows, and knew how to be attentive. The cook who satisfactorily supplied the wants of the inner man—which of course means the wants of the inner woman as well—was a Chinaman, and had been in his present position about 13 years. His assistants were also from the "Flowery Kingdom." One of the pleasures of the trip was to see him and his staff preparing our meal. Everything was done systematically, and there was no flurry nor any exhibition of temper. They seemed quite unconcerned and no more perturbed because of the extra demands upon them than if they were preparing a meal for an ordinary family. More than one of us possibly imagined what would have been our experience if we had been crowding around the female cook in some of our homes under such conditions. It is altogether likely we would have been forced to beat a hasty retreat. The kitchen was situated on the lower deck of the steamer and was open to the view of those who were disposed to visit that part of the steamer—and a good many were disposed.

* * *

But the manner of embarking and disembarking passengers interested us possibly more than anything else during the trip down the lakes, for the 125 miles between Arrowhead and Robson, where our journey down Arrowhead lake began and ended respectively, we did not see any wharves. When it was necessary to put a passenger off or on, the steamer made for the side of the lake and ran close to the shore. Then a narrow gangway and sometimes two gangways, one on top of the other, was pushed out from the deck to the shore, and up and down this the passenger ran, possibly with a couple of grips in his hands, while we held our breath expecting every minute to see him topple over, so steep was the incline and narrow the gangway. But I suppose the people in that part of the country are used to walking such gangways. At night the process of embarking and disembarking passengers was even more interesting than in the day time. Commercial travellers and others who wanted to get on board our boat, lit bonfires on the shore. These bonfires, particularly in the darkness of the night, with the black mountains as a background, made a wierd picture indeed. Some of these bonfires were of large proportions, and it was a wonder to us why they wasted so much cordwood for such a purpose, but then of course wood along the shore there is of no value, and there is an abundance of it. When one of these bonfires was sighted by the man at the wheel, the prow of our steamer was turned towards it, while the powerful searchlights on either side of the boat were brought into play to light our way to the shore. These searchlights put one in mind of a glaring two-eyed monster; and the sight to the passenger who was watching us on shore, must have been a striking one indeed. Frequently there would be no sign of any habitation at spots where we stopped to take on or put off passengers. At least the searchlights, as they ranged along the shore for some distance penetrating into the forest and valleys between the mountains, revealed none. At such spots, when a passenger was put off, the steamer was kind enough to turn one of its search-



A Coming Storm on Kootenay Lake.

lights shoreward in front of him as we steamed away to guide him on his way through boulders, trees and fallen trunks, until we came to a sharp bend in the shore, hiding him from our view. Of course, during the landing and embarking of passengers we easterners could scarcely refrain from passing jocular remarks, and particularly when a passenger would ascend the gangway as if he was walking a tightrope, we were always liberal in our applause when his feet touched the deck of the steamer; or, when he was descending, and was safely on shore. It was astonishing how quickly our steamer was turned, and how easily it was handled. The engineer in charge of the steamer informed us that this was due to the fact that instead of possessing one rudder, as is usual with ordinary steamers, she was equipped with two very powerful ones.

(To be continued).

---an old Quaker once said

"There are three things I could never understand—

1st—Why boys will throw stones up into the trees to bring down the apples; if they will let them alone they will drop down themselves.

2nd—Why young men will go courting the girls; if they stayed at home the girls would come to them.

3rd—Why men will go to war to kill each other; if they remained at home they would die off naturally."

to which wise remarks we add a 4th—

Why will grocers and merchants sell poor package teas when they can get the very best on the market, the

" Quaker" brand

Ceylon Tea

(Green or Black)?

"Quaker" brand Ceylon Tea (Green or Black) is packed on the estate where grown —at minimum cost, and is guaranteed absolutely pure.

Write for sample and particulars.

J. A. Mathewson & Co.,

Wholesale Agents for Canada.

MONTREAL, P.Q.

MANUFACTURERS IN THE WEST.

WITH this number is concluded the impressions of the Canadian manufacturers, gathered during their trip to the West, which for the last few weeks have been appearing in "The Grocer." The questions put to the manufacturers by this paper were, it will be remembered, as follows:

QUESTIONS SUBMITTED BY THE CANADIAN GROCER.

FIRST What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD—In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

J. F. Wildman, of The Office Specialty Co., Toronto.

First. Vast territory for business when peopled.

Second. Manufacturing to be successful is a business of close daily detail. Factories should be located convenient to the centres of supply for labor and material. The spirit of the West is not in accord with detail work; broad lines apply. It will be some years before manufacturing will prosper there.

Third. In what way can manufacturers of the east secure a larger share of the trade of the Great West that now goes to manufacturing firms in the United States? Better goods, quicker filling of orders, insisting on short credits.

Fourth. Keep out of wild cat speculations and spend a little money in personally seeing their investment enterprise.

The Wm. Gray & Sons Co., Limited, Chatham, Ont.

First. The easy circulation of money.

Second. It will be some years yet before those districts can profitably become manufacturing centres.

Third. Advertise largely, and have depots and agents for their goods.

Fourth. By sending them the very best of all they require in machinery and all classes of goods, at reasonable prices, and giving ample time for payments.

E. A. Wright, The Canadian Rubber Co., Montreal.

First. The westerner's unbounded confidence for the future prosperity of Western Canada, and the unfortunate feeling that seems to exist in that portion of the country, that Canada is divided into two section, the "East" and the "West."

Second. I cannot conceive of Manitoba or the Northwest Territories being manufacturing centres, my impression was that the provinces from the Atlantic all along the waterways to Northern and Western Ontario and the Province of British Columbia would be the manufacturing provinces of Canada, and would supply the vast areas of Manitoba and the Northwest Territories.

Third. By a livelier interest of the manufacturers to supply the specific needs of that country, the revision of the customs tariff, and further transportation facilities, to reduce freight rates, and ensure quick deliveries, also an honest policy in all dealings, with the view of establishing thorough confidence in the goods manufactured in our own country.

Fourth. By hearty co-operation in all immigration schemes whereby that country may be settled by the best class of people landing on our shores.

SCOTCHMAN ON CANADA.

An associated press despatch quotes The Scotsman as saying: "Judging from the large number of immigrants flocking to Canada, much of the wheat we use in the future will come from there and will make us independent of foreign nations."

The assets of Price Bros., general merchants, Iberville, are to be sold.

POULTRY WANTED

At Aylmer Canning Co., Aylmer, Ont.
Delhi Canning Co., Delhi, Ont.
Simcoe Canning Co., Hamilton, Ont.

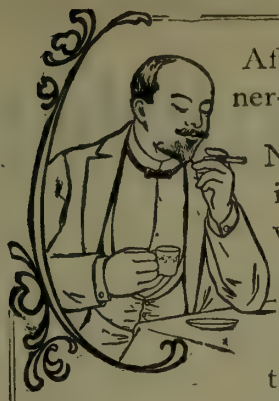
Who will pay highest market prices from now to Christmas for

CHICKENS, TURKEYS, GEESE and DUCKS.

All must be dressed, drawn, with heads and feet off, and delivered at either of the above places in good order.

Canadian Canners' Consolidated Companies, Limited

HAMILTON, ONT.



After dinner-coffee.

Nothing in the world is so necessary as a fitting termination to a perfectly served dinner.

At no time does the true merit of coffee become so manifest. To produce that delicious, aromatic beverage that delights the hearts of epicures and acts as a delightful conclusion to a well-enjoyed meal, only the finest material should be used. They are represented by

Chase & Sanborn's Seal Brand Coffee.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

NO SUGAR.

Has it ever occurred to you to tell your customers that they can buy condensed milk made without any sugar? There are many housekeepers that don't know this. Tell them they can get this in

Jersey Cream

and you will add to your sales.

W. G. A. LAMBE & CO., Agents.

For the Holiday Trade.

SULTANA RAISINS are cheaper than they have been for years. We have a considerable stock which we are offering to buyers at attractive prices.

CURRANTS at prices defying competition. Loose in barrels, ¼ cases and cases of 50 1-lb. packages.

VALENCIA RAISINS finest brands, in 7-lb., 14-lb. and 28-lb. boxes. These raisins were bought at the lowest point of the market. They are offered to prompt purchasers at very advantageous prices.

MALAGA LOOSE MUSCATELS are of better quality than California Loose Muscatels and sold at lower prices. We carry in stock a great variety of 2, 3, 6, 7 and 8-crown, in 22 and 50-lb. boxes.

TABLE RAISINS in 1-lb., 5½-lb. and 22-lb. boxes, in brands which have always given the best satisfaction, and on which you can depend absolutely—

"Empress Clusters" *"Duchess Clusters"*
"Princess Clusters" *"Countess Clusters"*
"Lady Clusters"

California Prunes

We have this week received **2 carloads** of California Prunes—in boxes of 25 and 50 lbs. Sizes—30/40's, 40/50's, 50/60's, 60/70's, 70/80's, 90/100's, 100/120's, 120/130's.

We call the attention of our customers to the fact that small-size Prunes are very scarce this year.

ASK OUR PRICES. WE GUARANTEE SATISFACTION.

LAPORTE, MARTIN & CIE.

WHOLESALE GROCERS, WINE AND SPIRIT MERCHANTS,

MONTREAL, QUE.

Figs—We have bought a large assortment in Matts—and in 1-lb. and 10-lb. boxes.

Dates—We quote especially low prices on *"Golden Hallowee"* Dates, to arrive first week in December.

Nuts—

All nuts are advancing—Grenoble Walnuts have advanced from 10 to 15 francs per 100 kilos in the French market. We offer, to arrive in a few days at very low prices, ***Grenobles, Mayettes, Marbots, Crowns, Tarragona Almonds*** and ***Filberts.***

We are just receiving for delivery in December stock of **SHELLED GRENOBLE WALNUTS,** very fine stock and prices attractive. We are taking orders for **SHELLED WALNUTS,** delivered at buyers' option during January, February and March, 1904, at lower prices than to-day. Write us.

Christmas and New Year Holidays

Now is the time for wide-a-wake buyers to lay in their stock of Liquors for the holiday trade:

Mitchell's Whiskies,
Ph. Richard's Brandies,
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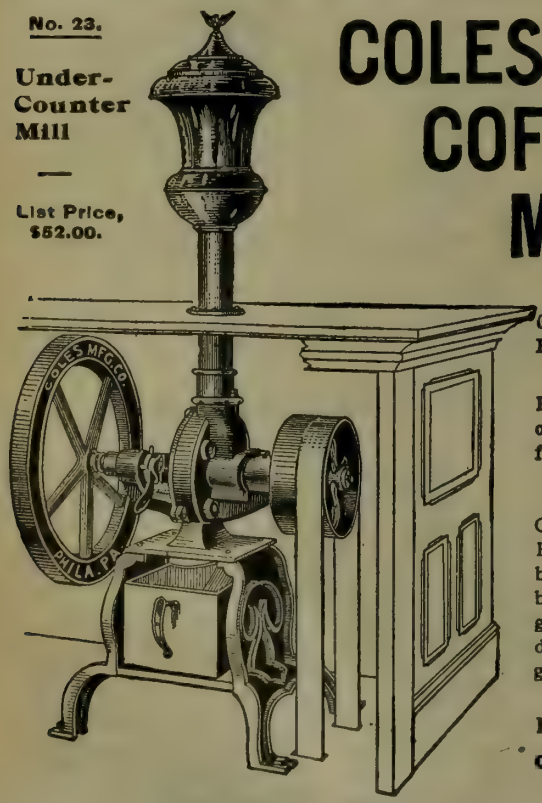

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BUSINESS MEN'S HOLIDAYS.

THE nervous strain of modern commercial life bears heavily upon the business man, especially he of the city, whose air is diluted with coal dust, whose view is cut off by brick and mortar and whose rest is continually harrassed by the nerve-wracking noises of a great city. "Back to nature" is a cry that is every day growing in volume. Every Summer sees an exodus from the crowded purloins of our cities to our lakes, our mountains and our sea shores. Unfortunately, the business man is often chained to his store or office during the Summer months and is unable to get away for perhaps even a couple of days. The Winter and Summer are for many business men the busy seasons.

It is this fact, perhaps, that explains the growing number of business men who take a week or fortnight off in the latter part of Autumn or the early Spring to prepare for the rush of work which is to follow. Indeed, there is much to commend these seasons as the business man's holiday. With him a holiday is a means of recuperation. He wants to build up wasted tissue and nerve fibre. The hot, enervating months of Summer are ill adapted for this purpose. But a couple of weeks out of doors in the bracing Autumn atmosphere or the balmy breezes of early Spring will make a new man of one. Moreover, the hotels are not crowded, as in the Summer. Accommodation is better and rates approach more to reason.

The high pressure at which we are living makes these periods of rest an absolute necessity. A man returns to his work with a vim and energy wholly new. He thinks better, acts more effectually and is happier all around.

If the business men could live in the leisurely fashion of the farmer, who, except at harvest time, is never in a particular hurry; if he could sit on the fence in the sunshine watching the corn grow, feeling the Summer breeze in his face and breathing in rich draughts of exhilarating fresh air; if he could live out of doors most of the year with nothing to assail his ears but the song of the bob-o-link, he could afford to despise the luxury of a holiday. But we are not living that way. We are burning the candle at both ends. We are working this human machine of ours beyond its designed capacity. Once in a while we need a rest. Sometimes we have become so thoroughly mechanical that we are no longer conscious of that need. We have become ossified. There is a remedy, if tried soon enough. It is simply, Take to the woods, or any place out of the city,

> "Where the trolleys cease from troubling
> And a weary man can rest."

AGENCIES FOR BRITISH FIRMS.

CANADA has often suffered at the hands of the superficial British tourist, who does a couple of the principal cities, meets a handful of more or less obscure persons and rushes home with the idea that he knows Canada and forthwith finds his way into print.

An instance of this is brought to notice in a Canadian Associated Press despatch from London, England, which says:

"At a meeting of the Dudley Chamber of Commerce, Mr. F. W. Cook, who recently toured Canada, said that if the Canadian market is to be won, the small details of manufacture should be closely studied. Either principals or trusted representatives should visit Canada, as the local agents are of little or no use, and sometimes betray the confidence of the firms they represent."

If Mr. Cook is correctly reported he has done Canada a grave injustice. It is absurd to state that the principals of British firms or their trusted representatives must necessarily visit Canada if the Canadian market is to be won, and to reflect upon the honor and honesty of local agents.

It is indeed to be desired that principals or their trusted representatives should visit Canada, but not for the purpose of supplanting local agencies, but rather that they may see the necessity of working in conjunction with the latter.

THE GROCER knows of several cases of British firms seeking to enter the Canadian market with goods which should be readily acceptible here, who have failed simply because the hands of their local agents were so tied that it was impossible for them to do business. By the time they had consulted their principals the deal was off. The latter also were unfamiliar with Canadian business methods and customs and constant friction was the result.

It is true that some local agents may have proved dishonest, and betrayed the confidence of their principals, but there are plenty of agents willing to represent reliable British firms whose standing is unassailable and only by initial carelessness in selecting a fit and proper agent can loss occur.

The proper method for British firms contemplating entering the Canadian market to pursue, is to decide upon a reliable agent and then give him a wide range of discretion. He is acquainted with all the local conditions and will

make the agency a success if it can so be made. He certainly will not be able to make it a success if he is hampered by vexatious and inapplicable rules from abroad.

It is safe to say that the standard of commercial honesty in Canada is equally as high as in the mother land.

Let not British manufacturers who are not in a position to visit the Canadian market personally or through a special representative despair. THE GROCER is in a position to put any of the trade in Britain in touch with agents in all parts of Canada, who would make thoroughly capable and reliable local representatives.

THE WESTERN GRAIN CONGESTION.

By our Winnipeg Representative.

THE handling of the crop situation may be said to have reached an acute stage during the past week when the Board of Trade discussed a number of letters sent in from country points, complaining of the large elevators refusing to buy grain, and the replies of the elevator companies to this complaint. The Fall, after the early September storm, was so fine that the farmers very wisely devoted themselves to the Fall ploughing, with the result that more ground is in fine condition for seed next Spring than ever before. The country merchants and the city jobber alike looked with favor on this course, and no one worried about collections being slow, because with the opening of November they expected the big rush of wheat to come and money to move accordingly. But with the beginning of November all the large elevator companies instructed their buyers at nearly every point to cease buying wheat. The reasons for this are simply the result of car shortage on the C.P.R. on the one hand, and the "Grain Act" on the other. In the days gone by when the farmer had to ship through the elevator he got, in many cases, the worst end of the bargain ; then came the amendments that permitted of the flat warehouses and loading platforms. Then the cry was that cars were not properly distributed, and the elevators were once more getting the best of it. The Government was once more appealed to, and the act was made to read that the car distribution should rank according to the orders on the railway companies' books, and that all hands should be served with one car round and start again. The committee came back from Ottawa and said this time the thing would work, and that the farmers had got just what they wanted, but after a tackle of it this Fall they are beginning to be harassed with doubts. It looked so nice on paper that the wicked elevator men were going to have to take their turn with the farmers. But in plain English what did it mean? The average elevator of 25,000 bushels capacity, taken one day with another throughout the season represents, not one farmer, but from fifteen to twenty, so that when the elevators are only served with one car in order with the individual farmer it means that fifteen or twenty farmers are getting one car while the individual farmer gets a car all to himself. It takes the elevators twenty minutes to load anything from eight to twelve cars, and the farmer gets twenty-four hours to load a car. The books of more than one station agent have shown orders for fifty cars for farmers. The elevator companies simply sized up the situation ; their elevators were nearly full, there was no hope of getting cars to get the wheat out before navigation closed, all the wheat in their elevators had been bought at high prices, so they said : "There ! the farmer has a better chance for cars than we have ; we will not take his wheat into the elevator, but when he gets a car and loads it we will pay him the highest track price for it. If farmers wish to store wheat in our elevators we will take it in, but not otherwise." To any one familiar with the situation in the West it will be easy to see just how this would act. Scores of farmers cannot sell their wheat at all because they cannot get cars to load it in, and the elevator people say they cannot buy it except on the track because they have no chance of getting it out, and are already full with very high priced wheat, and for the moment matters are at a deadlock.

Another difficulty that has embarassed the situation is the low grade of the wheat this year, owing to the storm. The grade has been difficult to ascertain, and even experienced buyers have made mistakes. This means that in many cases the elevator companies find themselves with wheat for which they paid a high price, grading two down from the grade at which it was bought. Every elevator man declares that with the grade low, the high prices and the small movement they would have been money in pocket if they had not opened an elevator this season. They have withdrawn money from country points that had been sent out to purchase wheat, and are calmly waiting the course of events. Of course, the farmers declare that the elevator companies are punishing them for the passage of the "Grain Act," but the elevator men say that they are business men, that under the present conditions they cannot make things pay, therefore they have stopped buying.

In the meantime collections are slow and likely to remain so. The Board of Trade have appointed a committee and they will look into the situation and see what can be done. There is also promise of better all-rail facilities for shipment this winter, as the C. P. R. boats at St. John are hungry for cargoes. There is nothing alarming in the situation, and time and patience will adjust the matter, but in the meantime several million dollars will not be in circulation that ordinarily move about at this season. Jobbers, although they are taking an interest in the matter, express the utmost confidence in the situation and seem prepared to wait a little longer for the money to move, indeed many of them do not hesitate to say that considering that the larger elevators have not been buying anything worth while for three weeks, collections are surprisingly good.

It will be well for wholesale houses in the east to take the foregoing facts into consideration if they find their paper met more slowly than they had reason to expect. The wheat is there and it will move in time, and the prospects are at least fair for its bringing its price. The present situation is annoying but not serious ; at all events, not at the moment.

The annual meeting of the Ontario Beekeepers' Association was held on Tuesday, Wednesday and Thursday of this week in the Town Hall at Trenton.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

W. H. Gillard & Co. have just received their second shipment of Sair and Hallowee dates, which they state show the finest quality they have ever imported.

A shipment of carburet of iron is now in with W. H. Gillard & Co.

Hudon, Hebert & Cie., Montreal, have received into store a carload of Borden's "Eagle Brand" condensed milk and peerless evaporated cream.

The attention of buyers is directed to this week's ad. of Hudon, Hebert & Cie., who are offering their usual good values. Something of interest is always contained in their ads.

Hugh Walker & Son, Guelph have their first car extra fancy Northern California Navels in: they are sweet and A.1. quality.

New filberts, new Tarragona S.S. almonds, new Grenoble walnuts, have arrived to Hugh Walker & Son, Guelph, finest quality.

White & Co., Toronto, are placing on the market this season's holly, packed in cardboard boxes 20x12x4 inches, suitably printed, etc. This fills a long felt want with retailers, as it is a very convenient package for handling seeds, at a very moderate price, saves time, waste, and money. It is bound to be a seller. They are also offering holly in the regular large cases as well.

New Messina lemons have arrived in very fine condition this year. White & Co. have received some fine shipments, and are quoting very low prices.

Christmas oranges will begin to arrive this week: Floridas, navels for the better grades, and Mexicans, Valencies and Jamicas for the cheaper lines, White & Co., Toronto, are offering all the above lines at closest prices.

McGregor Harris & Co., Toronto, report a very satisfactory demand this season for the high-class confectionery of their manufacture. In this connection it may be mentioned that a merchant from Ceylon who recently called on "The Grocer," remarked incidentally that he had never tasted any goods equal to the "Quaker" brand of marmalade made in Canada.

The attention of buyers is directed to the two-page advertisement in this week's issue, of Laporte Martin & Cie., Montreal, who are offering special Christmas and holiday values.

Laporte, Martin & Cie., Montreal, are offering a valuable premium, an electric hand lamp, free with every $10 case order of their special lines of liquors. See their ad. for particulars.

H. P. Eckardt & Co. are offering some extra fine Brazil nuts.

Buyers for Eleme figs should get prices from H. P. Eckardt & Co.

PERSONAL MENTION.

Mr. C. W. Gregory, representing Messrs. Snowdon, Forbes & Co., Montreal, who has been laid up through illness, is able to be up and about again. He left for the West on Monday, and the merits of "Bee" brand goods will be expatiated upon in his own inimitable way. "Watch" for him.

Mr. H. M. Tudhope, Wingham, Ont., paid "The Grocer" a call Wednesday. He reports business very good in his section, and expresses great hopes for the Christmas trade.

Mr. Peter Freyseng, of The Freyseng Cork Co., Limited, Toronto and Montreal, was a visitor to the Montreal factory and offices during the week.

Mr. C. N. Murphy, grocer of Burlington, Ont., was in Toronto this week on business and called on "The Grocer." Mr. Murphy reports trade very good.

Mr. A. B. Hardwicke, representing Pyle's pearline in Ontario and Quebec, was a visitor to the Montreal jobbing trade this week.

Mr. John A. McCrea, of Guelph, paid "The Grocer" a visit on Monday of this week.

Mr. Alderman Laporte, of Laporte, Martin & Cie., Montreal, is taking a few weeks' rest at Atlantic City and New York. Besides looking after his responsible duties as head of Laporte, Martin & Cie., Mr. Laporte has given close attention to civic affairs, and he felt a little rest had been earned.

Mr. G. W. Hopkins, Boston, Mass., is in the city in the interest of the oyster business of R. R. Higgins & Co., Boston. Mr. Hopkins visits Eastern Canada regularly, and has been covering the territory for over nineteen years. His specialty is "Cape oysters" from the oyster beds at Wellfield, Cape Cod.

A LIPTON MAN.

J. F. McGOVERN, of the New York branch of The Thomas Lipton Co., is in Montreal, and, in company with A. Childs, one of the city representatives of Laporte, Martin & Cie., Canadian representative for Lipton's teas and coffees, has been calling on the grocery trade. To a representative of "The Grocer" Mr. McGovern stated that it was only his innate modesty that prevented him from stating how successfully his canvass had resulted, but that the new style of package (sealed tins) was meeting with favor he would emphasize strongly and openly. As regards the quality of the goods they were selling he refrained from making any comparisons, the position and standing of his firm and their growing, buying, blending and packing abilities were recognized the world over. Mr. McGovern leaves for New York in a few days thoroughly satisfied with the results of his trip. Tea demonstrators have been among the leading grocery stores of Montreal, and, at the moment, a very elaborate demonstration is being made in The S. Carsley Co.'s departmental store.

A WESTERN VISITOR.

WILLIAM BRAID, of William Braid & Co., spice mill and wholesale tea and coffee merchants, Vancouver, was in Toronto this week. William Braid & Co. have one of the best equipped spice mills and coffee factories in Canada. Their mill, which a representative of "The Grocer" had the pleasure of going through while at the coast some time ago, is a model of cleanliness, brightness and thoroughness in its equipment with modern machinery. Mr. Braid is well known in the east, having for years been a traveller for a wholesale grocery house. Judging from his appearance, the western country has agreed with him.

"BRING YOUR OYSTER KNIFE."

THE Montreal representative of "The Grocer" was startled last Saturday by receiving the above message by telephone. Always having been considered of a peaceful nature, this sanguinary message tended to upset his nerves. However, it was only a peaceful invitation to a little entertainment given by Mr. O. Lefebvre, proprietor of the Ocean Mills, Mount Royal avenue, to join him and a few others in an attack upon the luscious bivalve. Needless to say the invitation was accepted, and promptly at eight o'clock the "Grocer" representative was on hand.

The occasion was the celebration of the victory obtained in the courts by Mr. Lefebvre over an imitator of his "Chinese Starch." A very pleasant evening was spent with music, songs and speeches, and, it is needless to say, that the destruction in the ranks of the malpecques was very heavy. Among the gentlemen present were the following: J. W. A. Courtemanche, Adolphe Courtemanche, Jules Bourbonniere, A. Goblet, Geo. Booth, M. Parisault, Paul Prudhomme, Z. Miseault, O. Lefebvre, Geo. Dufoy, A. Sauve, F. Belleau, and Louis Thivierge.

HOLLY.

McWilliam & Everest's importation of holly for the holidays will arrive next week, and orders from the outside trade will receive immediate attention.

Success Is Crowning Our Efforts.

BRANCHES and AGENCIES

Toronto.
Montreal.
St. John.
Halifax.
Winnipeg.
Vancouver.
New York.
Boston.
Chicago.
Buffalo.
Detroit.
Pittsburgh.
Cleveland.
Philadelphia.
Washington.
Indianapolis.
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco.
St. Louis.

. . . The character and standing of "**Salada**" Ceylon Tea is so well established as to have made its name a household one throughout the entire American continent.

The estimation in which it is held by the community is attested to by an annual sale of **12 million packets,** and still the demand continues to increase . . . We think we may prophesy (without bombast) judging the future from past achievements, that the demand will yet cause the sale to dominate the Tea markets of the world.

The reason is as plain as daylight.

"**Salada**" Ceylon Tea is incomparably better than others, yes, and uniformly so, then, it is irresistibly pushed to the distinct advantage of the dealer, as it sells without resistance.

Black, Mixed or Natural Green. } **Sealed Packets only.**

Write for wholesale prices, terms and samples. Address "SALADA," Toronto or Montreal. Correspondence solicited.

"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade.

Celluloid Starch is the particular starch that pleases particular people—gives a silky finish and preserves dainty fabrics. Ask your customers to try

Celluloid Starch

Never Sticks Requires no Cooking

It will satisfy the most particular people.

THE BRANTFORD STARCH WORKS, LIMITED.

BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, December 3, 1903.

GROCERIES.

A ROUND of the wholesale trade this week finds a general feeling of confidence everywhere prevalent. Trade is very active in all lines, especially in Christmas goods, and the week just past compares very favorably with the preceding week and the corresponding week last year. Collections are reported to be keeping up very well, although some think they might be improved. The travellers report the feeling throughout the country buoyant, and a good Winter's trade is anticipated. Complaints are heard of restricted trade with the lumbering districts to the north, but on the other hand there are houses that report trade never better along the north shore, and that the Soo colapse has had no appreciable effect, and if the industries are got under way again by Spring, will have none. Canned goods maintain a firm position, with the interest centred round corn, which is manifesting an upward tendency. Coffees are still on the upward march, and indications point to a short crop for coming season. Spices are dull, but strength is maintained, especially in cloves. Syrups and molasses are moving freely, and an advance of 2c. per gallon is noted in New Orleans molasses. Rice and tapioca are unchanged. In London the tea market has shown a slight reaction, but not enough to encourage importation locally. There is still a scarcity of good Ceylon and Indian for price, but importers have not yet shown an inclination to enter the market, which they cannot long defer. Foreign dried fruits and nuts are moving very freely just at present and are attracting a good deal of attention; there is an upward tendency prevalent. Dates, currants and Tarragona almonds have made quotable advances during the week. Sugar has had a dull week. Despite small stocks United States refiners are indifferent, and just at going to press a decline of 1-16 in raws was reported. Demand for refined has been light. Locally prices have continued on last reported basis, with a moderate amount of business reported.

CANNED GOODS

The canned goods position continues strong, with corn as the chief factor. Prices on all lines of vegetables are very firm, especially in peas and tomatoes. No corn is to be had at less than 81; and as high as $1.10 is reported paid on some transactions. It is difficult to say just at present what lines may be short, and jobbers have given up hope of any recession in price. We quote:

Apples, 3's		0 80
" gallons		2 20
Asparagus		3 50
Beets, 2's		0 90
Beets, 3's		1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's	1 00	1 10
Cherries, red, pitted, 2's		2 20
" white		2 40
Peas, 2's	0 87½	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's		0 95
" gallon		2 50
Rhubarb, 3's		1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's		1 00
Tomatoes, 3's		1 05
Lobster, talls		3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes		1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s		0 15
" ½'s		0 23½
" Sportsman ¼'s		0 14
" ½'s		0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¼ size, cases 50 tins, per 100	8 00	9 00
Haddies		1 00
Kippered herrings, domestic		1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "		9 00
" 14-lb. "		20 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "		6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb. "	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "		2 20
Soups and Boull, 2-lb. "		1 80
" 6-lb. "		4 50
Sliced smoked beef, ½'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

The coffee market is strong with an upward tendency, and mild coffees are beginning to feel the effect of the rise. Latest advices from abroad report active trading and higher prices in New York. European market has advanced sharply, and speculation is active. Brazil is firm. The outlook is for a strong, firm market for some time from now. Little doubt is held that there will be a shortage in Rios and Santos, as the weather conditions in these districts have been very much against the coming crops. Jobbers think that coffees have seen their lowest level for some time. Local trade is good and interesting, while invoice prices are still about as a week ago. We quote:

	Per lb.	
Green Rios, No. 7		0 07½
" " No. 6		0 08¼
" " No. 5		0 08½
" " No. 4		0 09¼
" " No. 3	0 10	0 11
Mocha	0 21	0 25
Java	0 22	0 35
Santos	0 10¼	0 11½
Plantation Ceylon	0 26	0 30
Porto Rico	0 22	0 25
Guatemala	0 22	0 25
Jamaica	0 15	0 20
Maracaibo	0 14	0 20

SUGAR.

The week under review has been quiet, with a rather easier feeling. Despite the small stocks held by United States refiners, they have persisted in their indifferent attitude, keeping out of the market as much as possible. Receipts for week ending November 25 were only 26,193 tons, which only exceeded the meltings by 193 tons, and left total stocks in all hands of 102,828 tons, or nearly 86,000 tons less than same time last year. Of these, only 73,224 tons were held by refiners, which, it will be seen, is less than three weeks' supply at present rate of meltings, but, notwithstanding the strong statistical position, purchases of sugars to arrive have been very light. As we go to press we hear of sale of cargo centrifugal sugar 3 11-16c. duty paid New York, basis 96 degrees test, establishing 1-16c. decline for the week, and it may be that importers will release further parcels on this basis rather than put them into store. United States refiners are encouraged in their indifferent attitude by the prospect of the ratification of the Cuban Reciprocity Treaty. The Senate has arranged to take a vote on December 16, and, in the event of its passage, there will be no delay in its ratification by the two governments. Should this be effected about the date mentioned, the treaty will probably become operative on Saturday, December 26. The United States refined situation has been very disappointing to refiners, demand being very light and there being nothing to encourage them to hope for an advance. In New Orleans and San Francisco reductions have taken place in prices, but in the eastern markets quotations remain unchanged, with no special indications for the immediate future. Europe has fluctuated only fractionally during the week, 88 per cent. beet having declined to 8s. 4½d., basis f.o.b. Hamburg, which is the nominal quotation as we go to press. There is no change in the situation of growing crops, and there is nothing to indicate that American refiners are buying in Europe. Combined stocks of Europe and America at latest uneven dates were 2,053,828 tons, against 2,215,039 tons same time last year, the decrease being 161,211 tons. There are no changes to note in our local market, prices remaining as last advised, and there is a moderate amount of new business transpiring for actual requirements. We quote:

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb. "	4 68
St. Lawrence granulated	4 13
Redpath's granulated	4 13
Acadia granulated	4 03
Berlin granulated	4 03
Standard granulated (Wallaceburg)	4 03
Crystal granulated (Wallaceburg), 1902	3 93
Imperial (Dresden)	3 98
Beaver " (Wiarton)	3 98
Phoenix	3 98
Bright coffee	3 83
Bright yellow	3 78
No. 3 yellow	3 73
No. 2 "	3 53
No. 1 "	3 43
No. 1 " (Wallaceburg)	3 43
No. 1 " (Berlin)	3 43

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES

Cloves are a little higher, in fact, higher than for years, with a stronger market. In other lines the market continues tame. Prices, however, are steady

and unchanged, as holders have confidence in the future of the market, based on the favorable statistical position. New York at present is the cheapest market for most lines of spices. Locally brokers report business dull, but wholesalers are finding a very liberal drawing on their stocks. We quote :

	Per lb.			Per lb.	
Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" white	0 23	0 27	Cream of tartar	0 25	0 30
Ginger	0 18	0 25	Allspice	0 13	0 16

SYRUPS AND MOLASSES.

These lines are in good active demand, and prices are firm. There is an increasing call for syrup and also for molasses. An advance of 2c. per gallon on New Orleans is quoted as below. We quote :

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Bright		0 02½
Corn syrup, bbl., per lb.		0 02¾
" ½ bbls., "		0 03
" kegs "		1 30
" 3 gal. pails, each		0 90
" 2 gal. "		1 90
" 2-lb. tins (in 2 doz. case) per case		2 35
" 5-lb. " (in 1 ") "		2 25
" 10-lb. " (in ½ ") "		2 10
" 20-lb. " (in ¼ ") "		
Molasses—		
New Orleans, medium	0 23	0 30
" ½ bbls	0 25	0 32
" open kettle	0 45	0 50
Barbados	0 47½	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts		0 27½
1-gal. cans	0 95	1 00
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

RICE AND TAPIOCA.

No change is reported in these lines either in price or tendency since last week. We quote :

	Per lb.			Per lb.	
Rice, stand. B		0 03½	Sago	0 03½	0 04
Patna	0 05	0 05½	Tapioca	0 03¾	0 03¾
Japan		0 07	Carolina rice		0 10

TEAS

There is still an absolute scarcity of good Indian and Ceylon for price, and although the London market shows ¼d. to ½d. per pound decline on common medium grades, they would still cost 1 to 1½c. over price at which buyers can be found for importation, but unless the foreign markets should suffer considerable decline, the local price will have to advance, as importation can not be much longer delayed. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon - Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan - ½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

FOREIGN DRIED FRUITS.

The general supply of Grenoble walnuts arrived on Tuesday, having been delayed a week in New York. In dates, some sales for importation of car lots have been made for prompt shipment from England at 1c. per pound below deliveries now being made ex direct New York steamer. Cables from Patra show a firmer market for currants, and mark an advance of 6d. on last week's quotations. Tarragona almonds, which are not too plentiful on the market, there being several buyers for importation, have advanced 1s. per bag in Spain, making them cost 1c. more than for October shipments. The season is too far advanced for much interest to be taken in foreign markets for Valencia raisins, but some sales have been made between houses on the street, and it is not thought the quantity on hand here will be more than sufficient to tide over the holiday trade. Owing to the tremendous glut of freight in consequence of direct steamer and other late vessels unloading at Montreal at one time, dried fruits have been very slow in coming forward. Some houses report a smaller quantity of prunes selling this season than in former years, and attribute it to the large crop of apples ; higher prices are not looked for. There is a better demand for the better grades of table raisins, locally the cheap grades being in less demand than in former years. California raisins are also said to be receiving but a small call this year. Wholesales generally report the dried fruit trade on the whole very good this season. We quote :

CURRANTS.

	Per lb.			Per lb.	
Fine Filiatras	0 04½	up	Vostizzas	0 07	0 08
Patras	0 06	0 06½			

RAISINS.

	Per lb.	
Valencia, fine off-stalk	0 06½	0 07
" selected	0 07	0 09
" selected layers	0 08	0 09½
Sultana	0 06½	0 10
Californian seeded, 12-oz.	0 08½	0 09
" 1-lb. boxes	0 10½	0 11
" unseeded, 2-crown		0 07½
" " 3-crown	0 08	0 08½
" " 4-crown	0 09	0 10

DATES.

	Per lb.			Per lb.	
Hallowees	0 04½	0 05	Fards	0 07½	0 09½
Sairs	0 04½	0 04¾			

PRUNES.

	Per lb.			Per lb.	
100-110s		0 04	60-70s	0 07	0 07½
90-100s	0 04½	0 05	50-60s	0 08	0 08½
80-90s	0 06	0 06½	40-50s	0 08½	0 10
70-80s	0 06½	0 07			

CANDIED PEELS.

	Per lb.			Per lb.	
Lemon	0 10	0 12½	Citron	0 15	0 18
Orange	0 11	0 13			

FIGS.

	Per lb.			Per lb.	
Tapnets		0 03½	Elemes	0 09	0 20
Naturals	0 06½	0 09½			

APRICOTS.

	Per lb.	
Californian evaporated	0 10½	0 15

PEACHES.

	Per lb.	
Californian evaporated	0 08	0 12

NUTS

Hickory nuts, per basket	0 65	0 75
Cocoanuts, per sack		4 00
Jumbo hickory nuts, per lb		0 08
Italian chestnuts, per lb		0 10

COUNTRY PRODUCE.

EGGS.

The receipts of new laid eggs are very light and bring very high prices. On this account the trade are drawing largely on storage stock, of which the supply is not large, and dealers anticipate a shortage. Sales have been made this week to Montreal dealers for local consumption, as that market is also short of stock. We quote higher values all round as below :

Eggs, strictly new laid, per doz	0 30
" selected, per doz	0 25
" cold storage per doz	0 21
" pickled, per doz	0 20

WHITE BEANS.

The bean market is very quiet and values are a little lower than we have been quoting. Supplies appear sufficient and the demand not over brisk. We quote :

Beans, mixed, per bush	1 25	1 50
" prime, "	1 60	1 75
" handpicked, per bush	1 80	1 85

HONEY

The market is perhaps a little firmer since the colder weather. Supplies, however, are ample, and there are still stocks in producers' hands. Sections are more firm than extracted. There is a good average demand for both. We quote :

Honey, extracted clover, per lb	0 07	0 08
" sections, per doz	1 50	1 75

DRIED APPLES.

The dried apple trade has fallen largely into the hands of wholesale houses that make a specialty of preparing the apples for export shipment. There is not a great amount doing just yet. We quote :

Apples, dried, per lb	0 04½	0 04½
" evaporated	0 06	0 06½

POULTRY.

Strictly good stuff is very scarce, and the top article will readily bring the prices below. We quote :

Chickens, live per lb	0 07	0 08
Old hens " "		0 05
Ducks " "	0 08	0 09
Turkeys " "	0 10	0 11
Chickens, dressed, per lb	0 10	0 11
Old hens, " "	0 06	0 07
Turkeys, " "	0 12	0 13
Geese, " "	0 07½	0 8½
Ducks, " "	0 10	0 11

FISH.

The cold weather has resulted in a brisk market. The demand has been good and supplies generally fair, although cod and haddock have been scarce on account of the weather on the Atlantic coast. Tullibees and goldeyes are now in stock. Oysters are plentiful and meeting a good demand. We quote :

Whitefish, frozen, per lb		0 09
Trout, frozen, per lb		0 09
Herrings, fresh, per lb		0 07
British-Columbian salmon, frozen, per lb		0 12
Halibut, frozen, per lb		0 12
Perch, per lb		0 05
Mackerel, frozen, per lb		0 10
Haddock, per lb		0 07
Cod, per lb		0 08
Tullibees, per lb		0 06
Gold eyes "	0 04½	0 05
Finnan haddies, per lb	0 08	0 09
Bloaters, per box		1 25
Oysters, standard, per small pail		4 05
" selects " "	4 65	4 95

GREEN FRUITS.

The approach of the holiday season is having a good effect on the fruit market. Supplies are coming in in very good shape and quantity, while the demand is quite active. Messina lemons are off 25c. per box, and Florida grape fruit are down 50c. per box since last writing. California Emperor grapes of tempting quality are being offered at $3.50 per crate, and some luscious looking Florida tomatoes are held at $4.50 the crate. We quote :

Jamaica oranges, per bbl		4 75
" " per box		2 75
Florida " per box		3 50
Messina lemons, new, per box	3 00	3 25
Florida grape fruit, per box	5 50	6 00
Florida pineapples, per crate	4 00	4 50
California pears, per box		4 00
Bananas, large bunches	1 75	2 00
" small bunches	1 25	1 40
Apples, per bbl	2 00	2 50
Pears, winter varieties, per basket	0 25	0 40
Almeria grapes, per keg	5 50	6 50
California grapes (Emperor), per crate		3 50
Florida tomatoes, per crate		4 50
Cranberries, Jersey, per bbl		9 50
Limes, per case		1 25

VEGETABLES.

The vegetable market is now settling down to the regular Winter trade. Prices remain unchanged and supplies are being

brought out of store just about to meet demand. Complaint is heard that tomatoes now coming forward are frost bitten and in anything but a satisfactory condition. We quote:

Cabbage, per doz	0 40	0 50
" red, per doz	0 40	0 75
Potatoes, per bag		0 70
Potatoes, per bag, car lots		0 60
Sweet potatoes, per bbl	3 00	4 25
Onions, per basket	0 30	0 40
Onions, per bag	1 25	1 40
Spanish onions, per crate		1 00
Spanish onions, large cases		2 50
Bunch lettuce, per doz. bunches		0 30
Radishes, per doz. bunches		0 50
Spuds, per bush		1 00
Mushrooms, per lb	0 60	0 75
Mint, per doz bunches		0 20
Parsley, " "		0 20
Beets, per bush		0 40
Cauliflowers, per doz	0 75	1 50
Carrots, per bag		0 50
Parsnips, per bag		0 60
Vegetable marrows, per doz	0 40	0 75
Celery, per doz	0 25	0 60
Butter squash, per doz	0 75	1 25
Hubbard squash, per doz	0 75	1 50
Pumpkins, per doz	0 75	1 25
Yellow turnips, per bag		0 35
White turnips, per bag		0 50
Oyster plants, per doz	0 20	0 30
Leeks, per doz		0 30
Sage, per doz		0 10
Savoury, per doz		0 10
Citrons, per doz	0 50	1 00
Artichokes, per bush		0 75

SEEDS.

Alsike is rather dull with a little higher than quotations below for strictly first-class. Red clover is in good demand for choice seed, but most coming forward is second quality, and good seed is scarce. The timothy market is dull, but strictly fancy will command somewhat higher than prices below. We quote:

Red clover, per bush	5 50	6 25
Alsike "	4 75	6 00
Timothy, per "	1 10	1 35

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.

Ontario wheat is plentiful and Manitoba wheat scarce. Manitoba wheat No. 1 northern is ½c. firmer, also No. 2 northern. Red and white wheat are ½c. easier respectively. Oats are ½c. easier and peas 1c. easier. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 91½	0 92½
" " Northern No. 1 " "	0 88	0 88½
Manitoba wheat, " No. 2 " "	0 86	0 86½
Red, per bushel, on track Toronto	0 80½	0 81
White " " "	0 81	0 81½
Barley " " "	0 44	0 48
Oats " " "	0 32	0 33
Peas " " "	0 65	0 66
Buckwheat " " "		0 47
Rye, per bushel, " " "	0 56	0 57

FLOUR.

The demand for flour continues good and sales brisk. Ontario and Hungarian patents are respectively 10c. firmer. We quote:

Ontario patents, per bbl	3 80	4 05
Hungarian patents "	4 30	4 50
Manitoba bakers' "	4 00	4 15
Straight roller, "	3 50	3 60

BREAKFAST FOODS.

The market for breakfast foods continues brisk. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 50
" " " " " in wood	3 90
" " " " for broken lots	4 00
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 25
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

These lines have been meeting with a very moderate demand for the past few weeks and are still having a rather hard sale. The only change in this week's market is in lamb and sheepskins, which have risen 5c We quote

HIDES.

No. 1 green, per lb		0 07½
" 2 " "		0 06½
" 1 " steers, per lb		0 08
" 2 " "		0 07
Cured, per lb		0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive		0 09
" " " 2 " "		0 07
" " " 1 15 to 20 lb "		0 08
" " " 2 " "		0 06
Deacons (dairies), each	0 60	0 70
Lamb and sheep skins		0 80

WOOL.

Unwashed wool, per lb	0 09	0 16
Fleece wool, "	0 16	0 17½
Pulled wools, super, per lb	0 17	0 19
" extra "	0 20	0 21
Tallow, per lb	0 04½	0 05

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Nov. 28, 1903.

THE last goods to reach Dawson, according to advices brought out by travellers, had a close shave from being left on the river for the Winter. One boat is tied up at a point 100 miles up the river from Dawson, and she will stay there till Spring, as she is frozen to the bottom. There were at one time nine steamers stuck at various points on the way down the river.

In some cases the cargo had to be jettisoned to save the steamer, and in one or two cases the goods, such as potatoes, eggs, fruit and other perishables, were so badly frosted that they were useless. Cheese and condensed cream, which were among the articles frozen, may be of some use, but other goods are a total loss, except potatoes, which so long as they are kept frozen, may be used.

When the last boat left Dawson early in the month, the prices quoted for potatoes were 12½c. for frosted and 15c. per pound for sound. Eggs were already selling at $18 for the 30-dozen case, and they will be up to $27.50 before long; retail price is practically $1 per dozen now. The bettering of the trail as soon as the river is all frozen over will cause some small lots of eggs and similar goods to go in over the ice in warmed stage sleighs, but the prices inside will never go below what it costs to bring them in at this season. Last Winter a lot of over-the-ice eggs sold at $33 per 30-dozen case, but that was the top figure.

Butter is now 50c. per pound wholesale in Dawson and retailing at 75c. It is short in supply so far as indications go, though there is no way to round up the stocks which have been brought in. Condensed cream is selling at $9 and $10 per case. The supply is fair, that is supposing the frosted lots are in shape to use. Hams and bacon were jobbing at 35c. per pound. It would cost 45c. per pound to bring cured meats in over the ice, so that the price is likely to be up to that before long.

In flour and canned vegetables, Dawson merchants have a good stock, as nearly all this was got in earlier. As many of the houses ordered for shipment via St. Michaels and up the river, and later ordered for shipment via Skagway and White Horse, they have good stocks, as all the stocks via Skagway arrived in safely, and portions of the orders sent by the lower river were also received. Of course large quantities are hung up, and some orders were not all got in by The White Pass Co.

In dried fruits the standard jobbing quotation at last advices was 20c. per pound. At this figure there is a very good supply, and the price is not likely to go soaring very high. Fresh fruits are very short, as nearly all the apples and oranges were frozen coming down river. Lemons were too, but the stocks may be used, at least in part. It is not likely the oranges and apples will be any use.

* * *

One of the biggest sources of complaint by the shippers who have to send their goods into Dawson is that they prepay freight and then are not at all sure of getting it in. They may get one lot and the other part of the same order is stuck on the river for the Winter, or at White Horse, while they are out both freight and cost for months, and, in case of perishables, for good.

* * *

Hay and oats are now selling at 7c. per pound each wholesale. It is one of the curiosities of the trade in the north that hay is nearly always the same price per pound as oats. The fact that large quantities were stuck on the river has forced the price up to the figure quoted already. There are large outfits of teaming companies in various parts of the Klondike, and to them the price of feed is a serious matter. Another odd thing about the feeding of horses in the north is that the price seldom goes higher than 9c. per pound for hay and oats. If it goes above that, then it begins to pay to shoot. The horses are selected out and the better ones kept, while the poorer stock is all shot. It would not be possible to send them out of the country as the expense would, like the expense of feeding them, make it pay better to shoot.

* * *

The little Japanese orange, a familiar article on this market, has begun to make its appearance. The first lot, which arrived a week ago on the Empress of China, were too green to be very attractive. The last lot reached here yesterday, having been transhipped at Victoria from the Japanese steamship line steamer Riojun Maru. These are in better condition. The present local wholesale price is from 40 to 50c. per box. Later they drop to 30c. and sometimes 25c. per box.

The Jap orange has become a regular fixture of the Christmas market, coming in as it does on three or four steamers arriving from November 15 to January 1. The season is over then, but while it lasts there is no room for any other orange in the market. The fruit is very small, seedless, and with a flavor of its own. The boxes are about a foot square and eight inches deep, holding six dozen on the average. Of course the individual oranges are not half the size of a Florida or California orange.

So many people buy a box to send home, the retail price running from 35 to 50c. as a rule when they are plentiful, that other oranges cannot sell against them. They are shipped east as far as Calgary, but the express rate is against them going much further.

* * *

Some excellent apples from Coldstream ranch are still being received, and so far the stocks here are local in their origin. The high prices of Oregon and Washington fruit will likely keep them from coming here this season unless in very limited quantities.

* * *

A few California oranges are being received, but prices are high. The stocks of

Not

Yet too late

to order a stock of Xmas Confectionery. Take up the matter with us by correspondence if more convenient.

Our goods are the most satisfactory of any made in this country.

We also make "Quaker" Marmalade.

McGregor - Harris Co., Limited

33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO

CANADIAN AGENTS.

FISH AND OYSTERS

WHOLESALE.

The F. T. JAMES CO., Limited

76 Colborne Street, TORONTO.

Butter Eggs

Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co., ... Limited.

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

California fruits are very low now, as grapes are nearly over, a few green and red varieties being still in stock. Central American bananas are being well stocked at present, receipts of a car or two being noted.

* * *

In vegetables there is so far ample supply of Ashcroft, Agassiz, and other good varieties of potatoes. The reports from Ashcroft are that early frosts nipped many potatoes before the growers had taken them from the ground. This will curtail the stock of good Ashcrofts, and the growers there are too jealous of their good name to send down the injured potatoes to this market.

A change in the supply of dry onions is noted this year, the various districts being so far well able to supply the market. Some lots of half a car at a time have been received from local growers. Formerly nearly all the onions used during the Winter were shipped in from California, as well as the stocks sent north before the freeze-up on the Yukon. This season there are hardly any California onions in the market yet, and prospects are that it will be late in the Spring before any are needed.

* * *

The poultry market for the supply of Christmas trade is being watched by provision merchants with lively interest. Nearly all have ordered in advance, and the stocks are arranged for delivery from Eastern Canada, Smith's Falls sending the big majority of the quantity required. Prices for local retail supply have not yet been quoted, though some retail dealers are soliciting their customers' orders for Christmas delivery already.

* * *

Dairy produce is in relatively the same position as for the past two weeks. Stocks are fairly liberal, and supply of local make larger than usual at this season.

Eggs are all pickled stock now, and local fresh are so hard to get that instances of dealers paying 65c. per dozen for small lots, which they had to get for customers, have been quoted. It is not unusual for strictly fresh-laid eggs to reach 75c. per dozen for a short time in the Winter.

General trade is not so brisk as the approach of the holiday season should warrant. Industrial conditions are still very encouraging, much work, especially in the building line, being carried on, with every prospect of it continuing through the Winter.

QUEBEC MARKETS.

Montreal, December 3, 1903.

GROCERIES.

TRADE among the jobbers has been very quiet during the week, as navigation is practically closed, and the coastwise orders have all been filled. The recent decline in sugar was in sympathy with the lower New York market, and did not materially stimulate trade in this article. Teas are very quiet, in fact nothing of importance to note, and sales very small. China blacks are reported lower in stock in London owing to the firm prices ruling in low-grade Ceylons, and the opportunity to sell low-grade Chinas was not overlooked. Japans are firm, and few sales of any consequence reported. Ceylon greens though inquired for and bid on, are not readily obtainable. Canned goods are only interesting as far as the high price of corn is concerned, and the desire of everyone in the trade to hold up the price. One dollar is figure generally asked, though one lot was turned over (a small one) at $1.05. Tomatoes are unchanged. In other lines of canned goods the trade is very quiet. Spices continue strong. Coffees are unchanged and inactive. Syrups are in fair demand. In Barbados molasses a few shipments have been sold here by Newfoundland agents at prices somewhat lower than have been going lately. Rice and tapioca are featureless and only the usual trade doing. Foreign dried fruits are in good demand, the approaching holiday season stimulating business. Currants are given as higher at primary markets. New dates and nuts are receiving good attention; also figs. The manner in which dates and figs have of late been packed has tended to interest consumers more, the small and fancy packages being readily sold. Valencia and Malaga raisins are in good demand. In green fruits business has been quiet. California navel oranges are expected shortly, and this will put some life into the trade for a time. Fish business is very good, and will be much improved as soon as the weather sets in firmly and snow comes to stay. Potatoes are showing good business. Red onions continue scarce; Spanish, in cases, also high. The demand for eggs is as strong as ever, and as buyers are now becaming convinced that there is a serious shortage this Fall, the market is now very strong. A further advance is not improbable. The bean market continues weak, and prices have sagged somewhat since last week. Evaporated apples seem to have found their level. Owing to the continued strength of the wheat market prices of flour have been advanced. Increased prices are given in proper department. In grain there is little activity now except in oats, of which large deliveries are now being made from Western Ontario. As the quality of this season's crop is poor there is a very limited demand from Great Britain.

SUGAR.

Sugars are moving very quietly. A decline of 5c. per 100 pounds in all grades went into effect last Thursday, November 26, but the demand among the jobbers continues on the hand-to-mouth basis. Beets are reported stronger in foreign markets. We quote:

Granulated, bags and bbls		$4 05
" ½-bbls		4 20
" bags		4 00
Paris lump, boxes and bbls		4 60
" " ½-boxes and ½-bbls		4 70
Extra ground, bbls		4 45
" 50-lb. boxes		4 65
" " 25-lb. boxes		4 75
Powdered, bbls		4 25
" 50-lb. boxes		4 45
Domino lumps, boxes and bbls		4 50
" " ½-boxes and ½-bbls		4 60
Phoenix		3 90
Cream		3 75
Bright coffee		3 75
" yellow		3 75
No. 3 yellow		3 65
No. 2 "		3 45
No. 1 " bags and bbls	3 30	3 35
Raw Trinidad		3 10
Trinidad crystals	3 15	3 20

SYRUPS AND MOLASSES.

A fair amount of business is doing in syrups. The demand for same is steady. In molasses we learn that there is some blended Barbados offering. Newfoundland importers have sent a few shipments of Barbadoes to this market at prices

£9,600

Far from being displaced by the New Comers, ***JAPAN TEAS*** are not only holding their own strongly in Canada, but are yet gaining ground and still growing in popularity with the ***CANADIAN CONSUMER.***

THE PROOF:—We, for one firm, have this season imported from one Japan concern alone ***£9,600*** ($48,000) worth of High-Grade ***JAPAN TEAS,*** all bulk, no packets, and consisting mostly of the favorite ***"Gazelle" Brand Teas,*** fired and packed only by the renowned firm of ***Hellyer & Co., Japan.***

More than 60% of these Teas were sold ahead of arrival and eagerly awaited by the buyers.

WE OFFER YET:

"GAZELLE" H M at 22c.

"GAZELLE" F C at 24c.

400 ***ANOTHER ATTRACTIVE LOT,*** amongst others we imported this Fall, were ***Half-Chests "Duchess" Brand,*** shipped by ***Hunt & Co.,*** of ***Japan.***

This we quote to-day at 18c.

Our average sales of ***RODERICK DHU SCOTCH WHISKY*** since arrival, November 7th, of ***our*** **2,000** ***case lot,*** per SS. "Kastalia,"

50 cases per day.

HUDON, HEBERT & CIE.

WHOLESALE GROCERS AND WINE MERCHANTS,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

considerably lower than the market generally warrants, one sale being reported for round lot at 36½c., but ruling figures are from 38c. to 40c. in carload lots to jobbers, according to quality. We quote:

Barbados, in puncheons, old		0 39
" new	0 42	0 43
" in barrels	0 42½	0 44½
" in half-barrels	0 43½	0 45½
New Orleans	0 22	0 35
Antigua		0 37
Porto Rico	0 45	0 48
Corn syrups, bbls		0 02¾
" ½-bbls	0 02⅞	0 03
" ¼-bbls		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Bbls., per 100 lb		2 75
½-bbls. "		2 75
Kegs "		3 00
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

TEAS.

The market seems to be in a comatose condition. There is practically nothing doing among the brokers. The jobbing trade also report business very quiet, and it is not expected that any heavy trading will be done during the balance of the year. Ceylon greens are scarce, and offerings made through brokers here have been declined, indicating strong feeling abroad. The high prices in Ceylon blacks that have prevailed for some weeks past have enabled London to lower stocks of China blacks. The feeling generally in the tea market is firm. We quote:

Good to medium Japans	0 18	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14½	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21½	0 23
Common "	0 12½	0 15
Ceylon blacks	0 14	0 18
Indian "	0 11½	0 20

COFFEE.

No change to report on the coffee market this week. Prices are steady and the local demand weak. We quote:

Good cucutas	0 09	0 09½
Choice "	0 11½	0 12½
Jamaica coffee	0 08	0 10½
Java	0 17½	0 22

SPICES.

All grades of spices are firm with the exception of the continued weakness in ginger. Grinding peppers are not in good demand. We quote:

Nutmegs, per lb., as to size	0 40	0 60
Penang mace, per lb., as to quality	0 70	1 00
Pimento, ground	0 18	0 20
Cloves	0 20	0 25
Pepper, ground, black (according to grade)	0 18	0 24
" " white	0 27	0 29
Ginger, whole Cochin	0 17	0 19
" " Japan	0 13	0 14
" " Jamaica	0 12	0 18
" " African	0 12	0 13
Ginger, ground Japan		0 15
" " Cochin	0 19	0 20
" " Jamaica	0 18	0 20
" " African	0 13	0 14
Cassin	0 14	0 16

RICE AND TAPIOCA.

Both of these lines show no change since last report. Japan rice, if anything, is higher, though the jobbing trade have announced no change in prices. Tapioca, which lately advanced, is quiet. We quote:

B rice, in bags		3 40
" ½-bags		3 40
" ¼-bags		3 50
" pockets		3 50
In 10-lb bag lots an allowance of 10c. is made.		
CC rice, in bags		3 30
" ½-bags		3 30
" ¼-bags		3 40
" pockets		3 40
Imported Patna rice, in bags		4 02½
" " in ½-bags		4 75
" " in ¼-bags		4 87½
In the open territory prices are about 10c. less		

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
mp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25
Tapioca, medium pearl		0 02½	0 03
" seed pearl		0 03	0 03½
" flake			4 00
Imported Italian			0 09
Fancy Head Carolina			0 10

CANNED GOODS.

The canned goods situation is unchanged. Trade is very quiet among the jobbers with the exception of an active demand for corn, and as high as $1.05 has been offered for large lots. The ruling jobbing prices on corn seems to be from $1 to $1.05. Very few jobbers have been inclined to let go even at $1.05. It is realized that if corn reaches a figure where the retailer would have to sell it at from 12½ to 15c. a can the consumption would drop off 50 per cent., consequently the ruling price among the jobbers is $1. Tomatoes are unchanged. There is not much selling in canned fruits as yet, and will not be until about the middle of February. Other lines of canned goods are not especially interesting. We quote:

Tomatoes		1 05
Corn		1 00
Peas	0 87½	1 40
String beans	0 82½	0 85
Strawberries, preserved	1 40	1 60
Succotash		1 00
Blueberries		1 10
Raspberries		1 40
Lawtenberries, 2s		1 50
Raspberries, black		1 35
Gooseberries		1 55
Pears, 2s	1 40	1 60
" 3s		2 10
Peaches, 2s	1 55	1 67½
" 3s	2 40	2 60
Plums, Lombard 2s		1 30
" Green Gage, 2s		1 40
Cherries, red pitted, 2s		2 20
Baked beans, 3s		0 90
3-lb. apples		0 90
Gallon apples		2 20
2-lb sliced pineapples	2 00	2 10
Grated pineapples		2 40
Singapore whole pineapples		2 40
Pumpkins, per doz		0 95
Spinach		1 40
Sugar beets	0 90	1 00
Salmon, pink	0 90	0 95
" spring		1 40
" Rivers Inlet red sockeye		1 50
" Fraser River red sockeye	1 50	1 70
Lobsters, talls		3 45
" 1-lb. flats		4 00
" ½-lb. flats		2 25
Canadian Sardines, ¼s	3 65	4 00

FOREIGN DRIED FRUITS.

A good trade is being done in all kinds of dried fruits, the approaching Christmas and New Year trade stimulating sales. Currants are reported firmer at primary markets. A good trade has been done in new dates. Valencia raisins show no particular change. The demand is easing up among the trade, as most of the retailers have secured their stocks. We quote:

CURRANTS.

Fine Filiatras, per lb. in cases		0 05
" " cleaned		0 05¼
" " in 1-lb. cartons		0 06
Finest Vostizzas "	0 06¼	0 07½
Amalias "		0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½	0 09

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½	0 07
New, finest off-stalk, per lb		0 07½
Selected, per lb	0 07	0 07½
Layers "	0 07½	0 08

FIGS.

Comadres, per tapnet	1 00	1 10
Elemes, per box, new	0 75	0 85

DATES.

Dates, Hallowees, per lb	0 04½	0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11	0 12
Peaches "	0 09	0 09½
Pears "		0 12½

MALAGA RAISINS.

London Layers	1 75	1 90
"Connoisseur Clusters"		2 25
"Royal Buckingham Clusters," ½-boxes		1 15
"Excelsior Windsor Clusters"	1 50	4 60
" " ¼s	1 30	1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb		
" " seeded, in 1-lb. packages		0 10½
" " in 12-oz. packages		0 08

PRUNES.

	Per lb.	Per lb.
30-40s		0 09
40-50s		0 07½
50-60s		0 07
60-70s		0 06½
70-80s		0 06½
80-90s		0 06
90-100s		0 05
Oregon Prunes (Italian style) 40-50s		0 07½
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " " 90-100s	0 04½	0 04½
" " " 100-120s		0 04

GREEN FRUITS.

Business is very quiet just now, nothing of any consequence moving. The lack of snow is felt. It is expected that new California oranges will arrive shortly and business will receive an impetus. We quote:

Cocoanuts, per bag of 100		4 00
Canadian apples, in bbls	2 00	3 25
Pineapples, 24 to case		6 00
" 30 to case		5 50
Bananas	2 25	2 50
Canadian pears, per basket	0 40	0 50
Jamaica oranges, in bbls	3 50	4 00
" boxes		2 75
Sweet potatoes, per bbl		3 75
Spanish onions, cases		2 25
New Messina lemons 300's		3 75
" " " 360's		3 25
Florida oranges, per box		3 75

FISH.

Trade during the past few days has been very brisk. The demand for fish during Advent is always very good. Stocks of all kinds of fish are very light, in fact lighter than at the same period last year, and consequently prices are higher. There is a good demand for fresh British Columbia salmon and halibut. There is no whitefish of any kind to be had, and high prices are looked for. Good salt herrings are high and hard to get, also green codfish. The demand for smoked fish is good and growing. Stocks of finnan haddie are not large, and it is hard to obtain sufficient to supply the trade. Shelled oysters are quiet. Malpecques are high. We quote:

Bloaters, Yarmouth		1 00
Haddies		0 07
Smoked herring, per box		0 15
Fresh haddock, per lb	0 04	0 04½
Dore, per lb., frozen	0 06	0 06½
Pike, "	0 05	0 05½
Halibut, frozen, per lb	0 08½	0 09
Gaspe salmon, frozen, per lb		0 14
Frozen B.C. salmon, per lb		0 15
Steak cod		0 05
Fresh cod, market	0 03½	0 04
No. 1 Herring, Labrador, per bbl	5 50	5 75
" " " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl		6 50
No. 1 Scotch herring, " "		6 50
" " per keg		0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb		6 00
No. 2 green cod, bbls. 200		5 00
No. 1 green haddock, bbls. 200		5 50
Green pollock, bbls. 200		4 50
No. 1 large green codfish, new, per 200 lb		6 50
Boneless cod, 1 and 2-lb. blocks, per lb		0 06
" fish, " "		0 05
" " loose, in 25 lb. boxes		0 04½
Skinless cod, cases 100 lb		4 75
Dried codfish, new, per 100-lb. bundles		5 00
B. C. salmon, per bbl		13 50
B. C. Salmon, ½-bbl		7 25
Marshall's kippered herring, per doz		1 40
Canadian kippered, per doz		0 90
Canadian ½ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz		1 30
Canned cove oysters, No. 2 size per doz		2 25
Shell oysters, No. 1 Malpecques	6 75	8 00
" " " common	4 00	5 00
Standard bulk oysters, per gal		1 40
Selects		1 60

VEGETABLES.

A good business is being done in potatoes with a firm market. Carlots are reported at 63 to 65c., and Early Rose, 50 to 100 baglots, from 70 to 75c., and carlots at 63c. Canadian red onions continue scarce and are quiet at $3.50 to $3.75. Spanish onions, in cases, at $2.15 to $2.30 a case. Turnips, Quebec Sweets, at $12 per ton and 65c. per bag of 90

IN 12 MONTHS

we have distributed over

200,000 POUNDS

OF

Pure Gold Hand Picked Blends Coffee

without receiving a single legitimate complaint of quality.

Send us a trial order for any of the following grades most suitable for your trade, and we "Guarantee Satisfaction."

A	-	**32c.**	**D**	-	**25c.**
B	-	**30c.**	**E**	-	**23c.**
C	-	**28c.**	**F**	-	**20c.**
			G	-	**18c.**

Always uniform in quality. Shipped only in new Tins, not charged and not returnable.

No Quakers All grades are blended to produce rich, thick, Aromatic Coffee. The Coffees used are old crop, bold style, liquorice flavor and absolutely made free from dust or extraneous matter before roasting.

Pure Gold Mnfg. Co., LIMITED

TORONTO

Coffee Importers and Roasters

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Dec. 1, 1903.

WITH the close of river navigation there is less business in wholesale groceries. Most of the packets and steamers to bay ports are still running, and part of the Winter supply business yet remains to be done. Retail stores begin to feel the holiday demand. St. John has as fine retail stores as there are in Canada, and certainly their show windows at this season could not be surpassed. Winter port business is now in full swing, with steamers arriving almost daily. This means much to the city, particularly to laborers and provision people. The general public also feel the effect of the advanced price of poultry. No complaint has been heard from any quarter. In markets the firm price of tomatoes is a feature. Cream of tartar and hops are firmer, with spices higher, particularly cloves.

OILS.

The firm market continues in burning oil. Present price is high, but a further advance is expected. While future orders were booked at the lower prices, dealers will not book ahead at present figures. In linseeds sales are light and prices low. While it is early to talk of Spring business, the outlook is for low figures. Turpentine continues firm at full figures. Lubricating oils are firm. Fish oils are scarce and high. We quote :

American White	....	0 23
Best Canadian	....	0 22½
Prime	....	0 22
Linseed oil, raw	....	0 54
" boiled	....	0 57
Turpentine	0 88	0 89
Cod Oil	0 34	0 37

SALT.

Winter steamers have already landed between ten and fifteen thousand bags of Liverpool coarse salt. Prices are unchanged. This is a large market. A large part of the above has already been shipped to outside points. In fine salt the sale is limited at this season. We quote :

Liverpool coarse, per bag	0 60	0 65
English factory-filled, per bag	1 00	1 10
Canadian, per bag	....	1 10
Cheese and butter salt, per bbl	2 25	2 35
" " 5-lb. bags, per bbl	....	3 10
" " 10-lb " "	....	2 85
" " 20-lb. wood boxes, each	....	0 25
Canadian fine 10 " " "	....	0 15
" " 25 " " "	....	0 25
" " cartoons, per case	1 90	2 00
English bottled salt, per doz	1 25	1 30
Mineral rock salt, selected lumps, per 100 lb	0 60	1 00

CANNED GOODS.

Tomatoes are in light supply, with prices working up slowly but surely. Already there is inquiry regarding the price of American, though, as yet, none have been imported. Corn and peas are firmly held. There is a fair stock of blueberries. Stocks of all lines of fruit are light. In salmon, Springs, for which there is a large demand, are light supply. Some fine cohoes are offered. In domestic canned fish prices are firmly held, particularly sardines. We quote :

Tomatoes, 3's	1 10	1 25
Corn	0 90	0 95
Peas	0 90	0 95
String beans	0 85	0 90
Strawberries	1 50	1 75
Blueberries	1 00	1 20
Raspberries	1 40	1 50
Pears, 2's	1 60	1 75
" 3's	2 10	2 25
Peaches, 2's	1 65	1 75
" 3's	2 50	2 75
3-lb. apples	....	0 95
Gallon apples	2 00	2 15
2-lb sliced pineapples	2 00	2 30
Grated "	2 00	2 50
Sugar beets	0 95	1 00
Salmon, pink	....	0 95
" cohoes	1 25	1 35
" spring	1 35	1 50
" sockeye	....	1 50
Domestic sardines, oils, ½	3 25	3 30
" mustards, ½	3 00	3 10
Kippered herring	3 25	4 00
Finnan haddies	3 25	4 00
Corned beef No. 1	1 50	1 60
" No. 2	2 60	2 70

GREEN FRUIT.

Apples have been plentiful and prices lower. Nova Scotia schooners brought these here. The cold weather has tended to hurry the schooner men away, and as a result they accepted prices below the market. It would be a great improvement if this fruit were handled through commission men instead of by the schooner captains. New lemons are offered low. Oranges are unchanged ; Jamaicas hold the market. Malaga grapes are low. Both Nova Scotia and Cape Cod cranberries are offered. We quote :

Jamai a oranges, bbls	5 00	6 00
" " boxes	3 00	3 50
Messina lemons	3 00	3 50
Cocoanuts, per bag of 100	4 00	4 50
Bananas, per bunch	2 00	2 50
Apples, N.B. and N.S. and Ont	1 50	3 50
Grapes, per bbl	4 50	5 50
Sweet potatoes	4 00	4 50
Cranberries	8 00	10 00

DRIED FRUIT.

This is a busy line ; all new goods are now in. In raisins, Valencia stock received is particularly good, and the same is even truer of Malaga loose muscatels. The only fancy layers offered are Malagas. In California loose muscatels some offered outside the association at cut price helped the sale. Seeded fruit has a large sale. In currants package cleaned have a large demand. In these and seeded raisins a considerable quantity of New York prepared goods are offered. Peels are a light supply. A small quantity of new dates are here and full prices are asked. Figs sell freely at even prices. Evaporated apples keep low. Onions are rather higher. In nuts, filberts and walnuts are higher. We quote :

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06	0 06½
Selected, per lb	0 06½	0 07
Layers, new, "	0 07	0 07½

MALAGA RAISINS.

London layers	1 75	1 90
"Connoisseur Clusters"	2 25	2 50
"Royal Buckingham Clusters," ½-boxes	....	1 15
"Excelsior Windsor Clusters"	4 50	4 60
" " ½s	1 30	1 40
Loose muscatels, 50s	0 08	0 09
Malaga, choice, seeded	0 09	0 09½
" fancy, seeded	0 10½	0 11
Loose muscatels, per lb	0 08	0 09½
" " seeded, in 1-lb. packages	0 09	0 10½
California " "	0 10	0 10½

CURRANTS.

Fine Filiatras, per lb. in cases	....	0 04
" " cleaned	....	0 06
" " in 1-lb. cartons	0 06¼	0 06½

PRUNES.

	Per lb.			Per lb.	
30-40s	....	0 08½	70-80s	0 06½	0 07
40-50s	0 08	0 08½	80-90s	0 06	0 06½
50-60s	0 07½	0 08	90-100s	0 05½	0 06
60-70s	0 07	0 07			

APPLES.

	Per lb.			Per lb.	
Dried	0 04	0 04½	Evaporated	0 06	0 06½

ONIONS.

Canadian onions, per bbl	3 25	3 50
" " per bag	....	1 60

FIGS.

Comadres, per tapnet	....	1 20
Elemes, per lb	0 10	0 20

DATES.

Dates, Hallowees, per lb	0 04	0 05
" Sair	0 03½	0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 12½	0 13
Peaches "	0 09½	0 10½
Apples	0 06	0 06

PEELS

Citron	0 15	0 15½
Orange	0 12	0 12½
Lemon	0 12	0 12½

SUGAR.

In standard granulated and yellows prices are lower. The price of domestic bag granulated is unchanged. There is a steady sale. We quote :

Redpath's granulated	....	4 15
St. Lawrence "	....	4 15
Acadia "	....	4 10
" " in bags	....	4 00
Bright yellow	....	3 80
Med. "	....	3 50
Paris lumps, in 50-lb. boxes	0 05	0 05½
Powdered	0 05¼	0 05½

MOLASSES.

Porto Rico is chiefly offered. Stocks are not large and there is a good general demand. Prices are firmer. Some Barbadoes and New Orleans is offered. For the latter there is improved demand. We quote :

Barbados	0 40	0 42
Porto Rico	0 43	0 45
New Orleans	0 35	0 38

FISH.

This is a quiet time. The season is early for frozen fish, but already some are offered. Of late years frozen herring, which were largely handled formerly, have been in light supply. A fair catch of smelt is reported from the north shore. There is a better supply of finnan haddies, for which there is a large western demand. Dry fish, pickled fish and smoked herring are firm. We quote :

Haddies, per lb	0 06	0 06½
Smoked herring, per lb	0 11½	0 12
Fresh haddock and cod	0 02½	0 03
Boneless fish	0 04½	0 05
" Pure cod	0 05¾	0 06½
Pollock, per 100 lb	....	2 25
Pickled herring, per ½-bbl	2 25	2 50
Dry cod	4 00	4 45
" small	3 00	3 25
Pickled shad, ½-bbl	....	6 00
Halibut	0 12	0 15

FLOUR, FEED AND MEAL.

While wheat is tending higher, there is as yet no change in flour. Oats are easier. Oatmeal is unchanged. Cornmeal continues low. Beans have a fair sale at even prices ; hand-picked are not freely offered. Split peas and barley are scarce. We quote :

Manitoba flour	$5 20	5 40
Best Ontario	4 65	4 70
Medium "	4 15	4 50
Oatmeal	4 00	4 25
Cornmeal	2 65	2 75
Middlings, in small lots	23 00	24 00
Oats	0 40	0 42
Hand-picked beans	2 00	2 05
Prime "	1 85	1 90
Yellow eye "	3 25	3 35
Split peas	5 00	5 25
Barley	4 25	4 40
Hay	10 00	12 00

TRADE NOTES.

A. L. Goodwin has received a car of dates, the first new goods to arrive. They cost higher than the later shipments.

F. J. Reid & Co., Moncton, landed a car of barley and split peas this week, shipped by John McKay, Limited.

Maritime Spice and Coffee Co. have received a shipment of California seedless raisins. Price is low.

A larger quantity of New Orleans molasses is arriving than for months. The high price of other grades and the fine quality of New Orleans offered creates a demand which is all the greater because of the small packages.

Holiday demand, together with loss of time in moving, has caused difficulty in shipping orders for "Red Rose" tea as promptly as dealers have wished. Extra facilities are being added by the shippers, which will mean no delays in the future.

NOVA SCOTIA MARKETS.

Halifax, November 30, 1903.

BUSINESS has been brisk during the past week, and the December outlook for trade in this province is excellent. The only untoward incident to record is the assignment of a King's County trader under very aggravating circumstances, involving a number of Halifax wholesale houses in considerable financial loss. There are some ugly stories afloat regarding this assignment, and some of the creditors are disposed to demand a pretty searching investigation. Another thing that is causing comment is the withdrawal of funds from the Maritime Provinces in order to invest them elsewhere, on the plea that better returns are available. In some cases merchants who have been accustomed to receive considerable accommodation have lately been refused it, being therefore compelled to secure long credit from their supply houses or curtail their operations. The contention of business men is that a bank should look after the local business from which it ordinarily derives its profit, even though in times of stringency it can make more profitable use of its funds in the United States or for the movement of our western crops. At any rate, merchants who find their relations with the bank suddenly interfered with and their privileges curtailed without just cause, are put to much inconvenience, and would seem to have just ground for complaint. Possibly some of our banks have been too liberal in the matter of credit, and a little closer drawing of the lines in some quarters may result in benefit rather than injury.

• • •

On Friday the Acadia Refinery reduced the price of sugar 5c. per 100 pounds. In passing it may be remarked that this refinery has just closed a very successful year, and has paid the largest dividend in its history. The passage of the Cuban Reciprocity Bill by the United States Congress in the opinion of many of our West Indian merchants will have no immediate effect upon the market for raw sugar, as the combined stocks in Cuba and the United States are less than at this date last year. Molasses continues firm for genuine Porto Rico, but there is a considerable quantity of blended molasses offering at a slight reduction from published quotations.

• • •

Retailers throughout Nova Scotia and Prince Edward Island were fortunate in having bought their burning oil previous to the advance in price, thereby saving at least 81 a barrel. Fully 90 per cent. of these merchants bought their season's supply early, and are therefore reaping a benefit from the advance in prices. Importing companies are still busy filling these advance orders in full, notwithstanding the fact that they cannot replace the oil at the prices at which the sales were made.

• • •

The first lot of boneless codfish from the new establishment of Black, Bros. & Co., Limited, at La Havre, arrived at the headquarters warehouse at Halifax last week, and local dealers and experts pronounce it a very superior article. It is put up under five different brands, and the company expect to find their chief market in Ontario and the Northwest, where they purpose to do considerable advertising next year in order to stimulate the demand. Notwithstanding the stormy weather of late the local market at present is fairly well provided with fresh fish, and some shipments are being made to inland points.

• • •

There is great activity in shipping circles, five ocean steamers being now loaded at the I.C.R. terminus. A broken wheel in the grain elevator caused some delay, but it has since been remedied. The local produce market is now well supplied owing to the arrival of a large number of schooners from Prince Edward Island. Prices, however, have been pretty well sustained, and, as future arrivals will be less numerous, the market will shortly regain its firm tone. Shipments of butter have come to hand from western points, and the scarcity of supply in this article is now remedied. Eggs are firm at 22c. Cheese is steady at 12c. in a jobbing way. The market is lightly supplied at present with geese and turkey.

Clark's Sliced Smoked Beef

Makes a delicious winter breakfast. Starts the day right.

No grocer can go astray recommending Clark's Sliced Smoked Beef. The more he tries, the more he'll sell—and keep on selling.

Try it and see.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS. COCOA

THE HAMILTON BROS. CO,, LIMITED.

LETTERS patent have been issued granting a charter under the Ontario Companies Act creating William H. Hamilton, merchant; James Hamilton and Malcolm Gadway, millers, all of the village of Glen Huron, County of Simcoe, Province of Ontario, and Alfred J. Sprott and Hector Hay, both of the village of Singhampton, in the County of Grey, province aforesaid, merchants, a corporation under the name of The Hamilton Bros. Co., Limited, to acquire the business of general merchants, millers and lumber manufacturers, carried on by Hamilton Bros. at Glen Huron, in the County of Simcoe, and Singhampton, in the County of Grey, to carry on such business as has been conducted by Hamilton Bros. within the Province of Ontario. The share capital of the company is fixed at $25,000, divided into 250 shares of $100 each; the head office of the company to be at the village of Glen Huron, and the provisional directors the gentlemen hereinbefore mentioned.

CUP QUALITY COUNTS—Therefore handle

S. H. & A. S. EWING'S
High-Grade COFFEES

Established 1845

S. H. & A. S. EWING
The Montreal Coffee and Spice Steam Mills
55 Cote St., MONTREAL, P.Q.

FACTORY IMPROVEMENT.

Editor CANADIAN GROCER:

Dear Sir,—I was pleased indeed to see in your issue of Nov. 20 a cut of the Upton jam factory, but it gives a very faint idea of what the conditions really are there. The City Improvement Society, which I take a great interest in, offered prizes last year for various improvements in the surroundings of business places in Hamilton. In front of their factory Upton & Co. had a beautiful lawn, handsome window boxes, and as their place is at the corner of a street, instead of an unsightly fence, they had a beautiful rockery built which served the purpose of preventing trespassers from going over the lawn on a short cut, and in the Autumn it proved a veritable beauty spot. I am sure their men when going to and from work must feel happier and better on account of their beautiful and cleanly surroundings.

This city improvement question is assuming in the United States and in some places in Canada a splendid asset, and the merchants and manufacturers who keep sloppy places and sloppy surroundings will soon be relegated to the past. A few years ago our aldermen and citizens generally in Hamilton looked upon the Improvement Society as an interfering one, but to-day recognize it as a blessing in disguise. The press here has given us splendid assistance, always ready and willing to aid in every possible way. Get the papers on your side and you are alright. Of course we have had to knock up against the "chronic kicker," but that is now a thing of the past here, and we receive support from both rich and poor.

Our secretary, Mr. N. D. Galbraith, who is really responsible for what has been accomplished in Hamilton, will be glad to furnish information on application, and you will be pleased to know that he was at one time a retail grocer in the city.

Apologizing for this intrusion,

R. TASKER STEELE.

Hamilton, Ont., Dec. 1, '03.

EXPORT APPLE REPORT.

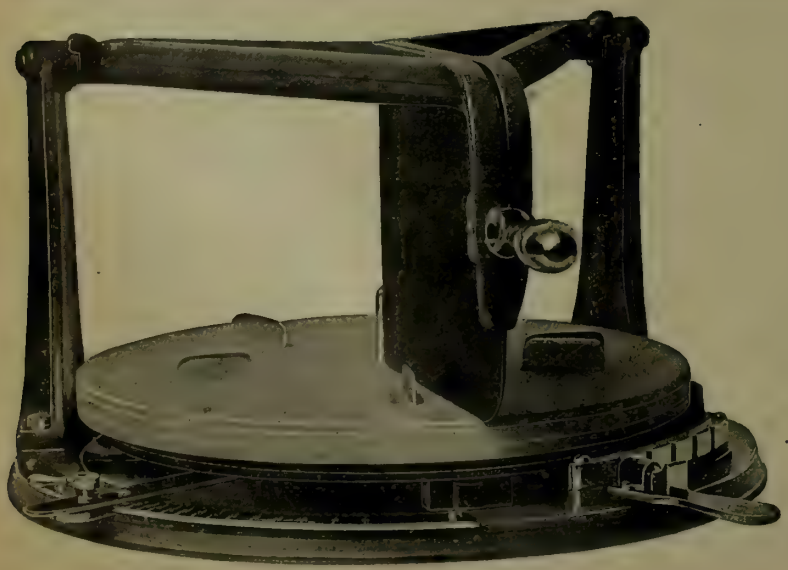
The following estimate of the apples exported for week and season ending Nov. 28 was compiled by Mr. Fred. Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Various.	Total.
Montreal	18,828	6,862	10,354	13,445	49,489
Portland	18,023	9,853	....	....	27,876
New York	4,845	7,888	3,620	38,272	54,625
Boston	36,746	6,729	10,204	2,593	56,272
Halifax	....	20,414	....	....	20,414
St. John	....	1,314	....	....	1,314
Week's total	78,442	53,060	24,178	54,310	209,990
Same week, 1902	75,822	37,701	26,049	39,762	179,334
Season to date	1,061,164	490,846	353,025	372,296	2,277,331
Last " "	83,0201	210,347	305,521	136,718	1,482,787

The following cable was received by Mr. Barker re the Liverpool apple market of Wednesday, Dec. 2:

"36,000 bbls. selling; if the quality is superior, market active, prices steady; if the quality is inferior, market demoralized; Baldwins, 11s. 6d. to 16s.; Greenings, 14 to 16s.; Spies, 10 to 15s.; Russets, 13 to 18s."

Four men were burned to death and property destroyed to the value of $300,000 as the result of a fire in the wholesale grocery house of Allen Bros., Omaha, last week.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

Keeps Cheese Fresh.
Easy to Operate.
Saves from Waste.
Pleases every Customer.

Sold on Easy Terms. Write us for particulars

The Computing Scale Co. of Canada, Limited,
64 KING ST. WEST, TORONTO

That Delicious Fresh Fruit Flavor

is always found in

GOODWILLIE'S FRUITS

Put up only **IN GLASS**

HAVE YOU ORDERED?

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Machine-Cut Mixed Peel

½-LB. AND 1-LB. DRUMS.

IN DEMAND

on account of its **keeping qualities, Cleanliness and labor saved** to the housekeeper.
ALWAYS READY.

BE SURE TO STOCK IT.

ROSE & LAFLAMME,
Agents,
MONTREAL.

It Costs Nothing

to get our prices. Write and see what we can do for you. Just now we are doing what our competitors accuse us of—

CUTTING PRICES

ON

Currants,
Cleaned and Uncleaned.

Gray's Peel,
Lemon and Orange.

Selected Raisins,
Various Brands.

Seeded Raisins,
"Horse Shoe" Brand.
THE HANDSOMEST PACKET ON THE MARKET.

TEAS

We quote: New Japan, 16½c.; Young Hysons, 13c.; Indian Pekoe Souchong, 13½c.; Indian Pekoe, 15c.; Indian Orange Pekoe, 17c.; Ceylon Orange Pekoe, 18c.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main. / 870 " }

48 WELLINGTON ST. EAST, TORONTO.

Dependability

As to QUALITY and PRICE accounts for the vast quantity of orders we have now booked for Xmas delivery.

Our ambition is to please our customers, and we send goods we think will --we also give you the benefit of any decline in price.

Order now and be sure of having your Xmas Goods for Xmas Trade.

Phones Main 645 3394

McWILLIAM Mc. AND E. EVERIST

25 Church Street, Toronto.

XMAS

Goods Now Arriving.

Extra Fancy Northern California Navels

Extra Fancy Florida Oranges

Extra Fancy Malaga Grapes

Extra Fancy New Messina Lemons

New Dates, Figs, etc., and Nuts of all kinds.

The above are in stock, all finest quality.

Fancy Sweet Sonoras, all sizes, also **Valencia Oranges, 420's and 714's due in a few days.**

SOLICITING YOUR ORDERS.

HUGH WALKER & SON,
GUELPH, ONT.

GREEN FRUITS

Doings of the Fruit Growers.

THE Ontario Fruit Growers' Association, a partial report of whose annual meeting at Leamington appeared in last week's "Grocer," re-elected all their officers and directors for the ensuing year. The principal officers therefore are :

President—W. H. Bunting, St. Catharines ; Vice-President—A. McNeil, Walkerville. Mr. W. W. Cox of Collingwood, was replaced on the board of directors by Mr. A. E. Sherrington, of Walkerton.

A committee, consisting of W. H. Bunting, A. McNeil, and Murray Pettit was appointed to act with kindred societies on matters of mutual interest.

By resolution the association recommended that the commercial apple box for Canada be about one-third the capacity of the commercial apple barrel, and the inside dimensions 10 inches by 11 inches by 20 inches. The pear box would be half the depth and half the capacity of the apple box. The secretary is instructed to communicate this important decision to horticultural societies in other provinces with a view to securing the general adoption of this standard.

It was decided before concluding the meeting of the association to hold the next meeting in Toronto. A plan was also discussed and decided upon for holding a winter fruit fair in Toronto at the same time. The intention is to interest all fruit-growers in this way, and bring them together at a competitive fair, thus stimulating them to more earnest effort. If successful the venture will probably be made an annual event, doing for fruit-growers what the Guelph Fat Stock Show does for live stock breeders.

Cuba's Fruits.

One of the most promising industries of Cuba is the cultivation of fruits, exports of which in 1902 were valued at $1,906,600, says a writer in Dun's special Cuban number. The northern part of the Province of Santiago de Cuba promises to become one of the great banana raising districts of the world, and the western part of the island already has such rank as a pineapple growing country. The Cuban pineapples are pronounced superior in flavor by American importers to any known on the market, and exports of this fruit from the island this year amounted to 716,000 crates, being a heavy increase over shipments of the previous year. The soil and climate of Cuba are adapted to the raising of oranges equal in flavor to those grown anywhere. The fruit has practically grown wild heretofore, but in the past four years many thousands of trees have been set out, and next year the American public will have an opportunity to test the lusciousness of this fruit, which is now being carefully cultivated by their countrymen in Cuba, with excellent prospects.

Cranberries in the West.

Advices from Tacoma this week state that cranberry growing is being started on an extensive scale along the coast of Washington between Gray's Harbor and Willapa Harbor, and between Willapa Harbor and Columbia river.

Along these coasts are found hundreds of acres of wild cranberry vines, giving large yearly yields, and for a number of years one company has cultivated the berry with excellent results. Its cranberry bogs are now being extended and new companies will be organized to convert wild cranberry marshes into cultivated ones.

Expert cranberry growers are to be brought from Cape Cod and systematic effort will be made to supplant New England cranberries west of the Rocky Mountains. Cranberry marshes also extend along the Oregon coast, giving a field for similar operations there.

Apples Frosted.

THE late cold snap played hob with all kinds of things, says a Winnipeg paper, but perhaps Manitoba's supply of winter apples in transit came off the worst of the lot.

Apple barrels were scarce in the east this fall, going up to all kinds of fancy prices, and this naturally delayed the shipment of winter apples, though as a matter of fact apples have come through quite as late in other seasons and taken no harm. The little drop of the thermometer was inconsiderate enough to occur just when the big lake steamers had discharged thirty-six car loads of apples at Fort William. There are about 160 barrels to a car, and each car is worth about $500, so that the matter is a serious one financially.

When the apples arrived at Fort William the railway company had not sufficient refrigerator cars to ship them, indeed it is claimed that no railroad in

America would have sufficient cars for such a shipment at anyone point on short notice. With a view of doing the best they could with the stock the C.P.R. loaded the apples into box cars, set up a stove in the centre of each car, put on a man to look after every three cars and rushed the apples through to Winnipeg in twenty-two hours. In spite of these precautions the apples are frozen ; how much or little has not yet been fully determined, but the fruit men consider the damage heavy. Of the cars coming in one dealer owned as many as seven, others some three, some four, and the bulk of these apples were for reshipment to country points. The fact that they are frozen at all prohibits them being reshipped. The question of who is to blame and who will have to stand the loss is the one that at the moment is uppermost in the minds of the fruit men. So far as could be learned the apples are all bought outright ; none were on consignment. Apples but slightly frozen are still usable, but frozen apples shrink, making them loose in the barrel ; in handling they get badly bruised and when thawed out rot rapidly, and are therefore very unsatisfactory stock to handle.

The railway officials refused to talk in the matter and the fruit men, beyond giving the actual facts to amount in transit, and that the apples are frozen have nothing as yet to say as to what action will be taken. It was learned from an outside source that fruit men are taking legal advice in the matter.

Apples from America.

The largest shipment of apples which ever left New York arrived at Bremen Wednesday on the North German Lloyd steamer Main, which sailed from New York, Nov. 19. It consists of 22,929 barrels and 1,540 boxes.

Fruitful Nova Scotia.

THE GROCER is indebted to Mr. M. G. De Wolfe, Kentville, N.S., for the following very convincing summary of the advantages of the fruit growing district of Nova Scotia, which is taken from a circular issued by Editor H. G. Harris, of the Kentville Advertiser :—

Probably no section of Canada has enjoyed such unusual prosperity the present year as the famous fruit-growing section known as the Cornwallis and Annapolis Valley in Nova Scotia. The county of Kings occupies the central part of this valley and includes about two-thirds of it.

In this valley this year, the crop for export has been estimated at 500,000 barrels. Up to Nov. 15 about 232,000 barrels had been shipped from Halifax and Annapolis to the British market, and quite a quantity had also been sent to that market from here through the port of Montreal. With this large shipment for two months of the season it is probable that over 500,000 barrels will go from this valley to Europe during the whole season. The quantity for home consumption, local markets and for export to the United States would also make up a large additional quantity.

The prices realized for this fruit ranged from $2 per barrel up to $6. The average price would be about $2.50 per barrel. For the half million barrels of apples, besides the quantity sold in the local and American markets, our growers will receive in cash this year fully one and a half million dollars. In addition to this, an enormous oat crop, a fair potato yield in this famous potato-producing district and other means of income, our farmers will have all the funds they require to purchase not only the necessaries of life, but will be heavy purchasers in what are considered luxuries.

ORANGES FOR XMAS.

"Broncho Brand" NAVELS MEXICANS FLORIDAS
VALENCIAS JAMACIAS

We have the finest stock of oranges on the market and we are leaders in low prices

XMAS HOLLY. We have a decided novelty. Holly packed in cardboard boxes ready for retailing. No trouble, mess or waste; also regular-sized cases

Send at once for our XMAS PRICE LIST.

WHITE & CO.,

Wholesale Fruit and Commission Merchants, TORONTO, CANADA

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, ENGLAND

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

References THE TRADE. L.D. 'Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker,

Correspondence Solicited. TORONTO, CANADA.

Christmas Fruits.

Get our quotations before placing your Christmas orders. It will pay you.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

Xmas Anticipations

Oranges—All kinds
Lemons—New Messinas.
Nuts—All varieties.

PRICES RIGHT.

Address just . . .
CLEMES BROS.
TORONTO.

The **DAWSON Commission Co., Limited**

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

VICTORY!

Read this Judgment:

His Honour Mr. Justice Curran's Decision in LEFEBVRE vs. LANDRY

(CHINESE STARCH CASE).

Lefebvre vs. Landry.—Plaintiff presented a petition to the court asking for an interim injunction against the defendant, whom he charged with having fraudulently placed upon the market packages of starch for sale which bore a label imitating his registered trade mark for Chinese starch. The interim injunction was granted on the 6th of May, 1903, and the present action is for the purpose of having said injunction declared perpetual.

Plaintiff alleges that he is a starch manufacturer in the city of Montreal. That on the 26th of April, 1899, he caused to be registered in the Department of Agriculture at Ottawa a trade mark as a label for packages of starch bearing a representation of a Chinaman ironing a shirt with the word "Empois" at the top of the label and "Chinois" at the bottom. That shortly afterwards he made some alterations, adhering to the main feature of the Chinaman ironing a shirt on a table, and that he has ever since used this label as his trade mark. He alleges that he has spent large sums of money in advertising his starch through the newspapers, by means of pamphlets and a host of devices, and that he has succeeded in building up a very extensive trade. Defendant, he charges with having in the month of September, 1901, and ever since put in the market packages of starch known as "Empois diamant" for the fraudulent purpose of palming it off as the Chinese brand of plaintiff. That the packages are of the same size and make up, that the directions for use have been printed on the sides of the packages being copied almost verbatim from plaintiff's packages in English and in French, and that the whole label is a fraudulent imitation of plaintiff's trade mark. He claims $2,000 damages, and asks for a perpetual injunction. Defendant denies the main allegations of plaintiff's action. He points out that instead of the Chinaman ironing a shirt he is using a woman dressed differently from the Chinaman, with varying colors. He contends that the public cannot be deceived, at least, that no person of ordinary intelligence could be imposed upon. Further, he says that the department of trade marks in the Department of Agriculture at Ottawa has granted him a trade mark, and that this is more than a presumption that there is no infringement. That the word "Chinois" being the name of a nation is not susceptable of registration, and in any case that plaintiff has suffered no damage. In one of the authorities quoted by defendant, Morse vs. Martin, Dorion's reports, vol. 3, page 353, we find the following quotation from Sebastian on trade marks, page 76, which is applicable here: "All that courts of justice can do is to say that no trader can adopt a trade mark so resembling that of a rival as that ordinary purchasers, purchasing with ordinary caution, are likely to be misled." Plaintiff here has established his allegations in the following particulars. He has built up a very extensive trade in this Chinese starch. He succeeded in so doing not only by quality of the starch, but by most lavish advertising, which must have cost him a large sum of money. He obtained a trade mark, the central idea of which is the Chinaman ironing a shirt. Defendant has merely substituted a woman in the place of the man, and it is proved that she has been spoken of as "la Chinoise." A young man in the employ of the plaintiff who was contemplating going into the starch business with his brother or with defendant, took one of the labels of plaintiff to a designer and told him to imitate it, but not to go too far. The intent of this young man was evidently fraudulent. A great many witnesses have been examined who contradicted each other as to the general resemblance of the labels. The size of the packages of plaintiff and those of defendant is identical, defendant has stolen the directions on the sides of plaintiff's labels, they are the same almost verbatim. The court is convinced that defendant's intentions were fraudulent, and that he has succeeded in getting up a label which is misleading. It would take too long to go into all the particulars of an exhaustive investigation. The damages suffered by the plaintiff, it is most difficult to prove, they are not extensive, owing to the proceedings having been adopted at an early date, this court considers that $25 will cover what plaintiff actually lost, but the injunction will be declared perpetual, and besides the damages of $25 defendant must pay the costs of injunction proceedings.

"There is only <u>One</u> genuine Chinese Starch and it is made only by"

OCEAN MILLS, - Montreal, P. Q.

Protect the Roof

And Protect Your Pocket

BY USING ONLY

Eastlake

Steel Shingles

They are the easiest of all to apply, and once on give a more durable, tight, perfect protection from weather, fire and lightning than any other shingles.

Think it over.

By using Eastlakes you avoid spending money on repairs.

THE

Metallic Roofing Co., Limited

TORONTO, MONTREAL, WINNIPEG

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

GOOD BIRD SEED

is just as important to the grocer's trade as good butter or anything else. Bird fanciers must have the best, and they recognize the best in **BROCK'S BIRD SEED** and ask for it.

Be ready for the demand.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

THE TEMPLETON CHEESE CUTTER.

ALTHOUGH computing scales continue to excite admiration and wonderment among the unsophisticated as a mechanical contrivance, they have a rival in the Templeton cheese cutter, just being put on the Canadian market. This ingenious device will cut cheese and at the same time measure it to desired weight with almost as much exactness as can be had from any weighing machine.

An ordinary cheese up to 30 pounds is cut in halves, and one half placed on the circular disk of the cheese cutter, with freshly cut end downward on the disk. By means of a lever a solid rectangular blade with two cutting edges is set to cut the cheese vertically from outside to centre into exactly equal pieces weighing a pound each. Thus it is easy to set the knife to cut cheeses of any weight up to 30 pounds into such equal parts by placing the lever at a mark corresponding to the number of pounds in the cheese, such mark being indicated on a small graduated scale running around the disk.

Another lever calculates the fraction of a pound that is to be cut, quarter, half, or three-quarters of a pound. In a fresh

cheese the first lever is set and the knife brought down through the cheese for the first time. It is then raised. By manipulating the second lever the cheese is turned around on the circular disk until exactly the desired quantity is reached, as indicated on graduated scale number two, and the knife brought down again. A section or slice of cheese comes out cleanly and evenly sheared with no waste. One good feature of the Templeton cheese cutter is that it keeps the cheese fresh and moist. The freshly cut end is placed downward upon the disk, and so kept from the air, the other cut edge is protected by a shield attached to the cutter, while the cloth covering further helps to protect the cheese from drying out.

The Templeton cheese cutter ought to be serviceable, since it professes to save from waste. One merchant estimates that 50c. is saved on each cheese cut. It is easily operated, and cuts to weight every time, due allowance being made for differences of density in a cheese, which the cutter does not take into consideration. It is ornamental, with brass parts triple nickel-plated, and is finished in enamel. The Templeton cheese cutter has been on the market for a year and a half, and has given satisfaction wherever it has been used.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

FOR SALE—one coffee mill and currant cleaner, cheap; in first-clast order; going out of business. R. H. BENSON & Co., Dundalk. (49)

AGENTS WANTED.

AN old established London house is prepared to appoint wholesale agents in Canada for the sale of tea and cocoa (packets and bulk). Apply in first instance to C. & S., care of Housekeeper, Tower House, Trinity Square, London, E.C. Eng. (60)

AN old established firm of Mustard Manufacturers in England desire to appoint a thoroughly competent and experienced house with a large connection amongst grocers in Canada to represent them throughout the Dominion for the sale of their mustard and other manufactures. State full particulars to "Mustard," care CANADIAN GROCER, Montreal, Toronto, or 109 Fleet street, E.C., London, Eng. (49)

SITUATIONS VACANT.

BAKER wanted at once, good on bread and cake; steady job to right man. Apply, stating experience and salary expected, to Box 140, THE CANADIAN GROCER, Toronto. f

MILLER wanted, five or six years' experience; must be thoroughly steady, progressive man, and able, willing worker; state experience and wages wanted, with references; steady job; plansifter mill. Box 142, THE CANADIAN GROCER, Toronto. f

PARTNER WANTED.

TO open up branch in Winnipeg, Vancouver and Halifax for one of the best proprietary grocery articles in Canada. Established and advertised from ocean to ocean. For particulars, apply to Box 84, CANADIAN GROCER, Montreal. (50)

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (51)

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. **W. M. OSTRANDER, 172 North American Bldg., Philadelphia.**

The popularity of our **seal quarts** is evidensed by our sales. Are **you** handling this up-to-date style of package? The housekeeper's verdict being, it pays to get the big bottle.

Are you still using soap in bath or have you reached that pinnacle of fashion where **Perfumed Toilet Ammonia** is craved for?

JOHN C. HARVEY,

Manufacturing Chemist, Todmorden, Ont.

FLOUR AND CEREAL FOODS

Western Grain Congestion.

THE West is experiencing the annual shortage of cars. From all quarters come complaints that the railroads are not able to keep up with the orders for cars. Elevators have closed up and buyers ceased buying because they could not get cars and did not care to take the risk of buying wheat at present prices which they might not be able to market till next Spring.

A prominent western elevator man, in conversation with a representative of The Winnipeg Free Press, said: "We are not making any protest about the 'Grain Act,' lack of cars, or anything else. We are simply trying to manage our business on business lines and avoid loss. Men are urging us to buy wheat, but how can we buy wheat at track prices that we may not be able to move until May or June? Let me give you an illustration. An engine leaves Winnipeg with a train of empties and goes, say, along the Deloraine branch. When it reaches Deloraine there are eight empty cars. Now one of these cars, according to regulations goes to an elevator and the other seven to farmers. The engine turns at this point and that operation takes 20 minutes. In that time the eight cars could have been loaded at the elevators, but, as a matter of fact, when the engine is ready to go back, there is only one car loaded to return. A farmer is allowed 24 hours for loading, but that is not the end of the delay, for the engine takes the one loaded car and may not return for the others for three or four days. I am not speaking of possible contingencies, but of what has actually happened this present season. This delay means that the cars are still at Deloraine when they should be on their return trip from Fort William.

"Another point which seems to be overlooked, and which occasions trouble, is this: A farmer may have a car of wheat in any one of the elevators; he may have ordered a car for the shipment of that grain; and that car may be the next in order for delivery, but if he should in the meantime sell the wheat to the company owning the elevator, his order for the car is cancelled and the elevator company's order for a car to move the same wheat is put at the end of the orders in the agent's book, possible 50 cars ahead of that order. Can any business man blame an elevator company for saying to a farmer in such a case: 'Get your car loaded and we will pay you track prices for your grain and be glad to do so?'

"The banks are asking the elevator men when they are going to need money for their country points. The fact that elevators have ceased to buy will no doubt shrink the amount of money in circulation very materially, but it is nonsense to say the elevator men are doing it to punish the farmers. It would have been money in the pocket of every elevator company in the West this year if they had never opened their doors for grain this season, and it is hardly to be supposed that elevator men are going to continue buying wheat at present prices to hold in their elevators until next May. Look at the prices of New York wheat at the present time—December at 87⅞ and May at 83¾c. There is not much encouragement in that to look for higher prices in May. The whole question resolves itself into this: Elevator companies cannot get cars to get their wheat out, therefore they cannot buy any more wheat on the basis of shipment before navigation closes. They found it necessary to stop buying by the first of November. In a year when the crop is extra heavy, as it was last year, elevators will have to cease buying on the 15th of October, as with the present system of car distribution it would be impossible after that date to get sufficient cars to take the wheat in terminals. It seems to be forgotten by many people that the elevator of say 25,000 bushels capacity represents on the average from 15 to 20 farmers any week in the season; yet an elevator ranks as a single farmer so far as cars are concerned. It is a knotty problem, and if the Board of Trade finds a means of cutting the knot, no one will be better pleased than the elevator men. I think the very fact of the Board of Trade taking it up shows that it was wiser to cease buying than to offer May prices for the wheat."

Can Not Get Cars.

Dr. Elliott, commissioner of agriculture for the Territories, who was in Winnipeg the other day, says the car shortage condition has been very bad, and has tended to cause considerable discontent among farmers. The other day at Indian Head there was 258 cars on order for the farmers alone, and not one on the siding. The elevators were no better off, and for the past two weeks they have practically closed down on account of the fact that they could not get cars to send their wheat to the head of the lakes.

Bread Laws of New York.

It shall be made of good and wholesome flour and meal.

It shall be made in rooms with walls eight feet high.

It shall be made in rooms where no person sleeps.

It shall be made in rooms where no domestic animals but cats are allowed. Dogs are barred.

It shall be made in rooms so arranged that they are easily cleaned.

It shall be made by persons working no more than ten hours a day.

It shall be made in no room containing an ash pit.

It shall be sold by avoirdupois.

It shall not be exposed for sale out of doors unless covered.—The Supply World.

Carried by Canadian Vessels.

This year for the first time in the history of Canada have Canadian lake carriers handled almost the entire Canadian Northwest wheat shipments from the head of the lakes. The Canadian fleet has been gaining so rapidly that shippers have not had occasion

Mezani. Alphabets.
Mezanelli. Stars.
Spaghetti. Tubeti.
Vermicelli. Tubetini.
Wedding Rings. Ditalini.

These are our most popular goods, put up in handsome packages for

Xmas Trade.

If our representatives have not called upon you, send direct for free samples and prices.

Napoli Macaroni Co.,
Cor. Hayter and Teraulay Sts.,
Toronto.

Buckwheat Flour

We have just completed a brand new plant for making **BUCKWHEAT FLOUR,** and can now supply

Absolutely Pure Flour.

Mail your orders to-day to

THE TILLSON COMPANY, Limited

TILLSONBURG, ONTARIO.

TELEPHONE { MAIN 1257 " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. **SATISFACTION GUARANTEED.**

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

"Gran' for the Morn's Mornin'"

"Wee McGregor's" Breakfast Food

Shipping all back orders this week. Demand exceeded our capacity.
Retails at **twenty-five cents** for six-pound linen sack.

CAN NOW GUARANTEE PROMPT SHIPMENT.

THE F. J. CASTLE COMPANY, Limited, = OTTAWA.

to charter American vessels to haul their grain, and in consequence this season there have been but few American vessels at Port Arthur and Fort William for cargoes. The Princeton and Sanona were the only two to load at Port Arthur, taking about 400,000 bushels to Buffalo. With the Canadian "bottoms" in commission, all the grain is shipped almost entirely to Europe through Canadian ports, thus cutting off the large export of Canadian grain via American ports.

The Progress of Argentina.

THIRTY years ago Argentina was buying flour for her own consumption from the United States. In the whole country there were then only 500 miles of railroad. Her station owners led a patriarchal life on the unfenced prairie among long-horned herds and short-wooled flocks, whose surplus was absorbed by Indian tribes raiding to within 50 miles of Buenos Ayres. To-day the export of breadstuffs from those same prairies is $20,000,000, and the export of meat, alive and dead, with its hides, wool, and other by-products, is worth over $22,000,000. The length of railroad in operation exceeds 10,000 miles, and fresh lines are yearly projected. In spite of political and other drawbacks it is estimated that there are $200,000,000 of British capital invested in the country. The security for this capital is wide—as wide as the republic itself. Staple manufactures there are none, mines have hitherto proved unprofitable, forests are quickly worked out. It is on the monotonous fertility of her pampas on the broad bosom of Mother Earth herself, that Argentina's property is based.

The 1,200,000 square miles of the republic are divided in nearly equal proportions between forest, mountain range, tableland and prairie. In this last named formation, comprising but one-fourth of the total area, is centred nearly all the country's wealth and commerce.—MacMillans.

Wheat Badly Frosted.

WH. McWILLIAMS, formerly of the Minneapolis Chamber, now manager of an elevator line backed by Minneapolis men, with headquarters at Winnipeg, who was in Minneapolis the other day, according to a Minneapolis despatch sized up the Western Canada wheat crop as follows: Five million bushels of wheat raised in Manitoba and the Northwest Territories last year is of unmarketable quality, and the yield on the whole was somewhat less last season than has heretofore been figured upon.

The tendency, Mr. McWilliams says, is to reduce estimates as the season advances, and based on the showing to date, it is now the opinion in the Canadian grain trade that 50,000,000 bushels is a fair estimate of the total yield. Of this considerable is low-grade wheat, and about one-tenth so badly frosted as to be worth little.

Within a week there has been a surprising drop in receipts in Winnipeg. Many in the trade jumped at the conclusion that the crop had been largely overestimated, and that a total of not over 40,000,000 bushels would be shown in the final crop year figures. But there is a disposition to hold back wheat, which may account in part for the drop. Almost all the farmers above the line, Mr. McWilliams says, are bullish, and, while there is no concerted holding back, there is enough of it in some cases to affect receipts noticeably.

This despatch can be taken with the usual grain of salt necessary when reports of our western wheat lands come via the Minneapolis route.

To Amend Grain Act.

MR. W. R. MOTHERWELL, president of Territorial Grain Growers' Association, has written to The Winnipeg Free Press advocating a revision of the Grain Act. The letter says in part:

"Although the Grain Act is a very important piece of legislation to us, and it has been recently amended entirely at the instance and in the interests of the Grain Growers' associations of Manitoba and the Territories, still it is a matter largely of local concern between producers, transportation companies and elevators as compared with the Inspection Act which determines the grades and stipulates in what condition our wheat product shall be placed before the British or other importer. In the past the Inspection Act has been enacted and amended largely, if not entirely, at the instance of the Grain Exchange, and naturally enough in their interests, as they could not be expected to have a special regard for either the producer or importer.

"There is a general and well founded impression among producers that our grades are too high, and especially so in view of the very great uncertainty that exists (both here and abroad) as to whether the high standard is maintained to its destination. This, together with its attendant evil the mixing and blending elevators at Winnipeg and elsewhere—are questions that demand our interested consideration, and organization is the only medium that we know of through which such questions may be attended to effectually. But we frankly admit it requires the sympathetic and financial assistance of the individual farmer to attain the further remedies that are in view.

Upon the success and strength of the the annual convention to be held at Regina—December 16 and 17—will depend the extent and direction of our usefulness as an organization during the coming year. If the Grain Growers' association has commended itself to the producers of the West during the past two years, then we confidently appeal to them for a continuance of their support so that further reforms and greater things may be attained along the lines above indicated."

We Are Willing to Try.

THE WALL STREET SUMMARY thus discusses Mr. Chamberlain's tariff proposals and Canada's ability to feed the Empire:

"To friends of Mr. Chamberlain who urge that the proposed duty on wheat of 2s. a quarter will not be paid by the British consumer because the selling price of United States wheat will come down to the price of the preferential article from Canada, we can only say that the experience in this country of protection does not bear out their contention. The home producer, and in this case, Canada is the home producer, under protection, makes his price rise up to the limit of the protection afforded against the foreigner and pockets the difference. Foreign articles may be kept out by protection, but when so, it is done at the cost of the consumer. Besides, in the case of wheat, it is well known that it is the surplus or deficient production that makes the price at Liverpool, and no one will question that it is the production of the United States that determines the 'turn of the market.' The idea that Canada can furnish the supply required in any reasonable time is absurd. While she has potentiality in her uncultivated grain-growing area to supply the wants of England, and the world, for that matter, if the demand were thrown upon her, the abilities of the country would be so overtaxed that her internal machinery would necessarily collapse. It will be many years yet, notwithstanding her phenomenal present growth, before Canada can become a serious competitor in the British market, and by the time she does, the development of this country will certainly not be less marked. The growth of population in all the countries concerned will undoubtedly keep pace with the new production, so that a falling away in consumption is not at all likely."

Canadians generally will hardly admit the pessimistic conclusions of The Summary. With the Grand Trunk Pacific completed we are willing to undertake the contract of feeding the Empire if the Empire will but afford us some of her surplus population to cultivate our broad prairies.

DID you miss my announcements in the last two issues of THE CANADIAN GROCER? If you did, you will have to pardon me, when I tell you that I have been kept so busy the past few weeks supplying the demand for "FORCE" and attending to the correspondence of The "FORCE" Society that I overlooked sending the publishers copy.

It pleases me, however, to tell you that since the appearance of my announcements in THE CANADIAN GROCER, the sunny food I make is more and more appreciated by the grocers who read them, and I believe that my magazine advertising in conjunction with this trade paper is a great help in demonstrating the value of my food to the consumer as a mind and muscle builder, and to the grocer as a profitable investment.

Perhaps it would surprise and interest you to learn that the Canadian membership of The "FORCE" Society has had a wonderful increase in the past three weeks. Thousands of women from such places as British Columbia, Manitoba,

New Brunswick, Nova Scotia, Ontario, North-West Territory, Prince Edward Island, Quebec, Toronto, etc., have applied for membership, signifying their intention to comply with the Creed, which maintains that its members shall eat "FORCE," because it will strengthen body and mind, prepare them for greater things, and be in sympathy with Sunny Jim, whose object it is to make everybody happy.

Think of all these Canadian members and the influence my advertising has upon them. Some of them may be in your own town, which means that sooner or later they will call at your store and ask for "FORCE." If you haven't got it to sell them, they will go elsewhere, then you lose the sale, and your competitor who is carrying "FORCE" gets the benefit of your loss.

I still have left some celluloid buttons bearing my photograph and my motto,

"BE SUNNY."

They are nearly 1¼ inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my new book, "The Gentle Art of Using Force." I just received the first shipment on the second edition. Free for the asking.

"BE SUNNY."

Yours truly,

Sunny Jim

Buffalo, U.S.A.

(To be continued)

BUT IT IS

Swiss Food

SWISS FOOD
BEAVER OATS
ROLLED OATS
ROLLED WHEAT
GLUTEN FLOUR

that carries our name farthest and that opens the door of favor to our other lines. **SWISS FOOD** is a flaked wheat cereal, prepared hygienically and yet retaining all the appetizing qualities of good wheat. Indeed, **SWISS FOOD** enchances these qualities. The children's taste can be trusted, and they are a unit in demanding **SWISS FOOD** for breakfast once they have tasted it. You sell it, of course. All we wish to do is to show you we take an interest in your business.

GOLD DUST
CORNMEAL
SELF-RISING
BUCKWHEAT and
PANCAKE FLOURS
FAMILY FLOUR

P. McINTOSH & SON, - Toronto.

WALL PAPER

MAKING SUGGESTIONS.

THERE is more for the wall paper merchant to do than to simply show the papers he has in stock in a mechanical way. His experience should render him invaluable to the buyer, and he should not be backward in proffering it. What would a patient think of a physician who, after diagnosing the case, asked what medicine the patient preferred to use?

The dealer should first find out for what room the paper is sought, and after inquiring about light and the other points which must be considered in choosing color and pattern, he should offer his advice, whether solicited or not. Wall paper is different from anything else, in that it is chosen in such a different position and light from the conditions when hung that the buyer is very often apt to be favorably impressed with a style that would be very unsatisfactory when hung. Handling so much of it, the merchant knows of this, and can prevent the spoiling of many a room by a few timely suggestions.

A customer, when selecting wall paper, is seldom decided upon what he wants, and welcomes the assistance of the merchant. Of course, the customer has tastes which will make him refuse certain papers, however suitable they may be, and these preferences should be considered, but in almost every case the preference can be satisfied and at the same time a really suitable paper be sold. The dealer cannot say that a certain paper chosen by the customer would be very bad taste, but he could show that there are a few qualities of that paper which might injure its value for the particular room, and at the same time draw attention to another paper as similar as possible to the one chosen, but possessing more fully the qualifications required in that room. The imperfections of a paper can be pointed out without offending the customer.

A further point that makes it important that the merchant should help the customer is the fact that a badly chosen paper on a wall makes those who see it feel that the one who sold such a paper does not know his business. A paper which suits in every way the room in which it appears is the best advertisement the merchant can have, so it behooves him to do his best to see that the paper is the best that could be had.

No. 1493. An attractive Wall Paper for Dining Room, Hall or Library. Made in Canada by Staunton's Limited, Toronto.

A NEW WALL PAPER FACTORY.

Mr. R. E. Menzie, formerly well known as a manufacturerer of window shades, art furniture, etc., is opening a wall paper factory in New Toronto. For a number of months he has been purchasing first-class machinery in the United States, and with the plant of two large factories has equipped his new mills for the manufacture of a full line of wall papers. A United States exchange says that the machinery bought makes up the largest transaction of its kind that has taken place in several years.

The factory is now almost in running order, but Mr. Menzie does not intend to push actively into the market until next Spring, although a full range of samples has been set up in the Toronto office on King street west.

TRAVELLERS NOMINATE OFFICERS.

THOS. McQUILLAN was unanimously elected president, H. Goodman first vice-president and J. C. Black treasurer, at the general meeting of the Commercial Travellers' Association, held in St. George's Hall, Toronto, Saturday evening last. Mr. M. C. Ellis, president, was in the chair, and stated that the current year was one of the most prosperous in the history of the organization. Other nominations for offices were:

Second vice-president—L. A. Howard, of the firm of R. H. Howard & Co., and George West, representing United Factories, Limited.

Directors—John Billinghurst, J. B. Baxter, Lytle Duncan, H. Ellis, John Gibson, P. M. Goff, Geo. Haslam, Arthur F. Hatch, Robt. Keys, Malcolm Lamont, J. H. Lumbers, C. Ryan, S. M. Sterling, W. H. Scott, Jos. Taylor, C. J. Tuthill. Nine to be elected.

Hamilton Board—Fred. T. Smye, 1st vice-president; J. H. Herring, 2nd vice-president; both elected by acclamation. Directors—E. J. Fenwick, Jas. Hooper, Geo. Matheson, E. E. W. Moore, G. M. McGregor, Ed. McCoy, W. G. Reid, J. S. Reid, Robt. Stewart, H. G. Wright. Six to be elected.

Guelph, Brantford, Montreal, Kingston, Berlin, Winnipeg, Victoria boards were elected by acclamation. H. Clearihue, J. H. Devaney and John Orr were elected scrutineers of the ballot. The annual meeting will be held in St. George's Hall Dec. 23, when the result of the ballot will be declared.

WALL PAPER MANUFACTURERS

You want Wall Paper that will sell quickly — bring a good profit — please your customers — and be an advertisement for you when hung.

The trade say our goods fill these requirements. Why not give us your order and get the results you are looking for?

STAUNTONS LIMITED
FORMERLY M. STAUNTON & CO.
TORONTO
244 YONGE ST. CANADA

The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription $2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, Post Office Chambers

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

SEE THAT SIGN?
NOTICE
THE ATMOSPHERE IS THE PRIVATE PROPERTY OF THE AIR TRUST.
ALL PERSONS MUST PAY FOR BREATHING OR GET OFF THE EARTH
AIR TRUST
DO YOU CHARGE EXTRA FOR A LONG BREATH?
F Opper

WHAT WE MAY COME TO.
The Trusts—From an American point of view indicating the prospects for the Canadian retailer if "Rings" are tolerated.—Reproduced from "New York Journal"

OUR MOTTO:

Co-Operation-- Not Combine.

GROCERS' WHOLESALE CO LIMITED — UNITY AND QUALITY — HAMILTON — REGISTERED

TRUSTS are entirely foreign to this Company, as they are to the interests of the Cash Retail Buyer. If the wholesalers combine together why should not the retailer protect his own interests by becoming his own wholesaler.

This Company offers relief from dictatorial control of guilds and similar organizations, and it is to the interests of the independent buyer to become associated with us.

Grocers' Wholesale Co., Limited, is founded on just principles, and appeals to cash buyers.

CORRESPONDENCE SOLICITED.

GROCERS' WHOLESALE CO., LIMITED,
HAMILTON.

ASSETS $23,600,000.00.

CANADA PERMANENT
MORTGAGE CORPORATION

Formerly the Canada Permanent and Western Canada Mortgage Corporation.

Head Office, Toronto St., Toronto

President: GEORGE GOODERHAM.
1st Vice-President and Managing Director: J. HERBERT MASON.
2nd Vice-President: W. H. BEATTY.

DEPOSITS

received in sums of

One Dollar

and upwards. Interest paid or compounded twice a year at

3½ Per Cent.

You can quite conveniently deposit with this Institution by mail.
Send your address for our Booklet
"Saving Money by Mail."

Your Bank Account

Will receive every care if kept at

The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital $2,950,000.00
Reserve Fund $3,050,000.00
Total Assets (over) $24,000,000.00
Incorporated 1855.

BUSINESS ACCOUNTS
Invited.
SAVINGS ACCOUNTS
receive interest every six months.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life
ASSOCIATION.

W. H. BEATTY, PRESIDENT.
W. C. MACDONALD, ACTUARY.
J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, - - - $8,700,000
Rest, - - - - - $3,000,000
HON. GEO. A. COX, President. B. E. WALKER, General Manager.
HEAD OFFICE: TORONTO, CANADA.

This Bank, with 105 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng, and New York, is able to offer to those engaged in mercantile business of any kind unexcelled facilities for any legitimate banking business.

LIST OF BRANCHES:

BRITISH COLUMBIA:

Atlin	Greenwood	Nanaimo	Vancouver
Cranbrook	Kamloops	Nelson	" East End
Fernie	Ladysmith	New Westminster	Victoria

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Moosomin	Swan River
Carman	Elkhorn	Neepawa	Treherne
Dauphin	Gilbert Plains	Ponoka	White Horse
Dawson	Grandview	Portage la Prairie	Winnipeg
Edmonton	Innisfail	Red Deer	" North
	Medicine Hat	Regina	

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barrie	Dunnville	Paris	Strathroy
Belleville	Fort Frances	Parkhill	Toronto, 8 offices
Berlin	Galt	Peterboro'	Toronto Junction
Blenheim	Goderich	Port Perry	Walkerton
Brantford	Guelph	St Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste Marie	Wiarton
Collingwood	Montreal	Seaforth	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES:

Amherst	Canning	New Glasgow	Springhill
Antigonish	Halifax	Parrsboro'	Sydney
Barrington	Lockeport	Sackville	Truro
Bridgewater	Lunenburg	St John	Windsor
	Middleton	Shelburne	

IN THE UNITED STATES:

New York Portland, Ore San Francisco.
Seattle, Wash. Skagway, Alaska

LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.

A general banking business transacted. Foreign exchange bought and sold

ADVANTAGES

of using a Corporate Trust in preference to an individual:

1. Continuity of Service.
2. Absolute Security.
3. Experienced Management.
4. Reasonable Charges.
5. In Administrations, Bond not required by Court.

THE TORONTO GENERAL TRUSTS CORPORATION

was established expressly to furnish the public with a thoroughly equipped organization to undertake Trusts of every description.

J. M. LANGMUIR, Managing Director.

Booklet on Application.

The Metropolitan Bank

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

DIRECTORS:

REV. R. H. WARDEN, D.D., President. S. J. MOORE, Vice-President.
C. D. MASSEY, T. BRADSHAW, F.I.A., D. E. THOMSON, K.C.

HEAD OFFICE, - - TORONTO.

W. D. ROSS, -:- GENERAL MANAGER.

SAVINGS BANK DEPARTMENT
at all Branches.

Interest allowed on all deposits of $1.00 and upwards at highest current rates.

FINANCE AND INSURANCE

ONE of the largest items in modern financing is that of life insurance, says The National Monthly. In Canada the total amount of policies at present is $508,812,305, an increase of 500 per cent. in 25 years. A quarter of a century ago people were more or less suspicious of insurance companies, and some failures aggravated their ill favor in certain districts. But improvement in methods has kept pace with the increase of business, and the present insurance laws of Canada are safe.

* * *

A pleasing feature of the insurance business as it now stands, is that more than three-fifths of the total amount in force is held by Canadian companies. Of the balance about $160,000,000 is in American companies and $40,000,000 in British. Twenty-five years ago Canadian companies carried only $28,650,000. Thus, while the annual figures show a steady increase in the aggregate business, they also testify distinctly to the enterprise of our home companies. A number of excellent British and American companies are doing business in this country, and are no doubt serving a good purpose by affording healthy competition and the example of progressive methods, but it will be a matter of satisfaction to patriotic Canadians that an increasing amount of the people's insurance is "Made in Canada."

* * *

The Financial Times, London, Eng., says regarding the incorporation of fresh banks in Canada that when Canadian banking has been developed along such conservative lines, the formation of no less than eight new banks speaks volumes for the financial activity prevailing in the country.

* * *

Mr. David Dexter, president and general manager of The Federal Life Insurance Co., Hamilton, has been again elected president of the Insurance Officers of Canada. Born near St. Thomas, Ont., in 1848, and educated in that city, he became identified with a manufacturing concern at an early age, and on the formation of the Federal Life in 1881, became its managing director. The marvellous success of this company is a standing tribute to Mr. Dexter's great ability and popularity. Very highly esteemed in private life, he devotes considerable of his attention to educational matters, at one time being chairman of the School Board, of which he is still a member.

* * *

The value of life assurance as a means of providing substantial cash capital in event of death is generally recognized. The attractions of endowment insurance which guarantees the payment of the sum assured on the attainment of a certain age, or, at death, if previous, are also clearly realized; but many people are unaware that a well-selected life policy may be taken that will yield as large an income as can be obtained from investment in stocks and shares, and which provides a degree of security and other advantages which few if any stocks or shares present. Such policies as these are intended to be permanent investments, and offer no very sensational opportunities for loss or gain, as occur in connection with some classes of stocks and shares. The absense of any possibility of rapid increase in capital value may be a drawback to this class of insurance policy in the minds of some, but the impossibility of any decrease in value is an advantage of no little importance, while the complete security offered under the policy is unapproached by any ordinary investment.

* * *

That life insurance is coming to be generally regarded as a profession is shown by the several correspondence schools recently established in the United States. No less than three or four American universities have already included in their curricula a course in life insurance, while others provide frequent lectures on the subject.

* * *

Bradstreet's says the demand for money from the west and south continues, but begins to show a diminished

David Dexter,
President and Managing Director of the Federal Life, Hamilton.

volume, and it is thought that a return flow of funds to New York is not far off. During the past month or so it has assumed unexpectedly large proportions, nearly $50,000,000 being shipped during the five weeks ending November 21, against $20,000,000 during the same period last year. This increased demand was largely on account of troubles among financial institutions at Baltimore and St. Louis, which necessitated the forwarding of large sums to these cities. New York has also furnished more money than usual to other cities for moving crops and other purposes. It is almost certain that the latter amounts will be returned in part or altogether now that the financial difficulties are straightened out, and that with cotton

and grain moving rapidly the return of funds to the east will be accelerated.

* * *

A French company which insures against frost is shortly to established branches in London, Eng., and the colonies. The London branch will be interested only in the insurance of agricultural produce from Canada.

* * *

Canadian merchants are receiving the circulars of a San Francisco get-rich-quick concern, presenting a time-worn proposition. The concern proposes to give away $2 for $1. You pay in $1 a week for 80 weeks and at the end of the period draw out $160. A very sophistical argument is presented to the effect that this is a legitimate investment of the same nature as insurance, and that the profits are made out of lapses. Canadian merchants need scarcely be warned that the scheme is fraudulent.

Insurance against appendicitis has been undertaken by The Royal Exchange Assurance Co., of England, which will issue policies at the rate of $1.25 a year for every $500. The holder is guaranteed all medical, surgical and nursing expenses up to the amount insured.

The mortgage market in New York is characterized by pronounced dulness. As a result there has been a marked curtailment in building operations in that city. The generall demoralized condition of the stock market is to some extent responsible for this. As a rule these life and fire insurance companies invest their money in mortgages. At present, however, instead of investing their money to the same extent to this kind of a collateral, they are investing it in the low-priced securities of the stock market. This, according to some of the New York papers, is causing some adverse comment.

OBJECTS OF THE INSURANCE INSTITUTE OF TORONTO.

THE following is the last paragraph in the address before the Insurance Institute of Toronto, of Mr. P. H. Sims, the president, and briefly sets forth the objects of that organization: "It will be noticed that though the aims and objects of the institute are mainly educational, it does not propose to teach. It has neither the means nor the ability to do such work successfully. It gives directions by outlining the course of study and assumes the responsibilities of the examinations to guarantee proficiency. It therefore follows that those who undertake the educational course must provide the teaching. This, however, in the elementary is not expensive, inasmuch as the books required are plentiful and cheap. In the advanced subjects correspondence schools will be found of great assistance, and which present the advantage of enabling energetic students to qualify for examinations while continuing their daily occupations. The important requirements are first, resolution, and second, determination, which will surely bring success. If the institute, in pointing the way, awakens and stimulates these qualities, its existence will be amply justified, and its reward will be in having assisted our young men to qualify themselves for the responsibilities of the business of insurance in coming years."

BANK DIVIDENDS.

The following banks have declared dividends at the rates and payable on the dates given below:

Montreal,	5	per cent.	half yearly,	payable	Dec. 1. 1903
Toronto,	5	"	"	"	"
Hamilton,	5	"	"	"	"
Standard,	5	"	"	"	"
Imperial,	5	"	"	"	"
Ottawa,	4½	"	"	"	"
Merchants,	3½	"	"	"	"
Commerce,	3½	"	"	"	"
Union,	3½	"	"	"	"
Hochelaga,	3½	"	"	"	"
Ontario,	3	"	"	"	"
Quebec,	3	"	"	"	"
Traders,	3	"	"	"	"
St. Jean,	3	"	"	"	"

LIFE INSURANCE OFFICERS.

At the annual meeting of the Life Insurance Officers' Association of Canada, held in Toronto on November 20, the following officers were elected:

President, David Dexter (re-elected); 1st Vice-President, T. Hilliard; 2nd Vice-President, D. Burke; Secretary-Treasurer, T. Bradshaw; Auditors, E. W. Cox and J. F. Junkin; Executive Committee, F. Sanderson and George Wegenast in conjunction with the officers above mentioned.

CURRENT BANK NOTES.

The Bank of Toronto has opened a branch at Maisonneuve, Que.

Heymann & Duncan, brokers, Bonanza, B.C., have dissolved partnership.

The Merchants Bank of Canada have opened a branch at West Lorne, Ont.

The Bank of Ottawa are opening a branch at Maniwaki, Que.

UP-TO-DATE

Financial and Commercial Corporations ask applicants for positions to furnish a Guarantee Bond instead of letters of recommendation. For particulars apply

DOMINION OF CANADA
GUARANTEE & ACCIDENT INSURANCE CO.
Cor. King and Yonge Sts., TORONTO.
J. E. ROBERTS, - General Manager.

WESTERN ASSURANCE COMPANY. Incorporated 1851
FIRE AND MARINE
Head Office Toronto, Ont.
Capital - $2,000,000.00
Assets, over - - 3,333,000.00
Annual Income - 3,536,000.00
HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y
FIRE AND MARINE.
Incorporated 1833
CASH CAPITAL, $1,000,000.00.
TOTAL ASSETS, $1,864,730.13.
LOSSES PAID SINCE ORGANIZATION, $22,527,817.57.
HEAD OFFICE, BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.
GEO. A. COX, President. J. J. KENNY, Vice-President.
P. H. SIMS, Secretary.

Modern Methods. Pure Material. Skilled Workmen.

NOT

How cheap but how good can we make what the people eat is our aim.
Our large variety of Biscuits and Candy cost no less nor yet more than you have to pay for less palatable goods.

The Mooney Biscuit & Candy Co., Limited, Stratford, Canada

Imperial Mixed.

A new biscuit—very small—to retail at a low price. Fills a long felt want.

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. ***King and Bathurst Streets, TORONTO.***

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

MANUFACTURERS OF **Crown Brand** Flavoring Extracts and Confectioners' Specialties

AND **Household Specialties.**

"KKOVAH" Jellies (all flavors).
"KKOVAH" Custard Powders.
"KKOVAH" Blanc Mange Powders, Etc., Etc.
"SY MUZ" Linen Glosser, unequalled for the laundry.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

THE GREIG MANUFACTURING COMPANY, Limited, - MONTREAL.

Come Out OF THE DARK!

Bring your "ads" with you.

ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. *A cheerful face gains favor every time.*

Estimates on all and every style of design cordially furnished.

ART DEPARTMENT
MacLEAN PUBLISHING CO.
LIMITED
Montreal. Toronto. Winnipeg.

GRANT

INQUIRIES ABOUT CANADAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London, England :

1. A North of England firm desires to get into touch with one or two good Canadian houses importing old iron and steel in the shape of rails, ship plates, etc.

2. A wholesale provision merchant in the North of England makes inquiry respecting regular supplies of split peas from Canada.

3. A firm in the Midlands are desirous of getting into touch with Canadian manufacturers of hay forks.

4. Inquiry is made for basswood glued-up panels, for piano key-boards.

5. An agent, established at Marseilles, offers his services to Canadian houses exporting canned meats and lobsters, fresh and dried apples, preserved fruits, etc.

6. A chartering agent in London is anxious to get the agency of firms who require steam tonnage for the conveyance of grain from Canada to the United Kingdom. Is also prepared to induce business in shipping by taking up agencies and selling goods for first-class houses.

7. A firm of export merchants, with good connections, are desirous of opening up business relations with Canada, and are anxious to get into touch with Canadian houses requiring representation in England. Will undertake buying agencies, or give attention to sale of goods.

8. A London firm interested in the flax trade inquire for names of exporters from Canada of this article, or of parties who would be exporters, if opportunity offered.

9. Some makers of patent fireproof goods are seeking supplies of plaster (gypsum) or any other cohesive material produced in Canada and obtainable at a moderate figure in fair quantities.

The following inquiries were received by the Canadian section of the Imperial Institute, London, S.W. :

10. Inquiry has been made for the addresses of Canadian manufacturers of vinegar.

11. A Glasgow house asks to be placed in communication with packers of Canadian gallon apples of the finest quality. They could take large quantities, and would require cans to be labelled with their own brand.

12. A London import firm asks to be put into touch with Canadian shippers of graphite, good quality.

13. A company manufacturing insulated wires and cables asks to be placed in correspondence with Canadian firms buying these lines.

14. The manufacturers of an agricultural motor are desirous of establishing trade in Canada, and wish to hear from Canadian firms prepared to handle these motors.

15. A company which manufactures tools desires information as to the nature and extent of the market existing in Canada for edge tools.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

The farmers in the potato growing district of Long Island, N.Y., are organizing a trust. They control about 1,000,000 bushels.

"ACME" TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"
CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

EATS DIRT
and seems to like it, too.
The Cleveland Wall Paper Cleaner
does marvellous work. A 25c. can is sufficient for the average room. Samples sent with each order.
GEO. RIDOUT & CO.,
77 York St., Toronto.

We Make Brooms
The kind that sell.
WRITE US. Our prices ar right
THE CANADIAN BROOM CO.,
LIMITED
Mfrs. of Brooms and Whisks
400 Wellington St., OTTAWA

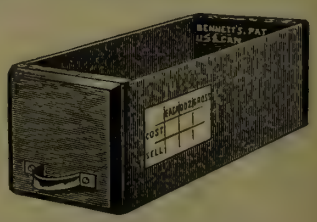
Every Housewife...

knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The Waterloo Broom and Brush Co.,
WATERLOO, ONT.

...THE...
Bennett Manufacturing Co.
Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory :
Pickering, Ontario

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce. For quotations address

Montreal Agents: **S. H. EWING & SONS,**

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL

CENTRAL Business College

STRATFORD, : ONT.
BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & CO HALIFAX, N.S. ESTABLISHED 1844 IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

THE
Burlington Canning Co.
Burlington, Ont. Limited

Manufacturers of

ALL KINDS OF CANNED GOODS

Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.

All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

Do you use . . **FOSTER'S POTS?**

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
A post card brings price list and all particulars.

The FOSTER POTTERY CO.
HAMILTON. ONT. Limited

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

The Right Kind

of wrapping paper is the kind that you can depend on always. Our brown and manilla wrapping papers have all the qualities that go to make a reliable paper.

FULL COUNT. FULL WEIGHT.

Canada Paper Co., Limited

Toronto, Montreal and Windsor Mills, Que.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Three Weeks Till Christmas.

THREE weeks from to-day will be Christmas. Before we know it that festal day will be at hand. In the meanwhile how about your tobacco department; every other part of your store is filled with seasonable holiday goods, how about your cigars, tobaccos and pipes? After a generous helping of plum pudding and a wide section of mince pie has rounded off a dinner in which a well-browned turkey holds the central place, come coffee and cigars. Are you making preparations to remind your customers of that fact? Is there anything around your tobacco department that would suggest to your smoker customers the luxury of an especially good cigar for Christmas afternoon? It may be worth while. Don't you think so?

There are special packages of cigars got up especially for the holiday and gift trade. Have you them in stock? Does your department tempt the smoker to take home a box of Havanas or brand new pipe? Do you or your clerks ever suggest such a thing to his wife, not openly, of course, but adroitly and effectively?

When you read this walk over in front of your tobacco department and examine it critically. Rearrange it perhaps in a new and striking way. Give a little extra attention to your cigars and pipes just now. It will pay. It will pay well. Try it!

Grocer Ads Do The Work.

The special bargain in pipes advertised by W. B. Reid & Co. appears to be appreciated by the trade, several duplicate orders having already been received. These orders came from grocers in Quebec, Ontario, and Manitoba. Mr. W. B. Reid is delighted with the response to his special offer, and the fact that repeat orders have been received so early is the best evidence of the interest the grocery trade are evincing in the tobacco trade, and the field here to be developed.

A New Kind of Offer.

Cigar merchants and importers in England have received a circular from the Havana Tobacco Co., offering a new rebate sceme. They are offered a quarterly 5 per cent rebate if they will undertake that 70 per cent of the business done shall be in brands of the Havana Tobacco Co. If they increase the percentage to 85, a rebate of 7½ per cent. is granted. Satisfactory evidence must be shown that the conditions have been complied with. This satisfactory evidence is not explained, but it means presumably an inspection of books.

Cigars from Cuba.

ACCORDING to Dun's Review the exports of cigars from Cuba for the past three years were as tollows:

1900	211,757,543
1901	213 404,089
1902	208,041,945

During the same period 30,000,000 cigarettes were exported. In 1859 Cuba exported 250,000,000 cigars, of which the United States took 102,000,000; 30 years later the importations of the United States were about a third of that number. The value of exports of leaf and manufactured tobacco for the past four years was as follows:

1899	$21,084,750
1900	26,087,868
1901	25,327,175
1902	25,404,180

About 19,000 persons are employed in the tobacco industry in Havana, and in May, 1901, there were in operation in the city 116 cigar factories, besides 111 small manufacturers who, according to law, cannot employ more than seven cigar-makers each, and who are supposed to manufacture for domestic consumption only, although some of them are doing a little exporting.

Since 1896 there has not been a tobacco crop of normal size and of good quality, and most of the planters, or those backing them, have lost money every year.

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

She Doesn't Smoke!

But her husband does, and don't you fail to remember that those 10 cent "Pharaoh" Cigars you sold him are pretty well talked over in the home.

This all goes to show you that in selling my cigars you are sure of pleasing the woman as well as the man. **She buys the groceries.**

J. BRUCE PAYNE, Limited,
Cigar Mfrs., Granby, Que.

FROM the land of the Midnight Sun to the imaginary line to the South of us; from where the hawk-eyed prospector traverses the rocky wilds of the Yukon to where Canucks can say good-day to Brother Jonathan—each on his own territory—these brands are known, appreciated and demanded:

Harold H.
Kim
La Fama
Cigars

BRENER BROS.

Cigar Mfrs., - - **LONDON, CAN.**

The tobacco that has endured for more than a generation; that has never lost its good name; that has multiplied its long list of friends each year; this tobacco is **T & B.** It is made from selected leaf, properly cured and very carefully sorted. **T & B** is not tampered with.

T & B

The grocers find **T & B** a good line to keep well forward. It attracts men's custom—and holds it.

The grocer who is careless about **T & B,** who thinks he can get along without it, is injuring his business.

The GEO. E. TUCKETT & SON CO., Limited,
HAMILTON.

XMAS

You Have Not

done the best you can for yourself if you have not put in a **PIPE Stock** for Xmas. They sell and pay well.

Send us a letter asking to know more about our special $6.00 offer, which is more liberal than you could ask.

58 Yonge Street. **W. B. REID & CO.,** Wholesale Tobacconists, **TORONTO** Canada.

Popular Brands:

"QUEEN'S NAVY,"
"UNION JACK,"
"CONQUEROR,"
"WIG WAG,"
(Great 5c. plug.)

MANUFACTURED BY
The Erie Tobacco Company
WINDSOR, ONTARIO.

Tobaccos

BRITISH NAVY
QUEEN'S "
KING'S "
U & I

Cigars

RONTO
STATESMAN

T. J. Horrocks,
Wellington St. East, TORONTO
The only wholesale tobacconist outside the trust.

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

Fireside Talk

is freer, more interesting, more good-natured, when the tobacco is **McAlpin's** —Cool, fragrant.

Get your Tobacco users to use McAlpin's

It will pay you.

For the Man who Chews.

McAlpin's will give him the most satisfaction. The reasons are in the Tobacco. It is a fact that the sales of McAlpin's Chewing Tobaccos never cease to grow.

Smoking:

Tonkay,
Solid Comfort,
Pinchin's
Hand-Made.

Chewing:

British Navy,
King's Navy,
Beaver,
Apricot.

Tobacco in Ireland.

THE history of tobacco growing in Ireland is, in a way, curious, says Mr. John Redmond, in a recent interview. The weed was extensively grown until 1660, when it was prohibited by the 12th of Charles II., Chap. 31. This act was passed in response to a petition presented to the Government in the interests of the American colonists who were engaged in tobacco planting. In these days, when there is so much talk of benefitting the colonies by preferential rates, it is rather strange to reflect that the tobacco industry was stamped out of Ireland directly and openly for the purpose of encouraging the English colonial planters in America. Subsequently, another act was passed increasing the penalties for growing tobacco in Ireland, but it was not till many years after that the industry was suppressed. In 1779 an act was passed—I think the 19th of George III., Chap. 35, by which previous acts prohibiting the growth of tobacco in Ireland were repealed. In 1830 a committee of the House of Commons sat to inquire into the subject, the chairman of which was Sir Henry Parnell. A great deal of evidence of a most interesting character was taken, but the result was that the committee recommended that the growth of tobacco should be once more prohibited in Ireland; and, so far as we can judge, this was done mainly on the ground of the increased expense to the Excise Department.

The tobacco grown within the last few years, samples of which were submitted to various authorities, has been fairly satisfactory. It is not contended that tobacco has been, or can immediately be, grown which could compete with the finer grades of foreign tobacco; but, in the opinion of some experts, the samples prove that the Irish-grown weed can be manufactured into the stronger and rougher class of tobacco which is very generally used. The whole subject is one of great interest, and many of us are convinced that if we are to receive encouragement, which the Government ought to extend in a matter of this kind, the day may not be far distant when hundreds, if not thousands, of people in Ireland may find themselves engaged in Ireland in a suitable and remunerative employment.

Too Long to Wait.

TRUTH is stranger than fiction—and often funnier. A well-known wholesale tobacconist tells the following story, which actually occurred lately. He sold a party a bill of tobacco on four months' open account, for immediate delivery. The goods were shipped, and shortly before the bill was due he stopped in to see the man and sold him another bill, to be shipped just about the time his first bill would become due. With characteristic business sagacity, however, he held back this shipment, awaiting cheque. The cheque was not forthcoming, but a letter was received from the customer asking why his second bill was not delivered. The wholesaler wrote back: "You haven't paid your first bill yet, and as soon as you do I will ship the other." The following is the answer received in reply: "Dear sir: Kindly cancel my order to you, as I cannot wait until then."

Shocked a New Yorker.

A LASSIE of Dowie's army nearly paralyzed a New York rounder on the army's arrival in Gotham, according to The Cigar and Tobacco Journal. She was a pleasant young woman, with soft, black hair, and in the Battery she walked up to a fat man who was looking at a train load of arriving restorers and said to him with winning seriousness:

"Will you let me have your cigarette?"

He blanched a little, took the cigarette from his lips, studied it, and then handed it over to her with a foolish grin. Perhaps he expected her to use it to light another cigarette. He looked as though he had some such notion. But she flung it into the gutter.

"Peace be with you, brother," she said, smiling sweetly as she swung herself aboard a trolly car on the Battery loop.

"Well, I'll be d—d, murmured the fat man, looking first at the smoking cigarette and then at the disappearing car.

"Undoubtedly you will be damned," said a Dowieite with faded brown whiskers and a silk hat, looking at him mournfully, "unless you reform from your profane speech. Peace be with you, brother."

The fat man fled into one of the Battery saloons, and the restorers went on their way.

Tobacco Notes.

A Dublin tobacconist has been fined £50 for allowing betting to be carried on in his premises.

Mr. Robert Pinchin, managing director of The McAlpin Tobacco Co., Toronto, visited Leamington on Thursday of last week.

Horrocks, the cigar manufacturer, Toronto, is putting up a special box for his Christmas trade which he says is meeting with a very ready demand.

S. H. AND H. TRADE MARK.

SECURITY

Best 10c. Cigar In Canada.

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

McDougall's Scotch Clay
PIPES
are the standard of the world.
D. McDougall & Co., Glasgow. Scotland.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

Pitts, Wigle & Co.

...Dealers in...

CANADIAN LEAF TOBACCO

KINGSVILLE, ONT.

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

The W. H. Steele Co., Toronto, are offering special inducements for the holidays. "Security" cigars, packed ten in a box, have met with a ready sale, and their pipe assortment, specially selected for the Christmas trade, is worthy of attention.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

"Insure Your Business Against Dull Days—Advertise!"

IT'S like trying to tell the Chinaman how to iron your shirt—this telling retailers about the use of types, inasmuch as the average merchant does not know anything about types and doesn't seem to understand what you are talking about when you try to tell him about them.

Most of them seem to think it's enough bother to write the copy without worrying about the kind of type the ad. is to be set in.

What I have to say now is of interest to the man who is willing to "bother," if it is going to help make his advertising any better.

The appearance of an ad. has a whole lot to do with its selling power. Just as an attractive label or package helps to sell the goods it covers, so a well-displayed ad. draws and holds attention and makes the matter it contains more digestible.

The most apparent fault to be found with most of the retail ads. that appear in the different papers throughout Canada is that there are too many display lines and not enough body type in them. In most cases what the merchant writes for his ad. is far superior to the way in which it is displayed.

Nor is this always the fault of the printer or the man who sets the ads. The reason usually is that the merchant is apt to know his goods and to know why, in his opinion at least, it would be of advantage to the public to buy what he has to offer. The business man can often talk eloquently and convincingly about his particular business when he cannot talk at all upon any other subject. But never having given any thought to the artistic and effective display in type, he has no idea how his "talk" is going to look when it is set up. So he either underscores all the important thoughts in his ad. to be displayed, or leaves the matter entirely in the printer's hands.

The main trouble is that the merchant usually wants every new thought or important line to be brought out in big heavy type, as if he would label it "big thought." One meets this desire for big type quite frequently among advertisers both great and small. The result is generally a hodgepodge, with no very great impression of any one thing made on the reader.

If I were to make one motto or rule by which the readers of this department could most strengthen their advertising,

Grocery Department

Fresh Fruit in Season.

We always carry a selected stock of the Finest Foreign and Domestic Fruits. Our reputation for having the best, makes it safe to leave your orders with us.

Peaches, 12 qt. baskets	Oranges, sweet, per doz.
Pears, 12 qt. baskets	Bananas, per doz.
Plums, 12 qt. baskets	Lemons, per doz.
Apples, harvest, per peck	Water Melons, each
Tomatoes	Musk Melons, each

All kinds of Fresh Vegetables daily promptly delivered.

Home dainties and camping delicacies, for the cottage, camp and picnic.

Veal Loaf per tin	Chicken, boneless per tin
Chicken Loaf, per tin	Duck or Turkey, per tin
Smoked Beef, per tin	Potted Chicken or Turkey
Corned Beef per tin	Beef or Tongue, per tin
Luncheon Beef, per tin	Hare or Duck, per tin
Steak with Onions, per tin	Sausage Meat, per tin
Sliced Bacon, in jars at	Vienna Sausage, per tin
Lunch Tongues, per tin	Brawn, per tin
Ox Tongues per tin	Roast Beef, per tin

Cross & Blackwell's Pickles	Waldorf Relish, per btl.
Heinz Pickles per btl.	Chili Sauce, 2 btls. for
Flett's Pickles, 40 oz.	Tomato Catsup, Sniders

McLaren's Imperial Cheese in jars, at 25, 50 and 90c.

The Finest TEA in town, of delightful flavor, at .. per lb
TEAS, special value at per lb., black or mixed.
COFFEE, Chase and Sanborn's, in 1-lb. tins at .. each

Prompt Attention. Quick Delivery.
Orders delivered to any part of the town.

it would be this: Depend on the vigorous expression of your thought and not on big type to make an impression on the public.

An ad. built with that rule as a basis would need no unsightly lines all over the ad. A well conceived catch-line would be displayed at the beginning, and possibly, in exceptional cases, elsewhere in the ad., and we would depend on this line, aided sometimes by an illustration, to catch the eye of the reader. Having once got him on the hook, so to speak, black type is no longer necessary. He starts to read, and if the talk is interesting, he will read the ad. clear through. If he is not interested, no overplus of big black type sprinkled through the ad. is going to keep him from wandering off to something more pleasing and interesting.

Having then dispensed with the necessity of black type to emphasize our thoughts, we can put the black letters in occasionally where it is likely to add to the general attractiveness of the ad. We will, therefore, use them as sub-heads occasionally when the ad. is a large one, but the sub-heads will never be as large or otherwise as prominent as the headline.

The name of the advertiser should usually appear in type of the same size as the headline or the largest display line.

Don't always have your headline or catchline of the "hurrah" style.

Let it be timely — a self-contained thought — or a mere catch-phrase to excite curiosity.

Don't feel obliged to fill every nook and corner of your space with something or other. Some ads. look to me as if they were "slopping over." Some printers seem to have the idea that the type should hug the margin, and that all the space must be covered with type matter of some kind. Nonsense! What would a man's face look like if it was all covered with whiskers? It's because the whiskers are arranged to suit the face (usually), that the man looks "right."

When you are going out to meet some strangers whom you are anxious should be favorably impressed with you, you dress up, look your best and smile your prettiest to help things along.

So when you send an ad. out to solicit business you are anxious it should create a favorable impression; so dress it up neatly.

Advertising Deeds.

The ad. reproduced this week came from up north, and was entered in the October Prize Competition.

This kind of an ad. is a good deal better than the "we carry a complete line

of good groceries" kind, which is so much used.

It might be considerably improved by drawing attention to the lists with some argument showing that the lists were interesting.

A mere commonplace remark such as this ad. starts off with is hardly likely to excite a person's interest in what follows :

But if I said :

> **A Lot of New Fresh Fruit In this Week.**
>
> We are receiving frequent shipments of new fruits, both imported and domestic.
>
> This week's arrivals with selling prices, are :

Then the next paragraph might start off with :

> Picnics, camping parties and home luncheons suggest a good many tasty dishes that make many of the following especially interesting.

When you publish a list of goods with prices try and include some kind of an excuse for publishing such a list. It's sure to make the list more interesting and attract attention to it.

I would pay more attention to the display of these ads., too.

WEST INDIAN CONDITIONS.

MR. T. RUSSELL-MURRAY, Canadian representative in Montreal of the Imperial Agricultural Department of the West Indies, reports the West Indian market firm. No shipments of cocoa from Trinidad may be expected before January. Bahia cocoa advanced ¼c. per pound. Mr. Murray reports that the recent arrival of Canadian flour, No. 2, Canadian extras, have sold readily, and it seems a pity that millers in the Dominion are so indifferent about retaining a share of this trade. A large volume of business, in his opinion, could be done with the Islands if the Canadian millers and exporters would study the conditions in the same careful manner that the American millers and exporters do.

Venezuela is making Amuculo, Carupano and La Guayra transhipping points for the Orinoco, which means that the export trade for Trinidad is at an absolute standstill.

CAPITAL STOCK INCREASED.

His Honor the Lieutenant Governor-in-Council has by supplementary letters patent been pleased to confirm a by-law of The New York Lake Erie Oil and Gas Co., Limited, providing for the increase of capital stock of the company from the sum of one million dollars to the sum of two million dollars by the issue of one million shares of new stock of one dolla each.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.

Our bids are good ones.
Write or wire for prices.
M. G. STAGG & CO.
Phone Main 5219. Standard Stock Ex. Bldg., Grain and Hay Merchants. TORONTO.

CALGARY.

HULL & SHARPE.
Manufacturers' and Commission Agents,
CALGARY, - ALBERTA.

QUEBEC, P.Q.

J. P. THOMAS
GENERAL AGENT AND COMMISSION MERCHANT,
QUEBEC.

DETROIT.

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,
COFFEE BROKERS,
48 Shelby Street, Detroit, Mich.

MONTREAL.

I want—**Onions,**
Potatoes, Beans,
Peas, Lard,
Poultry, Dressed Meat,
Pork, Apples, Flour,
etc.
I PAY BEST PRICES—WRITE ME.
Arthur Saucier,
11-13 JACQUES CARTIER SQUARE,
MONTREAL.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,
VANCOUVER, B. C.
Importers of . . .
Skinner's Queensland Turtle Soup
Dealers in . . .
Fraser River Canned Salmon
British Columbia Herrings
IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

VICTORIA, B.C.

R. W. CLARK & CO.
Japanese, Chinese and Australian Brokers,
VICTORIA, B. C.
Represented in the Orient by Mr. A. R. Tufts, with headquarters at Kobe.
Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE CAMERON GORDON & Co
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

M. B. STEELE
Wholesale Commis... Agents: 7, 14 and ... Limited, Toronto.

To Manufacturers' A...

THE CANADIAN G... quiries from time to... facturers and of... sentatives in... centres her... Firm... agenci... have... pla... ir...
$8 25
4 50
2 40
1 00
18 00
15 00
12 00
2 40
1 40

Books—Allison's.
anada by The Eby Blain Co., Toronto. C. O. Beauchemin & ntreal.
$3, $5, $10 and $20 books.

Extracts.
HENRI JONAS & CO. Per gross.

-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00
	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

...per doz.	1 50
...per lb.	0 09
wood pails... "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper...per lb.	$0 40
Fancy boxes (36 or 50 sticks)...per box	1 25
"Ringed" 5-lb. boxes...per lb.	0 40
"Acme" pellets, 5-lb. cans...per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans...per can	2 00
Licorice lozenges, 5-lb. glass jars...	1 75
" " 20 5-lb. cans...	1 50
"Purity" licorice 10 sticks...	1 45
" " 100 sticks...	0 73
Dulce large cent sticks, 100 in box...	...

Lye (Concentrated).
GILLETT'S PERFUMED.

	Per case
1 case of 4 doz...	$3 60
3 cases " ...	3 50
5 cases or more...	3 40

S BLUE and BLACK LEAD {Always give your Customers Satisfaction.

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ¼-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins, per lb.	$ 0
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35

"Old Crow," 12-lb. boxes—

¼-lb. tins, per lb.	0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz.	$ 0 95
Home-made, in 1-lb. glass jars "	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

CLEMES BROS.

Pure fruit stock—	
10-oz. glass jars, 2½ doz. case, per doz.	$1 00
16-oz. glass jars, 2 doz. case "	1 50
Quart gems, 1 doz. case "	3 35
In 5-lb. tins, per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints), per doz.	$ 2 30
Corked " "	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pegs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ½-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

'Bee" brand, 8 oz., cases, 120 pkgs.	Per
" " 10 oz., cases, 96 pkgs.	case
" " 16 oz., cases, 60 pkgs.	$2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06¾
Crystal Maise Corn Starch —	
1-lb. packages, boxes 40 lb.	0 06¾

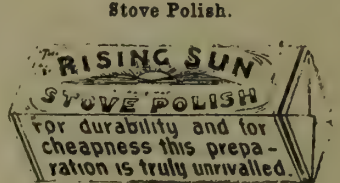
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06¾
Durham corn starch, 40 lb.	0 05¼
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

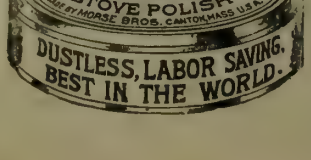
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

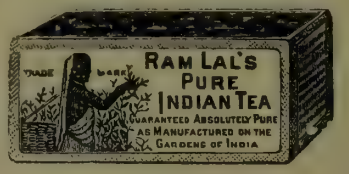
Teas.

SALADA CEYLON.

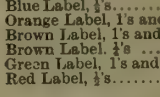
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19	
" ½-lb. " "	0 20	
Blue Label, retail at 30c	0 22	
Green Label, " 40c	0 28	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. / " " 30 1-lb.	0 35
" " 120 ½-lb	0 36



LUDELLA CEYLON, 1'S AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan. 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb " at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets	
Green Label, retails	0 26 at 0 20
Chocolate Label "	0 35 at 0 25
Blue Label "	0 50 at 0 36
Maroon Label "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " - Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases, retail	0 60 at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

LIPTON'S TEA (in packages).

	Per lb
No. 1, cases 50 lb., (50 ½-lb. packages.	$0 35
(25 1-lb. "	0 34
No. 1, cases 50 lb., in 5-lb. tins	0 35
No. 2, cases 50 lb., (50 ½-lb. packages.	0 29
(25 1-lb. "	0 28
No. 1, cases 50 lb., in 5-lb. tins	0 29
No. 3, cases 50 lb., (50 ½-lb. packages.	0 23
(25 1-lb. "	0 22
No. 3, cases 50 lb., in 5-lb. tins	0 23
Green Ceylon, No. 1, (50 ½-lb. packages	0 35
(25 1-lb. "	0 34
Green Ceylon, No. 2, (50 ½-lb. packages	0 29
(25 1-lb. "	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s.	$0 39
" Amber, 8s. and 3s.	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6s.	0 44
" Currency, 12 oz. bars, 12s.	0 47
" " 6½s. and 12's.	0 47
" Old Fox, narrow, 12s.	0 47
" Snowshoe, 14½oz b'rs, sp'c'd 6½	0 51
" Pay Roll, 7s and 6½s.	0 52
" Fair Play, 8s. and 13s.	0 53

Vinegars.

E. D. MARCEAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals.	$5 45	$10 95
" casks, 60 "	10 25	22 40
Bottles, cases, 3 doz.	3 25	4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases assorted—	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

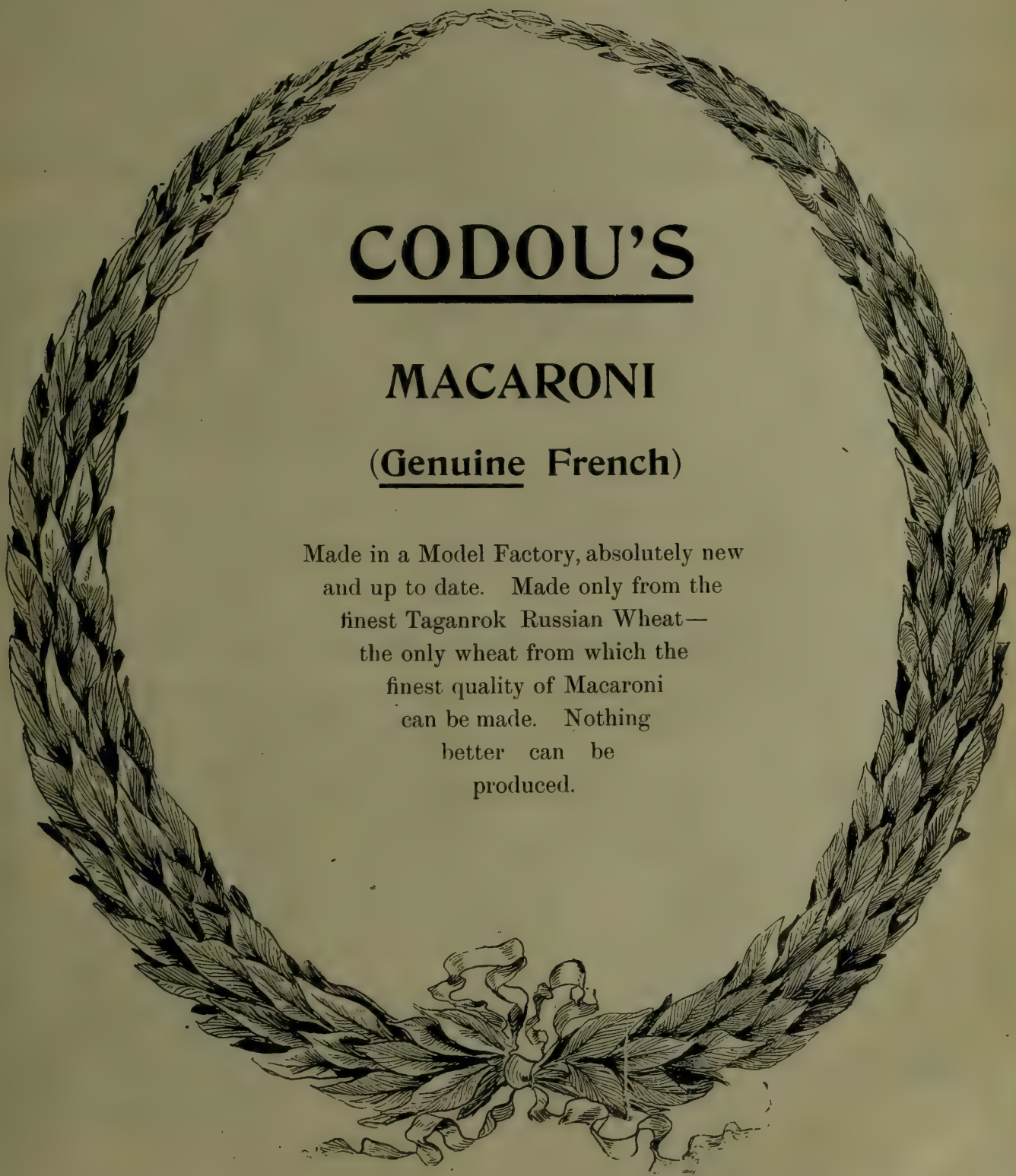
Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	0 95
Dominion King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" " 3 "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80



CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrok Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPETT & CO., Agents,

8 Place Royale, Montreal.

20½ Front Street E., Toronto.

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM at Canadian Prices

We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk** and **Peerless Brand Evaporated Cream,** unsweetened, can be obtained through our local representatives.

BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B. Scott, Bathgate & Co., Winnipeg, also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

LIPTON'S TEAS

have without doubt to day THE LARGEST SALE IN THE WORLD. They are the only teas in Canada and the United States that are sold in HERMETICALLY-SEALED, AIRTIGHT CANS. This insures the tea retaining its excellent flavor and the delicious aroma with which they have so long been associated. This is the only hygienic and healthful way of packing tea and is far superior to teas packed in lead packages.

LIPTON'S TEAS are the only teas in Canada that are shipped by the seller DIRECT FROM THE GARDENS, which means there is more profit in it for the grocer. No up to-date grocer can be without them to-day.

Write to the agents in Montreal—**Laporte, Martin & Cie.**
" " in Toronto—**Canada Grocers, Limited.**

Or to **Thomas J. Lipton,** 39 Pearl Street, New York City

JUST WHAT YOU WANT

TIME AND LABOR SAVER

The "ENTERPRISE" ELECTRIC RAPID GRINDING AND PULVERIZING Mill

Will be furnished for Direct or Alternating Current to suit all conditions

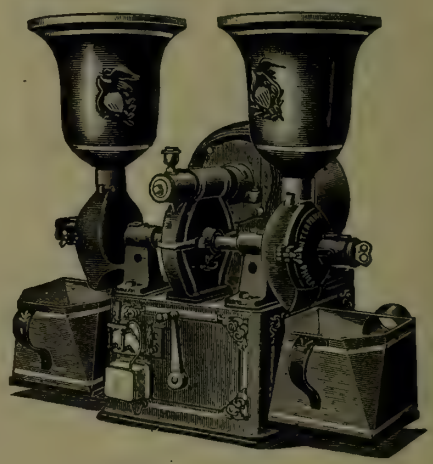
25 to 50 lbs. of Coffee CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade, I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA. U. S. A.

GRANULATOR PULVERIZER



No. 08712

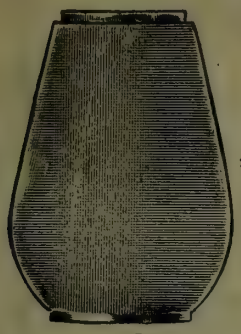
Height 31 inches; Width 32 inches;
Length 25 inches; Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity
Granulating, 2 pounds per minute
Pulverizing, ½ pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee
Capacity of Nickel-Plated Hoppers, 7½ lbs. "

ARE YOU USING OUR——



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
WALLACEBURG, Limited

MERCHANTS.

The Toledo Automatic Computing Scale SHOWS to EVERY CUSTOMER in LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and DOWN WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY FOR the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

MADE IN CANADA.

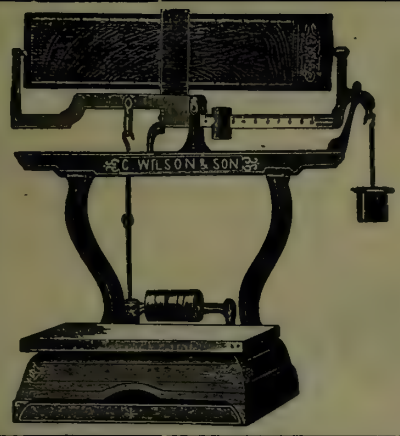
Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, ——

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, **TORONTO.**

Do You Real
What You Are

On your way to the bank, if you had an accident like the above you would thank a fellow who stopped you, and helped pick up the money you we losing.

Why not thank us for l ing you where you are d the same thing every da fore you start to the Fact is, we never ha chance to help you pick money we know you are

We've got a mighty low who visits your to tion to call on you nex Dayton Computing S Nearweight and pro the Systems that wi

Ask Dept. M. for Catalogue.

THE COMPU
164

OUR TRADE MARK — AUER LIGHT MANTLES LONGEST LIFE & BRIGHTEST — OUR TRADE MARK

Notwithstanding Short Pack

we will positively guarantee delivery for your season's requirements of

TOMATOES, CORN and PEAS.

"Boulter's," "Little Chief," "Lakeport," "Simcoe," "Aylmer," "Log Cabin."

The F. J. CASTLE CO., Limited, OTTAWA

P.S.—The above holds good until our stock is exhausted.

LEES AND LANGLEY.

Canada's Ideal

Worcestershire Sauce.

—satisfactory business

always results

lling

lthy, invigorating

PAN

eased

AS.

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold Water STARCH IVORINE

ASK TRAVELLERS THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK

The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application — Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto — E. L. Clarke, Montreal — D. Rattray & Son, Quebec
Jos. E. Huxley, Winnipeg — The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

A DELICIOUS TABLE REQUISITE

—the best product of its kind. Tea Rose drips is a pure cane sugar syrup of delicious flavor, put up into attractive sealed cans, which prevent any loss in weight or deterioration.

ROSE & LAFLAMME, Agents,
MONTREAL.

Paterson's Camp Coffee Essence

was put on the market by the makers with the firm conviction that it was unexcelled.

This conviction has been sustained by the increasing yearly sales.

ROSE & LAFLAMME,
Agents, Montreal.

YOU SHOULD GIVE THAT ORDER FOR CEYLON TEA — DO IT NOW.

Ceylon Tea

Black and Green

WILL make you money
win you friends
retain your customers
build up your business

BECAUSE Ceylon Teas
are without a peer in

FRAGRANCE,
AROMA,
CUP QUALITY,

and the prices are right.

Ceylon Teas are particularly acceptable to the Canadian people, as witness the tremendous growth in their use these last few years.

No grocer should be without a complete stock.

ORDER NOW.

Ceylon Tea **Ceylon Tea**

Black and Green **Black and Green**

Some Salmon Sellers.

In selling salmon the greatest care should be taken in the selection of brands that are strictly first-class and stay first-class, brands that you can absolutely rely on.

Maple Leaf Salmon

Lowe Inlet Salmon

These are two brands which you may sell with positive satisfaction. Ask for them. They are put up by

The British Columbia Packers' Association

VANCOUVER, B.C.

EVERY GROCER WHO ADVERTISES

MacLEAN PUBLISHING COMPANY, TORONTO

ought to have **"100 GOOD ADS. FOR A GROCERY STORE,"** recently compiled by W. Arthur Lydiatt, Editor Department of Advertising Suggestion and Criticism in THE CANADIAN GROCER.

The hundred ads. illustrate a number of ways of talking interestingly about a grocer's stock, and are full of suggestions as to what to advertise and how to advertise it.

An introductory talk tells how, when and where to advertise, and included in the book are nearly 100 short, catchy sayings for ad. headlines, show-cards, etc.

A copy of the book will be sent, postpaid, to any address on receipt of ONE DOLLAR.

SOCKEYE SALMON

"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Chinaware

Open stock patterns in

Finest Quality German

and

Haviland French

"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

NERLICH & CO.,

146-8 Front St., West, . . . TORONTO.

MONTREAL, 301 St.James St.,

There is a Reason

Lytle's Mince Meat sells well.

why this mince meat sells easily. It is because it is thoroughly good. Mince meat is an article that requires care in the manufacture, and we find that it pays to be careful. Only the freshest and choicest ingredients are used in its preparation, and the result is that it is pure, wholesome and delicious.

Done up in 6, 12, 28 and 80-lb. fibre and wooden pails.

The T. A. LYTLE COMPANY, Limited

124-128 Richmond St. West, TORONTO.

Pure, **Delicious,** **Best.**

are the THREE TERMS that correctly describe

HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest on the market. Ask your Wholesale House to send you on a case with your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.
Messrs. Clawson & Co., St. John, N.B.
Messrs. Wm. Tuffts & Son, Vancouver, B.C.
Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited, WORCESTER, ENGLAND.

THE ONLY WAY

to hold your customers and increase your trade is to give them the best.

JAMES' DOME LEAD

is the best Black Lead, and has held the market for over 60 years.

W. G. A. LAMBE & CO., Canadian Agents.

Style, Quality and Price

are important factors in business.

Our **Red Seal, New Process** and **Epicure Tomato Catsup** are packed to meet the above conditions.

You can buy these goods in pint, ½-pint and quart bottles, 2-lb. and gallon tins, and gallon jugs.

We are also packing a superior quality of **Baked Beans** in all sizes; plain, and in Tomato Sauce. Ask your wholesale house for a sample order.

The Canadian Canners' Consolidated Companies LIMITED,

HAMILTON, ONT.

Tell Them.

Has it ever occurred to you to tell your customers that they can buy condensed milk made without any sugar? There are many housekeepers that don't know this. Tell them they can get this in

Jersey Cream

W. G. A. LAMBE & CO., Agents.

and you will add to your sales.

MALAGA FRUITS.

CHOICE CLUSTERS,
BLACK BASKETS,
DEHESA CLUSTERS,
IN ¼ and ½ BOXES.

GI and ATLAS PEELS, are brands of superior quality.

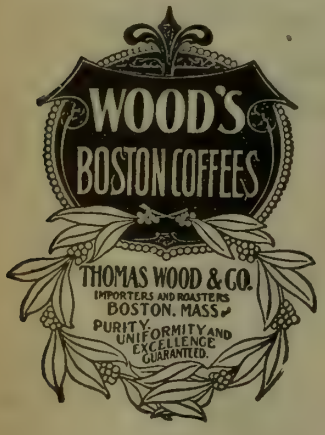
NEW ELEME FIGS, 2 inch, 2¼ inch and 2½ inch, in 10, 20 and 28 lb. boxes.

The above are only a few of the many attractive lines of seasonable fruits we have to offer the wide-awake grocer.

Orders by mail receive as careful attention and close prices as if given through our travellers.

W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.



FOUR QUESTIONS—ONE ANSWER.

What shall I buy - - if best?
What sells best - - - if bought?
What suits best - - - if sold?
What is liked best - - if used?

You have the business field mapped out before you in these queries.
You need not waste time in hard study behind a knitted brow to get the answer—

WOOD'S COFFEES.

THOMAS WOOD & CO.

Canadian Factory and Salesroom, **No. 428 St. Paul St., - MONTREAL.**

HOW IS YOUR STOCK

NEW DATES, RAISINS, CURRANTS, FIGS, SULTANAS, MINCE MEAT, PEELS, ICINGS, and other lines for holiday trade ?

Order NOW—Grenoble, Marbot and Bordeaux Walnuts, Tarrahona Almonds, Filberts and Brazils, Shelled Almonds, Sultanas, Malaga Table Raisins, etc

Prompt Delivery. **Telephone at our expense.**

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.

MOREWOOD'S PATENT GAS-HEATED ROASTER, with Hot-Air Gas Blast.

Write for particulars before putting down any other machine.

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

Gas-Heated Roaster—External Flame with Air Pump.
Gas-Heated Roaster—Internal Flame and Automatic Sampler.
Coke, Wood, Etc., Roasters. **Sample and Window Roasters.**
Grinding Mills, Plain or Ornamental. **Patent Chicory Nibber.**
Air Propellers. **Air Compressors.** **Dressing Machinery.**
Patent Fruit Washers. **Dry Fruit Cleaners.**
Quick Sifter and Mixer for Coffee and Chicory and all dry powders.

THE GROCERS' ENGINEERING CO.
COLE STREET, LONDON, S.E., ENG.

ILLUSTRATED CATALOGUE MAILED FREE.

THE MANUFACTURERS AND THE GREAT WEST.

(Continued from last week.)

A Symposium of Some of Their Impressions Gathered During Their Recent Trip to the Pacific Coast.

THE impressions received by the Canadian Manufacturers on their trip to the Coast which have been given by THE GROCER to our readers, are continued in this issue. The questions which were put by THE GROCER to the manufacturers and the answers of some of those interrogated, are given below :

QUESTIONS SUBMITTED.

FIRST—What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND—What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD—In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH—How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

J. M. Fortier, of J. M. Fortier, Limited, Montreal.

First.—Winnipeg impressed me as to its future as a business centre. We may say that Winnipeg will be the Chicago of Canada ; its activity, the very fine buildings which are being built, the scarcity of houses to let, and the go ahead of the business people is most striking. In my estimation, Manitoba and the Northwest are ahead of British Columbia because they have as a backbone their annual crops of wheat that the world requires.

Regarding second question, beg to say : That Manitoba could become a manufacturing country if our tariff was equal to that of the United States, and British Columbia's situation is the same.

In answer to the third question : The only way for manufacturers of the east to secure the trade of the Great West is to open up factories there or have warehouses with sufficient stock on hand to supply the trade on immediate delivery, same as United States' firms are doing now.

In answer to the fourth question : The business man of the east can only assist the territories of British Columbia in developing their national resources by recommending and popularizing their enormous resources and wealth to the immigrants. They have everything that can make a man rich, and all that these territories require is men to develop them, and as the people of the east are already installed, we might send some. I shall send to the West any one coming to me and wanting to make money, as there is money there for everyone who wants it. All they have to do is to help themselves. If I was a young man I would go out myself.

Mayor J. P. Layborn, London

First. The country appears to be going ahead at a great rate, especially in the far west and Alberta district. Everywhere one travels along the Canadian Pacific new lines are being built. The invasion of Americans is most noticeable everywhere and our friends across the border are certainly flocking into the West. It is also most striking to observe the enormous stocks which the firms in this part of the country carry, especially in hardware and implements, which speaks for itself.

Second. By increased railway competition, consequently reducing freight rates. In a great many instances the manufacturers of the east are at a great disadvantage in regard to long freight hauls to the West, American firms being in a position to ship at a low rate, the distance being shorter from Minnesota and freights lower, thus being in a better position to compete with eastern firms whose goods are carried at least two thousand miles. Judging from what I could hear I should say that American firms are selling cheaper in the Canadian West than in their own country in order to get a footing with goods, their faith in the future of this country being apparently very great.

Third. I should say by an investment of capital, thereby showing their confidence ; the establishment of distributing agencies, thereby supplying the westerners with Canadian-made goods ; and by periodical meetings or conventions taking place either east or West, at which an exchange of views may take place, and their wants and requirements attended to.

Fourth. British Columbia, when more fully developed, has a great future in front of it for manufacturing, especially when more of its wonderful water powers are harnessed and its untold hidden treasures are discovered.

Strathcona and Edmonton are certainly destined to become a great centre of industry, their natural resources meeting most requirements, coal being found on the spot, and great facilities accrueing from water power and water transport, and with the G.T.P. great things may be anticipated. Lethbridge also shows great signs of activity, but not being a manufacturer it is beyond my province to go into further details.

Geo. F. Cleveland, of J. L. Goodhue & Co , Danville, Que.

What most impressed me from a business standpoint during our trip to the Northwest and Pacific Coast was the unlimited possibilities for future expansion and the present large consumption of all kinds of goods by the western people.

The very large proportion of the business now going to the United States, especially in agricultural implements, stoves, hardware and similar lines.

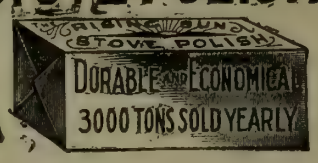
The great need there was that something should be done to secure the present large trade, and the enormous demand there will be as the country fills up for Canadian manufactures.

Nearly everything the people of the West require can and should be made in Canada.

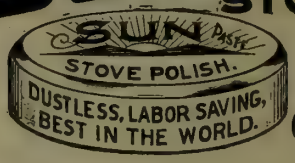
It struck me as being a very short-sighted policy for the western farmers to send so much of their money to sustain the immense army of workmen in the United States, thus gaining the farmers of the United States the best market, the home one, for the largest part of their produce at high prices.

Regarding manufacturing in Manitoba and British Columbia, I do not look for much in this line for some time to come. In Manitoba labor and power are yet, and will be for some time to come, too expensive.

RISING SUN STOVE POLISH IN CAKES
WELL KNOWN AND RELIABLE



SUN PASTE STOVE POLISH IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market

MOORE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

Winnipeg will, as the farming population increases in Manitoba and the Territories, and the surplus who for various reasons do not care to remain on the farms look for other occupations, have an available supply of labor, and when this time comes, will no doubt develop as quite a manufacturing city.

British Columbia, with her great water powers and cheap coal, has great possibilities as a manufacturing country, but at present the labor question is a great drawback and will prevent much manufacturing till matters are in better shape in this regard.

At Rat Portage and Port Arthur they have a vast available supply of cheap power in their great water powers, which are now being developed, and they should become large manufacturing points.

To me it seems that for some time to come the manufacturing for Canada will have to be done in the east. After a time a great deal should be done in British Columbia, and then these two parts of our country will do the manufacturing, and Manitoba and Territories will raise the produce to feed them.

The manufacturers of the east can secure a larger portion of the trade of the West by going there often, studying the conditions, learning what class of goods are brought in from the United States, making what the people want of as good or better quality as imported, filling orders promptly, and, as they say in the West, "hustling for the trade."

All this must be supplemented by a strong and united demand that they be put in a position to compete fairly.

Business men in the east can assist the people of the West in building up and deve,oping the country by visiting them frequently, having more faith in the future of our common country, establishing branches and distributing warehouses in the different centres, investing their surplus, if they have any, in legitimate enterprises, mining or other, as opportunity occurs; by helping in every way possible and feasible to secure more transportation facilities throughout the West and from the east to the West, not forgetting the great work that the C.P.R. has done and will do in this regard. In short, to all work together for the common good of all parts of our great and glorious country. If we do this we are bound to be one of the greatest as well as the best that the sun shines on.

W. H. Merritt, of The National Table Co., Limited, Owen Sound.

First. What impressed me most from a business standpoint during my trip West was the enormously increased purchasing power of the farmers and merchants in Manitoba and the Territories compared with two or three years ago, which has come about through the increase in value of lands, to say nothing of the profits which have been made on crops during the same period. Lands have increased in value to such an extent that it is salable in many cases at a figure four times its value three years ago. I was most strongly impressed with the solid financial position of practically all of the people, and of the great possibilities of trade awaiting the eastern manufacturers, which is sure to come to them. When you think that the Grand Trunk Pacific is about to enter the West and open up a new country much larger than the C.P.R. has settled, that this process of settlement, development and general raise in values is to continue on a much larger scale, we cannot help but be very optimistic as to the possibilities for business in all lines affecting all dealers in the West, as well as all manufacturers in the east.

Second. I do not think that Manitoba or British Columbia will manufacture on a large scale for some time to come. Our generation will hardly see that day. No doubt at certain points, which are well situated for cheap fuel and lumber, much manufacturing will be done, but it can only be in a small way, except in certain lines, some of which are already established there, such as milling in Manitoba and lumbering in British Columbia.

Third. I do not think that a very large amount of American-made goods are going into the West, except in agricultural implements and some small special lines not made to any extent in Canada. These same lines are going into Ontario to almost the same extent that they are going into the West. The implement firms also have their agencies at all principal points in the east. It does not appear to me that many of the manufacturers in Canada are suffering to any extent on account of American goods imported into the West.

Fourth. I think that the business men in the East can best assist the people in the West in developing the national resources of that country, by establishing branches of their business there, by investing and using their influence to have others invest in all sound undertakings going forward in the West, and by favoring and helping all legislation which will be to the benefit of the West, such as projecting new railways and branch lines, which will open up new territory for settlement and help to develop the timber, coal and mineral resources of the country.

Coffee Clearer

We have "Burnett's," always ready, always sure.
Answers the same purpose as eggs, and a great deal cheaper.

LUCAS, STEELE & BRISTOL, - HAMILTON, ONT.

ROSS' HIGH-GRADE TEA.

Having bought out the Ross' Tea Co. we intend to make this line popular with the trade.
If you want good Tea buy Ross' High-Grade Tea.
If you want a good profit sell Ross' High-Grade Tea.

LUMSDEN BROS., Proprietors the Ross Tea Co.
Hamilton and Toronto.

BROOMS

Our brands are:
"Standard" and "Signal"

The above brands are the best, we believe, on the market to-day.
TRY a sample 6-DOZ. LOT, and we know you will be pleased.

Crosse & Blackwell's Goods:

Just arrived, a full assortment, so send in your orders.

JAMES TURNER & CO.

Wholesale Grocers, = = = HAMILTON, ONT.

NEW EVAPORATED APRICOTS,
NEW EVAPORATED PEACHES,
NEW TAP. FIGS,

NOW IN STORE.

Thos. Kinnear & Co.,

Wholesale Grocers, - - 49 Front St. E., Toronto.

SPECIAL XMAS OFFER

TO YOU

THAT YOUR FRIENDS IN THE OLD COUNTRY WILL APPRECIATE . .

We will deliver to any address in England, Scotland or Ireland, a dozen or half a dozen of our Imperial Cheese without one cent of charge beyond the regular price. This is an opportunity to give your Old Country friends a holiday surprise with a delicious worthy Canadian product.

If you will forward us your card we will see that it is carefully packed in the case going to your friend.

Prices :—Individual size jar, $1.00 per dozen.

Small	"	"	**2.40**	"	"
Medium	"	"	**4.50**	"	"
Large	"	"	**8.25**	"	"

The above prices for the trade only.

ALL DELIVERY CHARGES PAID BY US.

Write address plainly to avoid mistakes. Make post office or express orders payable to

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED, - - TORONTO.

Other firms have copied our jars and labels and are now copying our advertisements and plans. They cannot, however, duplicate the quality of MACLAREN'S IMPERIAL CHEESE.

All orders should be in our hands by December 5th, so as to ensure delivery by Xmas.

Harry B. Whitton, The Tuckett Cigar Co, Hamilton.

In reply to your inquiries of October 17, I have pleasure in answering your questions as follows :

1. The very material improvement generally in all the towns west of Winnipeg. The growth of Winnipeg is, of course, phenomenal; and has been recognized previously by residents of the east.

2. The absence of wood, coal and iron must, for a long time, militate against the general development of the manufacturing centres of the West, though in the Crow's Nest Valley, where iron and coal abound, there is no reason why in years to come, it should not be a second Pennsylvania.

3. By more frequent visits to the trade, a closer study of requirements and more prompt delivery of goods to customers. Greater railway facilities and lower transportation rates seem to be the great desiderata at the present.

M. McLaughlin, Royal Dominion Mills, Toronto.

Replying to your first question—That Canada has acreage sufficient to grow as much wheat for export as is imported, not only by Great Britain, but by all the world, was what most impressed me from a business standpoint.

To questions three and four—development depends on transportation facilities, and will be limited by the same. Assistance, to be effectual, should be in the direction of railway developments.

Henry Wright, The A. F. MacLaren, Imperial Cheese Co., Toronto

You have certainly put four questions to us that it would take either a politician or a newspaper man to answer.

1. MacLaren's Imperial Cheese.

2. Very good.

3. By putting up good goods ; telling the people they are good, and using lots of energy and perseverance to push them.

4. By sending out men or women, young or old, with a little brain if necessary and lots of muscle and energy.

Business Changes

ONTARIO.

THE sheriff is in possession of the premises of J. H. Shields, grocer, Palmerston, whose stock was advertised to be sold by auction on 21st inst.

C. O'Brien, grocer, Stayner, has sold his stock.

Annie Hanlon, grocer, London, has gone out of business.

A. McNeil, baker and confectioner, Beamsville, has sold out.

UPTON'S

is a name known all over Canada for good Jams and Jellies.

UPTON'S

are good Jams to stock, for your customers know them and like them.

UPTON'S

goods won't stay long in your store. They are standard both in quality and demand.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

C. Monk, general merchant, Locust Hill, has sold out to R. Mann.

T. F. Eyre, general merchant, Chiselhurst, has sold out to J. Whiteman.

The assets of J. T. Newton, general merchant, New Liskeard, have been sold.

M. MacLennan & Co., general merchants, MacLennan, are asking for an extension.

The stock of T. H. Chambers, general merchant, Southwold Station, is advertised for sale by auction on November 27.

QUEBEC.

P. E. Blais, grocer, Quebec, is dead.

M. W. Phelan, tobacconist, Quebec, has sold his stock.

J. Pigeon, general merchant, Belocil, has made a compromise.

A. S. Hebert, general merchant, St. Gregoire (Nicolet County), is dead.

O. Blanchard, grocer, Granby, has appointed Kent & Turcotte curators.

H. Girard, general merchant, St. Paul's Bay, has made an assignment.

J. C. Drewett, general merchant, St. Donat, has sold his stock to E. Hudon.

Price Bros., general merchants, Iberville, have assigned to Wilks & Michaud.

J. P. Royer has been appointed curator of Charbonneau & Fils, Grocers, Magog.

G. E. Lessard, general merchant, St. Remi de Tingwick, has made an assignment.

T. F. Bisson, general merchant, Buckingham, has been succeeded by F. L. Bisson.

Consent of the assignment of A. H. Houle, grocer, St. Louis de Mile End, has been filed.

A. Beauchemin and G. A. Emard have registered Beauchemin & Emard, grocers, Montreal.

A meeting of the creditors of C. Duplessis, general merchant, St. Janvier, was called for 21st inst.

J. E. Lessard, general merchant, St. Remi, has made an assignment; V. E. Paradis is provisional guardian.

The stock of W. G. Berrigan, tobacconist, Quebec, has been damaged by smoke and water; loss covered by insurance.

NEW BRUNSWICK.

Lamont & Co., confectioners, St. John, have been succeeded by C. Robinson.

The Maritime Dairy Co., Limited, Sussex, capitalized at $48,000, is applying for incorporation.

MANITOBA AND N.W.T.

C. F. Wood, general merchant, Treesbank, has been burnt out.

S. Grant, confectioner, Wolseley, has sold out to Grant & Roberts.

Rankin & Affleck, general merchants, Wood Bay, have dissolved partnership.

The stock of R. Cowen, general merchant, Langdon, has been damaged by fire.

The stock of the estate of S. Lebedinsky, general merchant, Carman, is advertised to be sold by auction on 27th inst.

The Grenfell Milling and Elevator Co., Grenfell, have sold the Summerbury elevator to The Northern Elevator Co., Limited.

BRITISH COLUMBIA.

Duthie & Keith, feed dealers, Vancouver, have dissolved partnership.

Mr. Mackenzie, fruit dealer, Rossland, has been succeeded by Miss Brokenshire.

J. G. Hutchinson, of The B. C. Supply Co., Limited, grocers, Vancouver, has sold his interest to G. Howell.

We offer some splendid values in

Ceylon Green Teas

Fine Clear Liquor.

Good Finished Leaf.

THE Davidson & Hay, LIMITED, Wholesale Grocers, TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

THE POULTRY TRADE IN CANADA.

CANADIANS are awakening to possibilities of the poultry trade. Last year we exported more than $160,000 worth of poultry, one commission merchant sending to England no less than 50,000 chickens and 5,000 turkeys. The Dominion Government has been active in establishing chicken-fattening stations in different sections of the country for the education of farmers in poultry raising, with the result that the quality of poultry has shown a decided improvement.

In the last three years local trade has been increased threefold, and a very healthy export trade built up.

There is no longer a demand for lean fowl except from canning factories, which take all the starved stuff they can get hold of at low prices to make into soups. An extensive produce dealer reports that a 6-lb. chicken will dress 5c. a lb. more than 2 or 3-lb. chickens.

Poultry raisers are being educated to feed scientifically, and good results are already forthcoming, but the utmost care must be exercised in killing and dressing if Canadians are to get out of the poultry trade all there is in it. Commission merchants frequently complain that poultry comes to them in bad condition, and the reason is because farmers neglect to exercise proper care in killing and dressing. A fowl should be starved at least 24 hours before killing, else a quantity of grain will remain in its crop, which, in its partially digested state, is sure to disintigrate with the result that the dead bird becomes quickly discolored. A bird with crop empty will keep longer and bring a better price ; but what is more important, if a bird with a full crop is discovered in a lot for export, the consignment is apt to be confiscated. The general merchant has to take the risk, and he, if any, suffers. A butcher should always avoid worrying or exciting his prey. Blotches of red sometimes appear under the skin surface of dressed fowl. This means that the bird was plucked before killing in order to get a high price for live-plucked feathers. As a matter of fact poultry raisers lose more from the low price they have to take for the inferior article than they make on the increased value of the feathers. In dressing, the farmer should avoid the pernicious method of removing feathers by scalding. Not only does it spoil the appearance of a bird, but a scalded fowl will not keep as long as one that is dry-picked. For the export trade nothing but dry-picked fowl will answer. For export purposes the bird should not be too large, wing-tips should not be plucked, and heads should be left on ; for the local market wing-tips are plucked and heads removed. There are variations in the manner of preparing poultry for the local market according to locality. In the East a fowl must be dressed and drawn ; in the West this is seldom done except to order.

The following hints may be of value to the general merchant who is the go-between for commission merchant and poultry-raiser. Commission merchants say the general merchant is often careless in sorting poultry, and for that matter, does not discriminate sufficiently even in buying. He takes anything which may have been called fowl at some time or other, because he is afraid to refuse his customer, and is unwilling to see his neighbor around the corner get the start of him. Mrs. Brown gets the same price for a pair of poor chickens as Mrs. Smith for a pair of good ones. As a result, a stock of good, bad and indifferent stuff accumulates, for which it is impossible to find any but an indifferent market. If the general merchant had only the determination to refuse an inferior article point blank, he would succeed in time in educating the farmer to bring nothing but a first-class article to market. Further, he would have some real say in controlling market prices for poultry instead of being at the mercy of the commission merchant.

The country dealer, instead of sending live poultry direct to the commission merchant, is prone to keep what he has on hand until there are more to follow. The result of this delay frequently is that his stuff reaches its destination in bad condition. During the three or four days they have been cooped up the birds have shrunk in weight, and are sure to show poor color when killed and dressed. In such a predicament the commission merchant takes care to insure himself against loss, the entire burden falling on the general merchant.

Another difficulty sometimes confronts the general merchant. He finds a lot of poultry on his hands for which he has no ready sale. When there is a glut in the market his one salvation is to send his surplus stock to cold storage. It is not advisable to do this except with well-fattened, well-dressed fowl, which has been thoroughly cooled after killing, else it will turn green in color. It should, also, be carefully packed in boxes containing from ten to twelve fowl apiece, each bird carefully wrapped in vegetable parchment and placed straight in the box.

A prominent commission merchant, in speaking of the possibilities of the poultry trade in Canada, remarks that it is already assuming large proportions. The local trade is sure, and at the present time we will take all the poultry we can get hold of, provided it is A No. 1 quality. There is an unlimited demand in the Old Country for Canadian turkeys, chickens and ducks, but only a limited supply to meet it. They want the best or none at all, and we must educate the farmer to supply this demand and do it right. This is being slowly accomplished, and not only is there far more first-class poultry being used for the local and export trade, but it is also bringing a much better price than heretofore.

Trinidad Provisions.

Gordon Grant & Co., Port of Spain, Trinidad, writing Nov. 4 say : "Pork and lard are in supply and move slowly. Pork loins, ribs, shoulders, and all such goods find ready sale. Family beef is slowly firming up, but the demand continues chiefly for the cheapest grades.

"For Morlaix butter there is still a slight enquiry and even present low quotations are only obtainable in a retail way—imports are on a liberal scale, some 450 packages having arrived per ss. Le Calvados. Oleomargarine is moving freely, although at slightly lower rates."

Telegraphic Address, "DOMINO," Charlottetown.

The Dominion Packing Company, LIMITED.

Codes Used A.B.C. LIEBERS PRIVATE.

Charlottetown, P.E.I. Canada

We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR PRICE LISTS.

NOTHING FINER CAN BE PRODUCED THAN OUR

Beech-Nut Hams and Bacon

We are offering attractive prices on

Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay** and **Oats.**

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

LONG CLEAR BACON

Owing to the demand for this in both England and the lumbering woods of Ontario, stocks became exhausted. We now have new stock ready for shipment and shall be pleased to have your orders.

F. W. FEARMAN CO., Limited

HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails, Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co., LIMITED

PORK AND BEEF PACKERS,

TORONTO, ONT.

Paraffining and Cold Storage.

PARAFFINING cheese and cooling at a low temperature has been receiving the attention of the New York Experiment Station, and among other facts brought out are the following:

By paraffining the cheese much of the loss in weight was prevented, especially at the highest temperature; and the quality was improved in some instances—never lowered.

Half of the cheeses in one lot were dipped in melted paraffin when a few days old, and were distributed in the curing-rooms at different temperatures, to compare with the other half of the cheeses, which were untreated.

The difference in the scores of paraffined and unparaffined cheese was slight up to 28 weeks, with the cheeses kept at 10 degrees, and up to 20 weeks with those cured at 50 degrees; but at 35 weeks with the 10 degree cheeses, and at 28 weeks with those kept at 50 degrees, there was an average difference of one point on the score in favor of those paraffined. At 60 degrees there was an average difference when the cheeses were 20 weeks old, of 1½ points in favor of paraffining.

When covered with paraffin, the cheeses cured at 40 degrees lost only 0.3 lb. per 100 lb., those cured at 50 degrees lost only 0.5 lb., and those cured at 60 degrees lost only 1.4 lb. In the same kind of cheese not thus covered, the loss was much greater at all temperatures. By covering cheese with paraffin, a saving in loss of moisture can be effected amounting to 5 or 6 lb. per 100 lb. of cheese, at 60 degrees F., and at 50 degrees or below the total loss of moisture can be reduced to less than 1 lb. per 100 lb. of cheese.

At 40 degrees, the difference in favor of the paraffined cheese, counting both quality and quantity, was 51 cents for 100 lb. of cheese stored; at 50 degrees the difference is 63 cents; and at 60 degrees, $1.11. The saving is much greater at higher than at lower temperatures.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Offi e, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

Eggs for China.

The importation of Siberian butters into this country, says London Grocery, is increasing by leaps and bounds, and from the same country comes a large amount of eggs. At least these eggs ostensibly come from Siberia, but in reality their place of origin is China, and China is the cheapest market for eggs. Incredible as it may seem, several manufacturing companies in England, which deal largely in eggs, can buy them cheaper in China—finest "Siberian" carriage paid—than in England.

Cheese Statistics.

The value of cheese made in Cadana this year is estimated at $25,000,000 to $30,000,000. A contemporary of a mathematical bent has figured out that this represents a make for the season of 3,000,000 boxes; in weight estimated at 24,000,000 lbs.; equal to 6,000 carloads of 20 tons each; making a train 37½ miles in length; piled up one over the other it would make a stack 852 miles in height.

An Injury to the Trade.

MR. A. W. WOODARD, official cheese and butter referee of the Department of Agriculture, who has been endeavoring without success to find from what source shipment was made of Canadian butter to England in Danish casks, speaking in Montreal the other day said: "Produce men who ship best Canadian butter as Danish are making a great mistake and doing the Canadian butter trade an injury. Besides, the practice is hardly that of honorable men. But if the best Canadian butter is shipped as Danish butter and the poorer grades are sent out as Canadian, it puts Canadian butter on a low level. If we can make butter so good that it can be sold as Danish, it should not be necessary to sail under false colors. Shippers should ship their best product as Canadian. These casks are made of a peculiar birch wood that is not obtainable in Canada. On the other hand, we have been unable to trace imports of any."

THE PROVISION MARKETS.

Toronto.

The easier tone reported last week has continued. The large corn crop in the United States portends a large production of hogs and consequent weaker feeling. In addition to this the English market is in a bad way. As a consequence dressed hogs are very much easier and even lower prices are expected by some. Pork products in consequence are exhibiting an easier tendency. The supplies keep about the same while the close of navigation shuts off very considerable markets for the present. We quote:

Long clear bacon, per lb	$ 0 09½	$0 10
Smoked breakfast bacon, per lb	0 14	0 14½
Roll bacon, per lb	0 10½	0 10½
Medium hams, per lb	0 13	0 13½
Large hams, per lb	0 12	0 12½
Shoulder hams, per lb	0 10	0 10½
Backs, per lb	0 14	0 15
Heavy mess pork, per bbl	17 00	18 00
Short cut, per bbl	19 00	20 50
Shoulder mess pork, per bbl	15 50	16 50
Lard, tierces, per lb	....	0 08½
" tubs "	....	0 08½
" pails "	....	0 08½
" compounds, per lb	0 07½	0 08
Dressed hogs, light weights, per 100 lb	6 25	6 50
" " heavy " "	6 00	6 25
Plate beef, per 200-lb. bbl	....	12 50
Beef, hind quarters	6 50	8 50
" front quarters	4 00	5 50
" choice carcases	6 00	7 00
" medium	5 00	5 50
" common	4 00	4 50
Mutton	5 00	6 00
Lamb	6 50	7 50
Veal	7 00	9 00

Montreal.

The market for hog products has been fairly active during the week at steady prices. In round lots Canadian short-cut mess pork is selling at $18.50. Smoked meats, especially hams and bacons, are in excellent demand. We quote:

Canadian short cut mess pork	$18 50	$20 00
American short cut clear	18 00	19 00
American fat back	19 00	20 00
Bacon, Wiltshire, per lb	0 13	0 14
Hams, per lb	0 12½	0 13
Extra plate beef, per bbl	11 00	12 00

Lard is selling well at the following prices:

"Boar's Head" brand	0 08½
Carloads, less	0 00½
20-lb. tin pails, tierce basis	
Half-bbls., over tierce	0 00½
60-lb. tubs, "	0 00½
20-lb. wood pails "	0 00½
10-lb. tins, "	0 00½
5-lb. tins, "	0 00½
3-lb. tins, "	0 01

Wood net, tin gross weight

	Wood.	Tin.
1 to 25 pails	1 78	1 68
26 to 49 pails	1 76	1 66
50 pails and over	1 72½	1 62½

St. John, N.B.

Pork is quite freely offered. There seems to be ample stocks held, and quite low prices are quoted. In barrelled beef prices are more steady; there is a fairly good demand. Hams and rolls are more freely sold. They are very steady in price, holding more firm than other pork products. Pure lard is still very low; there is a large movement. In

THERE ARE MANY BAKING POWDERS

"THE LIGHT OF THE KITCHEN"

BUT THERE IS ONLY ONE

MAGIC BAKING POWDER

It is Pure, Wholesome and Economical
SOLD IN ALL SIZES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consignments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491. Toronto.

The accompanying Window Display of The N. K. Fairbank Co.'s products is in the store of Messrs. Whitehead & Huether, Walkerton, Ont. Merchants interested in this equipment will be entitled along with it to goods which have a retail value of $5.00, in payment for the use of their window for a period of 30 days. The proposition is one which absolutely insures the sale of the goods and pays a profit of about 60 per cent. as well as being a great trade attractor. Over 200 merchants have accepted this offer.

THE N. K. FAIRBANK COMPANY,
Wellington and Ann Sts., MONTREAL, QUE.
Chicago, New York, St. Louis, New Orleans, San Francisco, Baltimore, Boston, Philadelphia, London, Eng., Hamburg, Ger.

refined lard quite firm prices rule. There is improved sale. In fresh meats a steady business is reported. Beef, both western and domestic, is quite low. Lamb is very plentiful. Mutton is offered freely, but has a very slow sale. Some nice veal is seen. Pork is rather firmer with supply light. We quote :

Mess pork, per bbl	$18 00	$19 00
Clear pork "	18 00	20 00
Plate beef "	13 00	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb	0 05	0 07
Western beef "	0 07	0 08
Mutton "	0 04	0 05
Veal "	0 05	0 06
Lamb "	0 05	0 06
Pork "	0 06	0 06½
Hams "	0 13	0 15
Rolls "	0 12	0 14
Lard, pure, tubs "	0 09½	0 10
" " pails "	0 09¾	0 10½
" compound, tubs, per lb	0 09	0 09½
" " pails "	....	0 09¾
" Fairbank's refined, tubs, per lb	0 09¾	0 09¾
" " " pails "	0 09¾	0 10

DAIRY PRODUCE.

Toronto.

BUTTER.

Supplies coming forward are barely sufficient to meet the demand. The long season of many of the cheese factories has left the country bare of butter in some places and recourse has had to be had to Toronto to make up the deficiency. The market remains firm at about former quotations. We quote :

	Per lb.	
Creamery prints	0 22	0 24
" solids, fresh	0 21½	0 22
Dairy rolls, large	0 17	0 18
" prints	0 18	0 20
" in tubs, best	0 17	0 18
Under qualities	0 14	0 15

CHEESE.

The cheese situation continues dull and featureless at former quotations. We quote :

	Per lb.	
Cheese, large	0 11¼	0 11½
" twins	0 11½	0 11¾

Montreal.

BUTTER

The demand still continuer good, there being no surplus in the deliveries. Finest eastern is jobbing at 22 to 23c.; Fall, 22 to 22½c.; Summer, 20 to 21c.; creamery prints, 22 to 23c.; dairy butter, large rolls in demand, 17 to 17½c.; dairy tubs, 16 to 17c.

CHEESE.

Prices locally are unchanged. The mild fresh make sells for 11 to 11½c.; Summer strong cheese, 12 to 12½c.

St. John, N.B.

BUTTER

This is a line in which quality counts even more than in perhaps any other, for the reason that there is such a wide range, and best stocks are always scarce. There is a fair sale. Stocks are quite ample, but for best grades rather firmer prices rule :

Butter, creamery prints, per lb	0 24	0 25
" creamery solids (fresh made), per lb	0 22	0 23
" prints	0 18	0 20
" tubs	0 14	0 16
" tubs, selected, per lb	0 17	0 19

EGGS.

There is improved sale. Supplies are not large. New Brunswick offerings are light. Prince Edward Island ships large quantities here. This is the season when there is a very wide range between fresh and regular case eggs. Quotations are :

Eggs, new laid, per doz	0 22	0 25
" case stock, per doz	0 18	0 20

CHEESE.

Full prices are maintained. Stocks held here are light, and it is difficult to buy twins or small cheese, which have the demand here. Quotations are :

Cheese, per lb	0 11½	0 12
" twins	0 12	0 12¼

Cheese Markets.

Cornwall, Nov. 21.—Seven hundred and seventy-one white cheese, 800 colored and 14 American were boarded here to-day. All sold at 9½c., except 15c. boxes, which were held over.

London, Nov. 21.—Two thousand and forty cheese offered at to-day's market; 610 sold at follows :—450 at 10¼c., 160 at 10⅜c. The last market of the season will be held next Saturday, 28th.

Belleville, Nov. 21.—At last Cheese Board of the season, held here to-day, there were offered 2,000 at 9 13-16c. and 9¾c. bid ; no sales ; factory men selling on the streets for 9 13-16c.

Cowansville, Que., Nov. 21.—At the meeting of the Eastern Townships Dairymen's Exchange here to-day, 26 factories offered 1,256 boxes cheese, and 23 creameries offered 1,145 boxes butter. Cheese sold at 9 9-16c. to 9½c.; butter at 20½c. to 21c.

Watertown, N.Y., Nov. 21.—Cheese sales, 2,000 at 9½c. to 9⅝c. for large, 9¾c. to 10c. for small, 9½c. for twins. About 3,000 unsold in Jefferson county.

Provision Notes.

The 24 factories in the Richmond and Drummond County Cheese and Butter Syndicate, during the season just ended turned out 839,261 pounds of cheese, which sold for $35,110.11. The average amount received by each patron was $167.67.

FIRST SAMPLE OF RAYMOND SUGAR.

(Special to THE CANADIAN GROCER.)

Winnipeg, Man., Nov. 23.—Samples of first run of Knight Sugar Co., Limited, Raymond, Alberta, were received here to-day. Nice bright staple of granulated, good color and pleasant flavor. Prices are not yet quoted.

OUT FOR BIG GAME.

There is a serious time in store for the denizens of the forest during the next few weeks up around Labelle. An excursion of Montreal gentlemen has departed for the hunting grounds around Labelle, and made its headquarters at Nomininge. The party includes A. H. Scott, of Watt, Scott & Goodacre, and W. S. Laflamme, of Rose & Laflamme, both of them excellent shots, and it goes without saying that the members of the Kenaron Club will be kept well supplied with game.

HAMILTON TRAVELLERS.

The annual meeting of the Hamilton branch, Commercial Travellers' Association of Canada, was held in the New Royal on Saturday evening. It was decided to hold a conversazione during Christmas week. The membership in Canada has grown to 6,400, and the reserve fund now amounts to over $400,000, which shows its affairs to be in a most flourishing condition. The amount paid out this year in death claims was $40,000.

The nomination for officers to represent the Hamilton branch was as follows : First vice-president, Fred T. Smye, elected by acclamation ; second vice-president, Capt. J. H. Herring, elected by acclamation ; for directors, six to be elected—H. C. Wright, E. J. Fenwick, Jas. Hooper, G. A. Matheson, G. M. McGregor, W. G. Reid, J. S. Reid, E. E. W. Moore, Ed. McCoy, R. Stewart.

THE CANADA BEAN CO.

LETTERS patent under the Great Seal of the Province of Ontario have been issued granting a charter creating and constituting John A. Elliott, Wm. C. Newman, of the town of Ridgetown ; John B. Stringer, Samuel McC. Glenn, Harry J. Stevens, of the City of Chatham ; Peter Haggart, of the town of Blenheim, and Charles McLeren, of the village of Highgate ; all grain dealers, a corporation with power to buy and sell in beans, grain and all kinds of produce and other goods of a similar nature. The Corporate name of the company to be The Canada Bean Co., Limited. The share capital of the company to be $50,000 divided into 5,000 shares of $10 each. The head office of the firm to be at the town of Ridgetown, and the provisional directors to be the gentlemen above mentioned.

ELGIN BEE-KEEPERS.

A MEETING of the bee-keepers of Elgin Co. was held in the Y.M.C.A. rooms, St. Thomas, Saturday afternoon, and a local association formed to be known as the Elgin County Bee-keepers Association. The following officers were elected : President, Morley Pettit, Belmont ; vice-president, J. A. McFarland, Southwold Station ; sec.-treas., W. J. Robb, St. Thomas.

The annual membership fee was fixed at twenty-five cents.

An interesting discussion took place as to the packing and crating of honey, and views exchanged as to the best methods of adoption.

It was decided to hold the meetings monthly, the next meeting to be held on Saturday, December 12.

Among the representatives present there were reported 671 colonies of bees, which will be greatly augmented when fuller organization takes place.

OUR OFFERINGS ARE THE GREATEST VALUES IN THE TRADE IN

Ceylon GREEN TEAS

We control the entire output of a garden producing the

FINEST CEYLON GREEN TEAS of the island. These are made in four styles. Each line easily outclasses, both in style and draw, JAPANS costing 3 to 4 cts. per lb. higher.

SPECIAL——

To more fully introduce these TEAS, we will for a limited time give with each order for 10 packages a

FANCY ROLL TOP CANISTER FREE,

capacity 90 lbs. Handsomely decorated, an ornament to any store.

IT WILL PAY YOU TO GET SAMPLES AND QUOTATIONS.
YOUR ENQUIRY WILL BE APPRECIATED AND PROMPTLY ATTENDED TO.

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS, TORONTO.

TORONTO TRAVELLERS' "AT HOME."

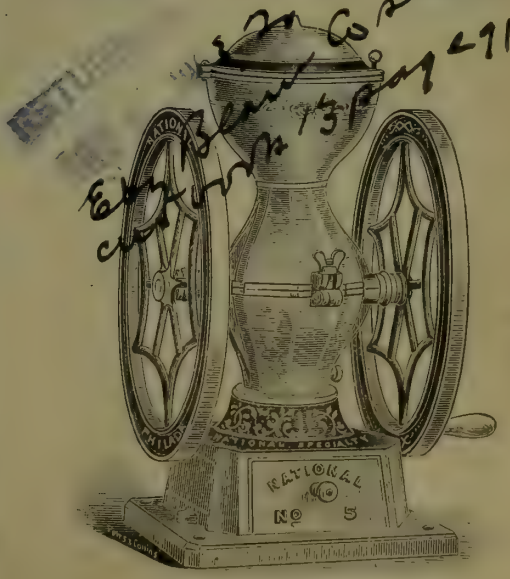
THE Toronto City Travellers' Association held their annual "At Home" on Tuesday evening, November 24, at St. George's Hall. The success of any social function conducted under the auspices of the Commercial Travellers' of Canada is assured from the start, and last night's entertainment proved to be no exception to the rule. The secretary of the association, Mr. W. T. Daniel, ably assisted by his committee, composed of H. C. Scully, J. Mortimer, A. G. Fleming and C. H. Wilson, spared no pains in seeing to it that the arrangements were perfect, and it is in no small measure due to their untiring efforts on behalf of their guests that this year's "At Home" went off with an eclat that it is seldom one's pleasure to witness.

Invitations were limited to 200 to avoid over-crowding ; the result was that the crush and jam so often characteristic of large "At Homes" was entirely absent.

Dancing was the order of the evening, and the Glionna-Maricano orchestra never in better mettle. Incidental divertisement was provided in the form of a vaudeville concert with Harry Bennett in the roll of chief entertainer. His side-splitting monologues and humorous songs were refreshing in the extreme, and served their purpose so well that gay and festive merry-makers hardly realized when the conclusion of the dance programme of 18 numbers had been reached. Refreshments were served during the evening from a buffet with centre-piece of yellow and white crysanthemums, golden-tinted candelabra and rich cut glass, and were all that could be desired.

It is to the credit of the City Travellers' Association to say their annual "At Home" was undoubtedly one of the pleasantest functions of this season. Everyone seemed to be there for the unalloyed purpose of having a good time, and whether in the dancing hall, the numerous card-rooms or the tea-rooms, they had it.

THE "NATIONAL"
COFFEE, SPICE and DRUG MILLS
16 DIFFERENT STYLES FOR
STORES, HOTELS AND FAMILIES.



FOR SALE BY
THE EBY, BLAIN CO. LIMITED
WHOLESALE GROCERS AND IMPORTERS, Toronto, Canada

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

IN British Columbia nearly every one seems to be interested in mining. I don't mean altogether in a financial way, but interested enough to talk about it. In the purely mining districts it crops up in nearly every conversation, although possibly we eas-

Landing our Party at Kootenay Landing.

terners were sometimes responsible for its being drawn into the conversation. But even if we were, I do not think we need to apologize. The subject impressed itself upon us the moment we entered the province; indeed, even before we were within its boundary lines. When sailing over the sea one occasionally thinks of the teaming millions of fish which are swimming about underneath, but when skirting mountains, or climbing them, as one is doing continuously for about 500 miles, when travelling through the Rockies westward, and remembering that the "sea of mountains" as Grant called them 30 years ago, are rich in minerals, one can scarcely avoid talking about mines and minerals. When travelling on train or boat, or resting in some hotel, any one who was in authority, or supposed to be in authority on mineralogy, soon had a group of eager listeners, and it was seldom we failed to get some interesting information on such occasions.

* * *

In the mining districts most people carry a miner's license, without which no man can stake out a claim. These licenses only cost $5, and the possessor of it, when he discovers what he believes to be land rich in mineral properties, has merely to stake out his claim and register it in the nearest registration point. "It is a handy thing to have with you," remarked one Nelsonite. "Although I have never struck anything yet I always carry one." But like Micawber, he was expecting something to turn up some day; but from what I could gather the men who strike it rich are relatively few in number. On the steamer running from Nelson to Kootenay Landing was one of the few fortunate ones. He was a young man, a student. His home was in the United States, and during the last three years he had spent his holidays prospecting in British Columbia and had with his brother struck some rich claims in the Boundary District. He was well-informed and was the most interesting conversationalist on minerology that I came across during our journey. He was now homeward bound for the purpose of applying himself closely to his studies in order to blossom out as a civil engineer.

* * *

Cascade Mountain, Banff.

As we approached Rossland there was a good deal of good-natured bantering among some of our party in regard to the money which more than one of them had lost in mining speculations in that district. One man remarked that he was going to see the hole into which his money had gone. "There will be some satisfaction in that," he declared amid laughter. His remark was so apt that it became a by-word for a day or so. Our visit to Rossland was under rather unfavorable conditions. Snow had fallen the day before, and when we reached the town rain was falling and we had to plough our way through much slush. This, by the way, was our first actual contact with snow, although of course we saw much of it on the distant mountain peaks, from the time we caught our first glimpse of the Rockies. When we arrived at Rossland we found an enterprising merchant with a box of rubbers on the platform. He had anticipated a demand for rubbers, and he was not mistaken. His box was soon empty and his pockets well filled with money, for although his prices were surprisingly moderate under the circumstances, he had had many customers to supply. Notwithstanding the weather, our visit to Rossland was anything but unpleasant. The people were most hospitable and did everything in their power to entertain us. The mines were of course visited, but the centre of attraction was the Le Roy property. After entering the tunnel of this mine some of our party descended in the cage to the bottom of the main shaft, some 1,300 feet, while others ascended in a cage to the top of the mountain, some 370 feet. At the top were situated the hoisting machinery, the big grumbling crusher, which swallowed up the ore as fast as it was thrown into it, and the carriers which conveyed the crushed ore to the cars and dumping ground to be ultimately shipped to the smelter. Nearly all the work in the LeRoy mine is done by machinery and the various processes were watched with a great deal of interest, particularly by those who for the first time were visiting a modernly equipped gold mine. Nearly all took

On a Siding in the Crow's Nest Pass.

away specimens of ore, but when they found that the bright shining particles in the ore was iron pyrites and not gold few of them retained these specimens till they reached home. In spite of the inclemency

"Quality" and "Quaker"

both commence with a "Q." They are one and the same thing when associated with package teas, for

" uaker" brand

Ceylon Tea

(Green or Black)

is the perfection of the art of tea blending.

There is no package tea on this or any other market that can equal it in style, flavor, strength, purity and healthfulness.

Don't take our word for it, send for a sample. Judge for yourself. A post card addressed to us will bring sample.

If you're looking for a tea that will build up your trade send for **"Quaker" Ceylon Tea.**

J. A. Mathewson & Co.,

Wholesale Agents for Canada.

MONTREAL, P.Q.

of the weather I think we all felt well repaid for our visit to Rossland, and even those who had lost money in unwise speculations in the boom days, forgot to look for the holes into which their money had disappeared. The hopes and aspirations of the good people of Rossland were a little in the ascendency when we were there. Labor difficulties were disappearing, but what was developing the spirit of optimism more than anything else was the results that were expected from improved methods in extracting the gold from the ore, thus enabling a profit to be obtained from a much lower grade of ore than has been possible in the past. The appearance of Rossland much surprised me. I had not expected to see its buildings, its sidewalks and indeed its general appearance so modern. The granolithic sidewalk has reached there, and in width it would put the

C.P.R. Station at Vaucouver.

sidewalks in some of our modern eastern cities to shame.

* * *

No part of our journey was scarcely more interesting than that to and from Rossland. This was because the railway was different from any other we had travelled over. The grades were steep and the curves sharp; but it was the switch backs that most excited our curiosity. These switchbacks are on a mountain side near Rossland. They have been conveniently placed at points where the locomotive is likely to get out of breath, and at which, after opening a switch, the locomotive follows and the end car takes the lead. Then we have vice-versa again and again until the "iron horse" finally takes its place permanently at the head of the train, and steams into Rossland with its head as high as if it never had to take the tail end of the procession.

BUSINESS.

'Tis now the honest farmer packs
His apples up to town.
This is the top row in the sacks;
O O O O O O O
And this is lower down:
o o o o o o o

WESTERN TRADE PROGRESSIVE.

MR. W. L. HUNTER, western representative of L. Chaput, Fils & Cie., wholesale grocers, Montreal, was a caller at the offices of "The Grocer" in that city last week. In the course of conversation Mr. Hunter said: "Trade throughout the West generally has been of a progressive character, although not marked with the same buoyancy in the Territories that has characterized other years, when the staple crop wheat was better in quality than during the present season. You will notice I use the word staple, and this, to my mind, emphasizes at once the resources as well as the weakness of the Great Middle West, as I am convinced that until the farmers throughout Assiniboia, Saskatchewan and Eastern Alberta learn through experience that they must enter more largely into mixed farming, such as hog-raising, poultry-keeping, and, where circumstances permit, the raising of vegetables for the nearest local market, farming conditions will not be equal in the territories named to such as prevail through Manitoba and the developed parts of New Ontario. Owing to these conditions, the grocery trade is confined to articles of a purely staple character, but further West throughout the ranching country there is a market demand for the finer grades of groceries. The people in this latter section are largely recruited from well-to-do families in Great Britain, and are naturally accustomed to the best that is going. The same remarks apply to British Columbia, with the additional fact that owing to contiguity of American sources of supply, I found in the principal stores a goodly proportion of specialties brought over from San Francisco, Seattle, Spokane, and other western American trade centres. I also found that notwithstanding the duty on these goods there was a steady trade for them among the residents, who hailed formerly from the other side of the line, and a no inconsiderable representation of our own people. The reason for this preference, I believe, will be found in the fact that these American goods are most handsomely put up in stylish packages and labelled in the highest style of the lithographer's art.

"As regards the prospects of our Great West I have the most unlimited faith in the future of that part of Canada, because, as settlement and development will assuredly take place in an increasing ratio every decade, the centre of population must surely swing gradually but unerringly in that direction; in fact, I believe that another generation or two will find the policy of the Dominion at large dictated with no inconsiderable reference to the views and wishes of our western fellow citizens.

"It is, of course, too early to speak of the prospects for next year, but without drawing too much on my natural optimism, I believe that trade will improve and increase, as prospects point most assuredly to a still larger influx of settlers from the western American States than during the present year. Those that have gone up and possessed the land, I know, in many instances, have written to friends and relatives to come and do likewise. Taking it altogether, the future prospects are thoroughly sound."

A "FAIRY" CALENDAR.

The N. K. Fairbank Co., Montreal, have issued a "Fairy" calendar for 1904, a sample set of which has been received by "The Canadian Grocer." For artistic excellence it must stand in the front rank. The entire work is of such a character as to reflect with credit both upon the artist and lithographer. This calendar is composed of seven sheets, 10 x 13 inches, printed on heavy glazed paper, and in 12 colors. The designs are made from brush studies of Mr. C. Warde Traver, an American artist of high repute. The first sheet represents an idealic figure of a young woman who is flanked each side by a broad, wavy blue scroll on which appear the different monthly indices, 12 in all. The other six sheets are devoted to six individual bust studies of young women.

Each head is given a frame effect in imitation of burnt leather, with borders and decorations in L'Art Nouveau (The New Art) which is the latest French treatment for decorative effects and is all the vogue.

The new calendar is being given in return for ten oval fronts from Fairy Soap boxes or 25c. in stamps, and can be obtained from The N. K. Fairbank Co., Montreal.

WORLD'S SUGAR OUTPUT.

The United States Department of Agriculture, in its "official crop report" for November, announces that the indications are that the world has entered on a new era in the production of cane sugar. The department quotes estimates placing the total sugar production of the world in the year 1903-4 at 10,425,800 tons of 2,240 pounds each, including 4,342,800 tons of cane sugar and 6,083,000 tons of beet sugar.

STANDARD OF DRIED APPLES.

A circular issued by Lucas, Steele & Bristol, Hamilton, urging the grocery trade to make a special effort to keep up the quality standard of dried apples, is deserving of special consideration.

To the Trade:

We regret that owing to the explosion of Boiler No. 3 at our Newmarket Factories on the 18th inst., and the consequent damage to the plant, the execution of orders for lard pails, candy pails and other wooden packages will be delayed. As the damage (contrary to newspaper reports) was confined to the Boiler Room, our main building and machinery, owing to their substantial character, being but slightly injured, we hope to be in a good position within thirty days to take care of all orders with which we are entrusted.

The accident does not in any way affect BOECKH'S TORONTO BRUSH AND BROOM FACTORIES nor BRYAN'S LONDON BRUSH FACTORIES, which are running full time as usual; and we can also fill orders for wash tubs, water pails, washboards, clothes pins and sundry woodenware.

Regretting exceedingly any inconvenience that may be caused to our customers, we remain,

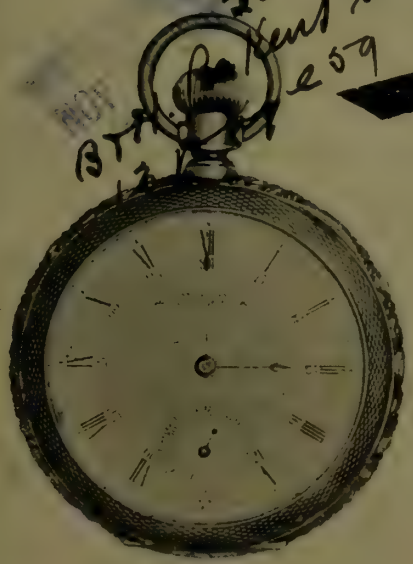
Yours very truly,

UNITED FACTORIES, LIMITED.

Head Office } Toronto, November 19th, 1903.

— time is precious

it's your rake-off



Guaranteed for 10 years.
14 Karat Filled Case.

this watch is yours for a

$36.00

order of "Bee" brand goods

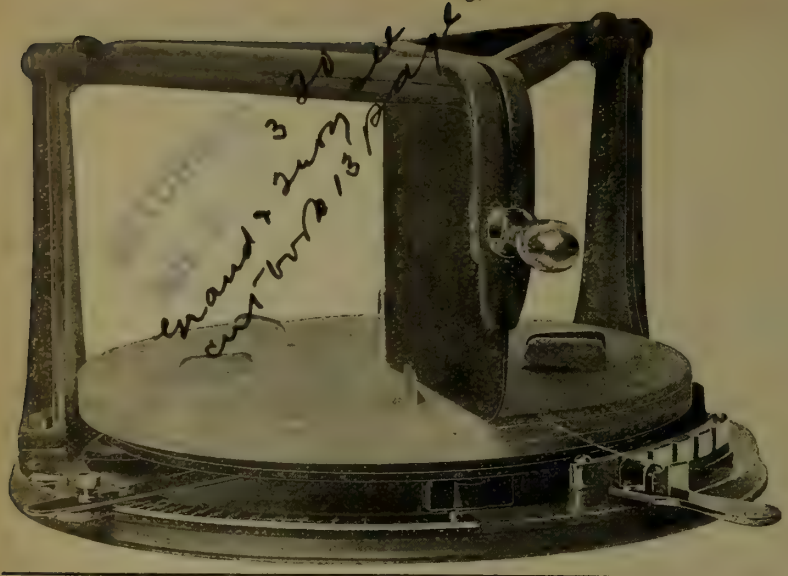
(assorted)

Price List of
Bee Brand Goods

Bee Borax—	40	5-oz. pkgs.	per case, $1.40
" " —	48	10-oz. "	" 3.25
" " —	48	16 oz. "	" 4.25
Bee Coffee—	30	1-lb. tins	per case, $9.00
" " —	15	2-lb. "	" 8.70
Bee Soda—	120	8-oz. pkgs.	per case, $2.75
" " —	96	10-oz. "	" 2.75
" " —	60	16-oz. "	" 2.75
Bee Starch—	64	12-oz. pkgs.	per case, $5.00

Apply to your wholesale grocer or direct to . . **Snowdon, Forbes & Co.**

MONTREAL, Que.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

Keeps Cheese Fresh.
Easy to Operate.
Saves from Waste.
Pleases every Customer.

Sold on Easy Terms. Write us for particulars.

The Computing Scale Co. of Canada, Limited,
164 KING ST. WEST, TORONTO

NEWMARKET WOODENWARE FACTORY.

CONTRARY to newspaper reports the damage to the plant of The United Factories, Newmarket branch, in which are manufactured canes, tubs, pails, washboards and clothespins, was confined to the boiler and engine rooms. The main buildings, owing to their substantial character, were little injured. The work toward rebuilding the damaged section is already under way. Two of the very latest design water-tube boilers are now in transit, the combined capacity of which will be 750 horse power, giving the cane factories considerably increased capacity. The company are in a position to fill from their stocks carried at other points orders from the general trade for washtubs, pails, washboards and clothespins, but orders for lard pails and candy pails will be delayed for 30 days.

The accident does not affect in any way Boeckh's, Toronto, brush and broom factories nor Bryan's, London, brush factories, which are running full time as usual, nor will it interfere with the filling of orders for the lines of sundry woodenware, etc., which are manufactured at these factories.

APPOINTED SELLING AGENTS.

A. F. MacLaren Imperial Cheese Co., Ltd., have been appointed general selling agents in Ontario for The Napoli Macaroni Co., of Toronto, Canada, who put up macaroni, spaghetti and vermicelli in one pound packages; also fancy macaroni, stars, alphabets, etc., for soups. Now filling orders.

THANKS, MR. HARTY.

J. B. Harty, of Pictou, N.S., manager of The Canadian Flour Millers' Exchange, says in a recent letter to us: "THE CANADIAN GROCER is the best commercial paper in the world, and no business man should be without it."

AGAINST THE BUSINESS TAX.

The grocers' section of the Toronto Retail Merchants' Association have passed a resolution strongly opposing the proposed Ontario Business Tax.

MONTREAL TEA MERCHANT MARRIED.

Mr. H. R. Barnard, Montreal representative of Hunt & Co., Yokohama, was married November 12 to Miss Louise Travers, only daughter of Mr. W. R. Travers, manager of the Merchants Bank at Hamilton, Ont. Mr. and Mrs. Barnard, after a short wedding journey, have taken up residence in Montreal.

The Soldier of the Celestial Empire.

The Chinese soldier is noted for his well-kept white jacket. This white jacket forms part of the costume of the Imperial troops. A seeker after something to use for laundering the millions of uniforms of the Chinese army sought patiently, but in vain. He sought again and again.

Finally, **CHINESE STARCH** was discovered, though it is held a secret. If one may judge by the millions using it in China, the production of **CHINESE STARCH** must be enormous, and judging by the quantity turned out by the Ocean Mills, Montreal, compared with what is used in China, the quantity passes all possibilities of the imagination.

Although only introduced into Canada in 1899, **CHINESE STARCH** is to-day found in all up-to-date groceries and almost every family in the land. The reason is plain: This precious auxiliary of the smoothing iron, produces a brilliant gloss so easily that where once used all other starches must make room for it.

We ask all laundresses and housewives to try it, if they have not done so as yet. Ask your grocer for it. Ask your jobber for the genuine **CHINESE STARCH,** manufactured only by the

OCEAN MILLS, Montreal, P.Q.

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Ammonia.
Harvey, John T., Todmorden, Ont.

Baking Powder.
Gillett, E. W. Co., Toronto.
Lumsden Bros., Hamilton and Toronto.
McLaren, W. D., Montreal.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Crown Mfg. Co., Toronto.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Lambe, W. G. A., & Co., Toronto.
Oakey, John, & Sons, London, Eng.
Smith & Gregory, Bristol, Eng

Brooms, Brushes, Etc.
Canadian Broom Co., Ottawa.
Turner, James, & Co., Hamilton.
United Factories, Toronto.

Butter Tubs.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
British Columbia Packers' Ass'n, Vancouver, B.C.
Burlington Canning Co., Burlington, Ont.
Canadian Canners' Consolidated Co.'s, Hamilton, Ont.
Castle, F. J., Co., Ottawa.
Eckardt, H. P., & Co., Toronto.
Todd, J. H., & Son, Toronto.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

Chicken Food.
Greig, Robert, Co., Toronto

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Brener Bros., London, Ont.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Reid, W. B. & Co., Toronto.
Steele, W. H., Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.

Coffee Clearer.
Lucas, Steele & Bristol, Hamilton.

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Dawson Commission Co., Toronto.
Duck, Geo. H., Toronto.
Hull & Sharpe, Calgary, Alberta.
Nicholson, E., Winnipeg.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Sipes, Milford, & Co., Detroit, Mich.
Stagg, M. G., & Co., Toronto.
Steele, M. B., Winnipeg.
Thomas, J. P., Quebec, P.Q.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Toledo Computing Scale Co., Toledo.
Wilson, C., & Son, Toronto.

Condensed Milk and Cream.
Borden's Condensed Milk Co., New York.
Canadian Condensed Milk Co., Toronto.
Truro Condensed Milk & Canning Co., Truro, N.S.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Crockery and Glassware.
Gowans, Kent & Co., Toronto.
Nerlich & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Delivery Wagons.
Ewart, James, Toronto.

Educational.
Central Business College, Stratford.

Financial Institutions.
Bradstreet Co.

Flours and Cereals.
American Cereal Co., Peterborough, Ont.
Carter, G., Son & Co., St. Mary's, Ont.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont.

Fish.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B. C.

Flavoring Extracts.
Greig Mfg. Co., Montreal.
Pure Gold Mfg. Co, Toronto.

Foreign Importers.
Kessel, F., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Clemes Bros., Toronto.
Eby, Blain & Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Gibb, W. A., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Jonas, Henri, & Co., Montreal.
Kinnear, T., & Co., Toronto.
McWilliam & Everist, Toronto.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

General Groceries.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton
Simpson, R. & J. H., Co., Guelph, Ont.
Turner, James, & Co., Hamilton.
Snowdon, Forbes & Co., Montreal.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co,, Montreal.
Coles Mfg. Co., Philadelphia, Pa.
Eby, Blain Co., Toronto.
Enterprise Mfg. Co., Philadelphia, Pa.
Grocers' Engineering Co., London, Eng.

Hides.
Page, C. S., Hyde Park, Vt.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.
Slingsby, H. C., Montreal.

Jams, Jellies, Etc.
Greig Mfg. Co., Montreal.
Jonas, Henri, & Co., Toronto.
Southwell's—Frank Major, & Co., Montreal
Upton's — A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni
Napoli Macaroni Co., Toronto.
Tippet, A. P., & Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Mustard.
Colman, J. & J., London, Eng.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Fort Wayne, Ind.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Peels.
Batger's—Rose & Laflamme, Montreal.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Batty & Co., London, Eng.
Brand & Co., London, Eng.
Canadian Canners' Consolidated Cos., Hamilton.
Colson, C. E., & Son, Montreal.
Ewing, S. H., & Sons, Montreal.
Jonas, Henri, & Co., Montreal.
Lees & Langley, Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.
Turner, James, & Co., Hamilton.

Polishes—Metal.
Oakey, John, & Sons, Montreal.
Smith & Gregory, Bristol, Eng.

Polishes, Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont

Powdered Lye.
Gillett, E. W., Co., Toronto.

Salt.
Toronto Salt Works, Toronto.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.
Snowdon, Forbes & Co., Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
Snowdon, Forbes & Co., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Eckardt, H. P., & Co., Toronto.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
Simpson, R. & J. H., Co., Guelph.
St. Lawrence Sugar Refining Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Ceylon Tea Traders' Ass'n.
"Commissioner" Tea, London, England.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Japan Tea Traders' Ass'n.
Lipton, Thomas J., New York.
Lumsden Bros., Hamilton and Toronto.
Mathewson, J. A., & Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Simpson, R. & J. H., Co., Guelph.
Snowdon, Forbes & Co., Montreal.
Wood, Thos., & Co., Montreal.

Vinegars.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Washing Compound.
Fairbank, N. K., Co., Montreal.

Wines, Liquors and Beer.
Dominion Brewery Co., Toronto.

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Good tea has to reach a high standard.

Blue Ribbon *Ceylon* Tea

has established the standard. It is just a little better than people expect for the price.

Push the Red Label Brand. Each Grocer our agent.

No. 23.

Under-Counter Mill

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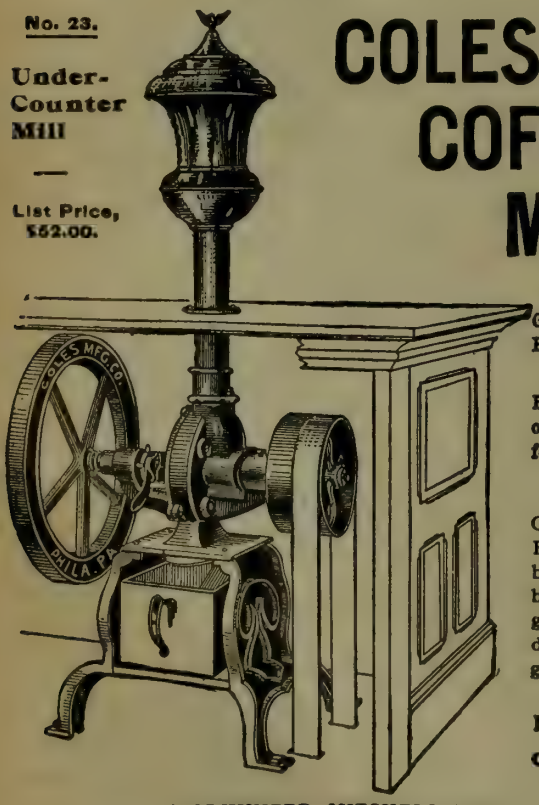

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BRITISH MERCHANTS AND CANADA.

IN conversation last week with the representative in Canada of a large English firm, THE CANADIAN GROCER was surprised to learn that the development of English trade with Canada is being hindered at present by a number of sensational reports of Canadian disloyalty now appearing in a few English papers. The firm which this gentleman represents have taken these sensational stories quite seriously, and, believing that Canada is about to separate from the Empire, they are afraid to invest any more money in Canadian trade. Hence they have written their representative instructing him to make no special efforts to secure new business until it is quite clear what is to be the outcome of the present situation. Quite naturally the agent is very much annoyed, for, being on the ground, he knows as well as any Canadian how groundless are the fears of his English principals. It is not unnatural that there has been a general expression of annoyance at the Alaska award, but talk of separation, except on the part of a few irresponsibles whom no person takes seriously, there is none. As a people we are proud of our position as a not unimportant part of the Emdire, for we know that only in unity is there to be found perfect security. Recent events in the Isthmus of Panama have given some indication of what might be the attitude of the United States Government toward Canada if she stood alone.

It is very much to be regretted that these foolish stories have been sent to England, and it is disappointing to find that they have gained some credence among English business men. If generally believed, they are bound to do harm to business, for English capital is naturally cautious and conservative. If British business men had an opportunity to visit Canada the mischief might very soon be remedied, for they would then see for themselves how groundless are their fears.

COMPETITION WISE AND FOOLISH.

IT is only partly true that "competition is the life of trade." There are two kinds of competition, one of which is beneficial while the other works little except ill. The competition which will most readily occur to the retailer is that which consists in a mad effort to gain trade by cutting prices. This is the kind of competition which very seldom does the retailer any good, for all his rivals immediately follow his example in self-defence, and even when trade is won there is no profit in it when prices are cut so low. Merchant No. 1 makes a cut in the price of a particular line of goods. His rival across the street is compelled to follow his example without delay, and the chances are that he will go him one better by announcing some special prices in another ine of goods. By this price-cutting of his neighbors, Merchant No. 3 is seriously affected, and so ad infinitum. Quite naturally every merchant blames his fellow for this condition of affairs, when, as a matter of fact, it is very seldom that one man is more to blame than another.

This kind of competition requires little originality and very little brains. It is a game which all can play equally well, and no one merchant has a very decided advantage. Any merchant can cut prices, no matter what the amount of gray matter secreted in his cranium. The one thing necessary is the possession of a capital which the owner is willing to dissipate in this foolish game.

It is time for the merchant with brains and originality to turn from a form of competition in which his superior ability gives him no advantage to a form of competition in which he should be able to outdistance his competitors, and at the same time gain a substantial reward for his efforts. When competition means only price-cutting it is apt to kill trade rather than increase it. But the competition which tends toward giving a better store service, which aims at supplying customers with a better class of goods, which would substitute new and up-to-date methods of store management for old, antiquated, rusty methods of fifty years ago, this is the competition which tends towards profit, and is, in fact, the very breath of life to a store.

The old, destructive kind of competition is surely out of date. The game is too simple; any fool can play it. What is wanted now is a competitive game which cannot be played without brains. And it is close at hand. There is a wide field for the merchant who thinks and who is blessed with a spark of originality. Let him expend on brightening up his store and dressing his windows the money he has been accustomed to waste in shaving prices. Let him use in searching out new high-class goods and serviceable novelties suitable for his store the energy which he is wont to waste in abusing his rivals for their cutting of prices. Let him make every possible effort to have a brighter, cleaner, more up-to-date store than any of his competitors. Let him strive to handle a better class of goods than any of his rivals and at the same time give a better store service. If he succeeds in making his store absolutely the first in these respects he will attract a profitable trade more surely than by any other method. But it requires brains to do it.

In endeavoring to educate the retail merchant to adopt this line of policy the various associations throughout the country are doing a good work. They deserve

success. The average merchant, whether in town or country, works hard. He comes to his store early and leaves late. Long hours and hard work should bring him a profit. Of what avail is a large annual turnover unless a profit be derived from it? No profit can be obtained when goods are sold at cut prices.

The time and energy which a merchant can devote to his business have limits, and they should be expended to the best possible advantage. The object should be to capture the best class of trade. The trade that is won by superior goods and best store service is more to be desired than the class which is attracted by cut prices. It pays a merchant to attract that class of customers who are able and willing to pay for first-class goods and superior service and want to get what they pay for. These people are more apt to be repelled than attracted by cut prices. Make the experiment. Others have found it profitable.

OUR PORTS ICEBOUND!

THE smug and smiling ignorance of some British publications in treating of colonial matters of which they are sublimely ignorant is one of those things we poor colonists mention in our prayers along the other calamities of nature from which we petition to be delivered.

Cold Storage, a London publication, devoted to refrigeration and allied trades, is a flagrant offender in this regard. Its latest exhibition of what it don't know about the colonies and liliputian dependance on countries without the Empire is to be found in an editorial in the issue of the 15th inst., anent Mr. Chamberlain's fiscal proposals:

"Mr. Kimber," says Cold Storage, "looks forward to the time when eventually the fresh mutton and beef imported into this country will be all colonial; frankly, we do not. The colonies have not inexhaustible resources. Without Argentina—which is practically a commercial British colony, the United States, and the free trade exporting countries of Europe we should be badly off. As regards New Zealand, it is impossible to extract a quart from a pint pot; as for Australia, the drought must return sooner or later; and Canada is at the mercy of the United States for four months of the year, owing to the ice closing her ports. The Chicago exporters are likely to show small mercy to their Canadian rivals when retaliation is the order of the day."

Cold Storage has a perfect right to its opinion as to whether or not the colonies are destined to supply the Mother Country with fresh mutton and beef. But proceeding to elaborate the grounds of its opinion it immediately makes itself ridiculous.

In the first place New Zealand is grandly dismissed as a "pint pot." But as New Zealand has an area of 104,000 square miles, against 58,000 for England and Wales, 30,000 for Scotland and 32,000 for England, it would be simple courtesy for an editor whose travels have probably never taken him beyond the sound of Bow-bells to have sought a more dignified comparison.

As to Australia, the "drought must return." Mark the "must!" The editor of Cold Storage is in confidential relations with the weather bureau, and "he knows."

But Canada! Here Cold Storage is in his element, "at the mercy of the United States for four months of the year owing to the ice closing her ports." We can almost see the editor of Cold Storage rubbing his hands and beaming expansively on this triumph of refrigeration. But, alas for the editor of Cold Storage, there is a but! The only fault that can be found with his statement is that it is not true, a matter that is considered of some importance over here.

Perhaps Cold Storage has never heard of Halifax, N.S., St. John, N.B., and a place we refer to as Sydney, C.B., ports, which are as free from ice as the mouth of the Thames. A dozen more harbors in the Maritime Provinces could be added to this list, and, indeed, the keeping of the St. Lawrence open the year round is not beyond the range of possibility.

In addition, although it does not pertain to Atlantic shipping, but just for the information of Cold Storage, we might add that on our Pacific Coast we have ports favored by an almost tropical climate, where the grass is green all the year round, and ice and snow of extreme rarity.

It would perhaps be not too much to suggest that the editor of Cold Storage provide himself with a large scale map of Canada and a copy of the Dominion meteorological service report before again condemning us long-suffering colonials to hopeless refrigeration.

HARVEST HOME.

IT is always a comfort to know that you have had a prosperous year. It has been pretty generally believed by the agricultural interests of Ontario that the past Season was one to be thankful for. Now they are sure of it. The Ontario Bureau of Industries has just issued its final returns on the crops for 1903, and all doubts are set at rest.

In going over the estimates as found on another page of THE GROCER, one is struck with the versatility of the Ontario farmer. The barley crop, which was hit so hard by the United States tariff, is now turned to fattening stock instead of making malt, and the wet weather during harvest, which, as the report indicates, discolored the grain, in no way injures it for its present use. Wheat, which was once the Ontario farmers' great staple, shows a smaller acreage, but fortunately, the splendid yield of 25.9 bushels per acre. Peas are a much smaller crop than a few years ago, farmers abandoning them owing to weevel. Beans, however, have yielded 50% more than last year, and corn shows an increase of 9,000,000 bushels. Ontario's great cereal crop this year, however, is oats, an acreage of 2,645,965 acres more than that of all the other cereals combined, yielding over 110,000,000 bushels.

The inference is plain that farmers are turning to the coarser grains for stocking raising and dairying. If the Ontario farmer cannot compete with the wide acres of the western prairies he can carry his operations one step further and place the finished meat and dairy products on the market with even better results to his farm and bank account.

With these returns at hand the trade can look forward confidently for another good year's business in the province of Ontario.

IMPORTANT TRADE MARK DECISION.

JUDGMENT was handed out on Monday last by Mr. Justice Curran in the Superior Court of the Province of Quebec at Montreal in the case of Lefebvre vs. Landry. The litigation was over an application to make perpetual an injunction to restrain defendant from making use of a trade mark which resembled that used by plaintiff for his "Chinois Starch." The judgment is as follows :

Lefebvre vs. Landry.—Plaintiff presented a petition to the court asking for an interim injunction against the defendant, whom he charged with having fraudulently placed upon the market packages of starch for sale which bore a label imitating his registered trade mark for Chinese starch. The interim injunction was granted on the 6th of May, 1903, and the present action is for the purpose of having said injunction declared perpetual.

Plaintiff alleges that he is a starch manufacturer in the city of Montreal. That on the 26th of April, 1899, he caused to be registered in the Department of Agriculture at Ottawa a trade mark as a label for packages of starch bearing a representation of a Chinaman ironing a shirt with the word "Empois" at the top of the label and "Chinois" at the bottom. That shortly afterwards he made some alterations, adhering to the main feature of the Chinaman ironing a shirt on a table, and that he has ever since used this label as his trade mark. He alleges that he has spent large sums of money in advertising his starch through the newspapers by means of pamphlets and a host of devices, and that he has succeeded in building up a very extensive trade. Defendant, he charges with having in the month of September, 1901, and ever since put in the market packages of starch known as "Empois diamant" for the fraudulent purpose of palming it off as the Chinese brand of plaintiff. That the packages are of the same size and make up, that the directions for use have been printed on the sides of the packages being copied almost verbatim from plaintiff's packages in English and in French, and that the whole label is a fraudulent imitation of plaintiff's trade mark. He claims $2,000 damages, and asks for a perpetual injunction. Defendant denies the main allegations of plaintiff's action. He points out that instead of the Chinaman ironing a shirt he is using a woman dressed differently from the Chinaman, with varying colors. He contends that the public cannot be deceived, at least, that no person of ordinary intelligence could be imposed upon. Further, he says that the department of trade marks in the Department of Agriculture at Ottawa has granted him a trade mark, and that this is more than a presumption that there is no infringement. That the word "Chinois" being the name of a nation is not susceptable of registration, and in any case that plaintiff has suffered no damage. In one of the authorities quoted by defendant, Morse vs. Martin, Dorion's reports, vol. 3, page 353, we find the following quotation from Sebastian on trade marks, page 76, which is applicable here : "All that courts of justice can do is to say that no trader can adopt a trade mark so resembling that of a rival as that ordinary purchasers, purchasing with ordinary caution, are likely to be misled." Plaintiff here has established his allegations in the following particulars. He has built up a very extensive trade in this Chinese starch. He succeeded in so doing not only by quality of the starch, but by most lavish advertising, which must have cost him a large sum of money. He obtained a trade mark, the central idea of which is the Chinaman ironing a shirt. Defendant has merely substituted a woman in the place of the man, and it is proved that she has been spoken of as "la Chinoise." A young man in the employ of the plaintiff who was contemplating going into the starch business with his brother or with defendant, took one of the labels of plaintiff to a designer and told him to imitate it, but not to go too far. The intent of this young man was evidently fraudulent. A great many witnesses have been examined who contradicted each other as to the general resemblance of the labels. The size of the packages of plaintiff and those of defendant is identical, defendant has stolen the directions on the sides of plaintiff's labels, they are the same almost verbatim. The court is convinced that defendant's intentions were fraudulent, and that he has succeeded in getting up a label which is misleading. It would take too long to go into all the particulars of an exhaustive investigation. The damages suffered by the plaintiff, it is most difficult to prove, they are not extensive, owing to the proceedings having been adopted at an early date, the court considers that $25 will cover what plaintiff actually lost, but the injunction will be declared perpetual, and besides the damages of $25 defendant must pay the costs of injunction proceedings.

WESTERN SELLING AGENT.

Mr. E. Nicholson, of Winnipeg, has been appointed selling agent for Manitoba, the Northwest Territories and British Columbia, for the product of the new beet root sugar refinery just started at Raymond, Alberta.

LIVERPOOL APPLE MARKETS.

Mr. Fred Barker, apple exporter, Church street, Toronto, has received the following cable re Wednesday's apple market at Liverpool :

"55,000 bbls. selling ; market weaker ; Baldwins, 11s. 6d. to 15s.; Greenings, 15 to 18s.; Spies, 10 to 15s.; Russets, 11s. to 17s. 6d."

PERSONAL MENTION.

Mr. D. Gilmor, of Chase & Sanborn, Montreal, is spending a few days in Toronto this week, visiting his old friends in the trade.

Mr. W. A. Simonds, St. John, N.B., was a visitor to Montreal this week. Mr. Simonds is sole agent in New Brunswick for Lipton, Limited, handling jams, jellies, marmalades and provisions. He reports that he is doing good business in these lines.

Mr. J. A. Vance, representing J. D. Bradshaw, Toronto, chewing gums and waxed papers, was a caller this week at the Montreal offices of "The Grocer." Mr. Vance has just completed his eastern Quebec trip and reports satisfactory business.

Mr. Shaw T. Nishimura, Canadian representative of The Central Japan Tea Trading Association, is back to business after a week's absence through illness, a severe cold having confined him to his rooms.

Mr. Fred Dane, who has been in the brokerage business in Toronto for about 15 years, and who has been connected with the tea business ever since he left school, has gone into The Western Brokerage Co., and will have charge of the tea and coffee department. Mr. Dane began his career in the tea business in Belfast, Ireland.

A caller at the Montreal offices of "The Canadian Grocer" this week was Mr. D. T. Williamson, of The Brantford Starch Co., Ltd., who is making the last call of the year on his many customers in the city. In the course of conversation Mr. Williamson stated that his company at Brantford had struck gas on their premises and in sufficient quantities to run their engines. This discovery is of the greatest value and will make a saving of thousands of dollars annually in the cost of fuel.

EXPORT APPLE REPORT.

The following statistics of apples exported for week and season ending Nov. 21 has been handed out by Mr. Fred. Barker, apple exporter, Church street, Toronto :

	Liverpool.	London.	Glasgow	Various.	Total.
Montreal	7,593	1,694	16,357	21,916	47,560
New York	10,867	9,623	....	37,942	58,432
Boston	55,921	7,317	....	....	63,238
Portland	13,966	....	....	....	13,966
Halifax	....	21,992	....	....	21,992
Week's total	88,347	40,626	16,357	59,858	205,188
Same week, 1902	104,523	22,501	38,552	9,202	174,778
Season to date	982,722	437,786	328,847	317,986	2,067,341
Last " "	754,379	172,646	279,472	96,956	1,303,453

BRANCHES and AGENCIES
Toronto.
Montreal.
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Hartford.
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Milwaukee.
St. Paul, Min.
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12 Million Packets Sold Annually

TRY THEM IN THE TEA POT THEY'LL SIMPLY WALK AWAY FROM JAPANS

No mystery surrounds the instant and universal acceptance by critical connoisseurs of "SALADA" Natural Green Tea of Ceylon, wherever it has been offered.

"This is its simple story in a nutshell:"

It is an actually pure Natural Leaf Green Tea of exquisite flavor, and with an undulterated strength that renders it vastly more economical in use than the Japan Teas that it is so rapidly supplanting - - - It is of a light color in infusion, with a peculiarly delicate flavor and "bouquet."

This is a clear and concise statement of Fact published in the interest of those who have not yet studied this "SALADA" Green Tea question.

Sold only in Sealed Lead Packets. Same form, style and prices as the Celebrated Black Teas of "SALADA" Brand.

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Celluloid Starch
Never Sticks Requires no Cooking.

is the best starch your customers can use and the best you can sell them.

Let us have your order now.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, ONTARIO.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, November 26, 1903.

GROCERIES.

THERE is little change to report this week. Trade has been very good indeed for the last several weeks back. Collections have been fair, but not so good as some might have desired. Christmas goods are being received and delivered, and general activity is noticeable. In canned goods the interest is centred round corn which can not now be bought under a dollar. Coffees are meeting a fair demand, but no change in price is quotable. Spices are in good demand. Pretty much all lines are being called for and the cheaper lines of cloves have been advanced. Syrups and molasses maintain their values and are meeting a very fair enquiry. Japan rice is stiffer and tapioca is holding fairly firm. Teas are in fairly good demand at firm prices. Teas for price are hard to get. China greens are considerably sought for and difficult to get. Dried fruits are in very active demand, especially for raisins and currants. Valencias are slightly higher on the primal market. Nuts are arriving in quantities. Sugar did not develop the weakness which was threatened last week but on the contrary revived at going to press, however, there were rumors of a cut in refined at New York which was causing some uneasiness.

CANNED GOODS.

In canned goods no particular change is noticeable. Corn continues to be the scarcest article in the vegetable line and none is now obtainable under a dollar. Other vegetables are unchanged. The demand for canned meats and fish is nominal. We quote :

Apples, 3's		0 80
" gallons		2 20
Asparagus		3 50
Beets, 2's		0 90
Beets, 3's		1 00
Blackberries, 2's	1 50	1 70
Beans, 2's	0 82½	0 85
Corn, 2's		1 00
Cherries, red, pitted, 2's		2 20
" white		2 40
Peas, 2's	0 87½	1 40
Pears, 2's	1 45	1 60
" 3's	1 90	2 10
Pineapples, 1½'s	1 50	1 60
" 2's	1 80	2 00
" 3's	2 25	2 40
Peaches, 2's	1 55	1 70
" 3's	2 45	2 60
Plums, green gages, 2's	1 10	1 40
" Lombard	1 00	1 30
" Damson, blue	0 95	1 25
Pumpkins, 3's		0 95
" gallon		2 50
Rhubarb, 3's		1 80
Raspberries, 2's	1 40	1 60
Strawberries, 2's	1 40	1 60
Succotash, 2's		1 00
Tomatoes, 3's		1 05
Lobster, talls		3 35
" 1-lb. flats	3 50	3 70
" ½-lb. flats	1 90	2 90
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 65	1 75
" " Northern	1 65	1 75
" " Horseshoe	1 65	1 75
" Cohoes		1 15
Chums	1 25	1 35
Sardines, Albert, ¼'s		0 15
" ½'s		0 23½
" Sportsman ¼'s		0 14
" ½'s		0 23
" Portugese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" " ½'s	0 09	0 11
" Mustard, ¾ size, cases 50 tins, per 100	8 00	9 00
Haddies		1 00
Kippered herrings, domestic		1 00
" " imported	1 45	1 55
Herrings in tomato sauce, domestic	1 00	1 10
" " " imported	1 45	1 55

CANNED MEATS.

Comp. corn beef, 1-lb. cans	1 50	1 65
" 2-lb. "	2 65	2 75
" 6-lb. "		9 00
" 14-lb. "		20 50
Lunch tongue, 1-lb. "	2 85	3 00
" 2-lb. "		6 00
English brawn, 1-lb.	1 50	1 60
English brawn, 2-lb.	2 75	2 85
Camp sausage, 1-lb. "	1 50	1 65
" 2-lb. "	2 65	3 00
Soups, assorted, 1-lb. "	1 00	1 50
" 2-lb. "		2 20
Soups and Boull, 2-lb. "		1 80
" 6-lb. "		4 50
Sliced smoked beef, ¼'s	1 50	1 70
" " 1's	2 65	2 80

COFFEES.

There is a fairly active demand from retailers for coffees at about unchanged prices. In New York the market still manifests a strong upward tendency where speculation is rather active. We quote :

	Per lb.
Green Rios, No. 7	0 07½
" " No. 6	0 08¼
" " No. 5	0 08¾
" " No. 4	0 09¼
" " No. 3	0 10 0 11
Mocha	0 21 0 25
Java	0 22 0 35
Santos	0 10½ 0 11½
Plantation Ceylon	0 26 0 30
Porto Rico	0 22 0 25
Guatemala	0 22 0 25
Jamaica	0 15 0 20
Maracaibo	0 14 0 20

SUGAR.

Only small business in raws has transpired in week under review; but this was at full former figures, so that the anticipated decline of ⅛c. has not yet materialized. On Friday, November 20, United States refiners entered the market and purchased from stores 36,000 bags Demarara centrifugals, basis 96 per cent., at 3 3/4c. duty paid. Refiners had been expecting the rapid passage of the Cuban Reciprocity Treaty, with the consequent placing on the market of large holdings of sugars in the island and in store at United States ports, but later developments have shown that there is likely to be considerable delay in passing the treaty through the Senate, so present indications are that refiners will have to come into the market and buy supplies for their actual necessities. The treaty passed the Lower House at Washington on Thursday last, November 19, by an overwhelming majority, the vote being 335 for and 21 against, but there have been signs of opposition in the Senate which promise to block the final ratification, or at least delay it considerably. In fact, some are of opinion that the obstruction will be so strong that it may be impossible to effect ratification during the extra session of Congress which has been called for this specific purpose. To-day's quotations for raws are nominal on basis of 2 1-16c. C.&F. for 96 test, which is equal to $3.75 duty paid.

Europe is fluctuating between 8s. 6d. and 8s. 5¼d. for basis 88 per cent. test, f.o.b. Hamburg, November shipment and closed at latter figure, which is fully 1-32 cent above the parity of centrifugals in New York. There is no change in the total estimates of the growing beet crops in Europe, though the German estimate has been increased 50,000 tons and other countries reduced 50,000 tons.

Receipts at United States four ports for week ending November 18, were 16,571 tons; meltings 26,000 tons; which is 4,000 tons less than previous week; leaving total stock of 102,635 tons, a reduction of nearly 10,000 tons for the week and over 80,000 tons less than same week last year. Combined stocks of Europe and America at latest uneven dates were 2,(70,635 tons, being an increase of 49,226 tons of same period last year.

There is no change to note in Canadian refined so far, though the market is quiet and only a hand to mouth business is doing. We hear, however, that all New York refined was reduced 10c. per 100 lb. on November 24, which has created a certain feeling of uneasiness here and buyers are waiting for further developments. Since above was written and just as going to press the Canadian list was **reduced 5c. all round, as below :**

Paris lumps, in 50-lb. boxes	4 78
" in 100-lb. "	4 68
St. Lawrence granulated	4 13
Redpath's granulated	4 13
Acadia granulated	4 03
Berlin granulated	4 03
Standard granulated (Wallaceburg)	4 03
Crystal granulated (Wallaceburg), 1902	3 93
Imperial " (Dresden)	3 98
Beaver " (Wiarton)	3 98
Phoenix	3 98
Bright coffee	3 83
Bright yellow	3 78
No. 3 yellow	3 73
No. 2 "	3 53
No. 1 "	3 43
No. 1 " (Wallaceburg)	3 43
No. 1 " (Berlin)	3 43

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SPICES.

Advices from Europe re cloves are strong. All offerings are withdrawn and prices are tending upwards. Stocks in Holland, 16,000 bales, in London 17,000 bales. Pepper is quiet but firm as may be said of the rest of the list. Wholesalers are meeting a seasonable demand for the Christmas trade, but brokers report trade mostly consummated. We quote :

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 13 0 16

SYRUPS AND MOLASSES.

A good active demand is reported for these lines. In New Orleans a good demand at firm prices for desirable grades of molasses is reported. Syrups are quiet and unchanged in New York. We quote :

Syrups—		
Dark		
Medium	0 30	0 32
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02¾
" ½ bbls., "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 " ") "		2 35
" 10-lb. " (in ½ " ") "		2 25
" 20-lb. " (in ¼ " ") "		2 10
Molasses—		
New Orleans, medium	0 20	0 30
" open kettle	0 45	0 50
Barbados	0 47½	0 50
Porto Rico	0 38	0 42

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builds itself up fast if you sell

McGregor-Harris

Confectionery. Purity of material, years of experience, perfect machinery, are reasons for the wonderful expansion of our candy trade. Sell confectionery that will make you a name in your community.

Write us to-day a letter of inquiry re Xmas offerings.

McGregor-Harris Co., Limited

33 Pearl St., TORONTO.

We are the people who make "Quaker" Marmalade

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

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Butter Eggs

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BUTTER and EGGS

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Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Maple syrup—					
Imperial qts.					0 27½
1-gal. cans					0 95 1 00
5-gal. cans, per gal.					1 00
Barrels, per gal					0 75
5-gal. Imp. brand, per can					4 50
1-gal. " per case					5 10
½-gal. " "					5 60
Qts. " "					6 00

RICE AND TAPIOCA.

These lines are meeting with a moderate demand. Tapioca is holding fairly firm with rice stronger for Japan but otherwise unchanged. We quote :

	Per lb.		Per lb.
Rice, stand. B.	0 03¾	Sago	0 03½ 0 04
Patna	0 05 0 05½	Tapioca	0 03¾ 0 03¾
Japan	0 07	Carolina rice	0 10

TEAS.

A very strong demand is reported on spot for India and Ceylon teas below 14 cents, but there is absolutely nothing in first hands to be bought and buyers are unwilling to pay prices asked in London and the East, this grade having advanced abroad 2c. from the lowest point. The demand for China greens which has been very light during the season is improving and inquiries are more numerous. Stocks are not large and little if any more is likely to come forward as the market in Shanghai is practically closed, except for Pingsueys and for some time past not only the price of tea in Shanghai but the rate of exchange has been very unfavorable for export. At last quotations exchange was 2s. 8d. against 2s. 4½d. earlier in the season, with teas on the whole bringing higher prices in Chinese currency. We quote :

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
" half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
" cases, small leaf, firsts	0 35	0 40
" half-chests, ordinary firsts	0 28	0 38
" " seconds		0 23
" " thirds	0 16	0 18
" " common		0 15
Pingsueys—Young Hyson, ½-chests, firsts	0 28	0 32
" " seconds	0 18	0 19
" half-boxes, firsts	0 28	0 32
Japan—½ chests, finests May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common		0 20
Common		0 19

FOREIGN DRIED FRUITS.

In foreign dried fruits the trade is very busy receiving the remainder of the Bellona goods, which, owing to congested railroad facilities, have been delayed. Advices from Denia report Valencias slightly higher and firmer. The first arrival of Grenoble walnuts, 100 bales for Montreal, and 100 for Toronto, were at hand ten days ago. These have been the only arrivals till Tuesday when a further consignment came to hand from the same shipper, Mr. Victor Carret, Tullins, France. The goods were sold through Watt & Scott. Mr. Carret writes that the weather has been very unfavorable for drying and that it was with the utmost difficulty and after having to pick over the nuts several times in order to get goods of merchantable quality, that he was able to ship so early. Marbot walnuts are also early on the market this year. E. M. Dadelsyen & Co. having executed all orders for Canada on October 27 to catch transhipment at Liverpool on a steamer leaving November 5. Marbots have not suffered from rain and cold to nearly the same degree as Grenobles. Filberts are also early on the market. Ferd Baller & Co. having shipped all Canadian orders sold for October ship-

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,

VICTORIA, B. C.

Represented in the Orient by Mr. A. R. Tufts, with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us.

Our facilities for doing business are second to none.

C. Gardiner Johnson & Co.,

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Importers of . . .

Skinner's Queensland Turtle Soup

Dealers in . . .

Fraser River Canned Salmon

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IN SEASON CAN SUPPLY YOU WITH FINEST FISH, ALL KINDS.

The popularity of our seal quarts is evidensed by our sales. Are you handling this up-to-date style of package? The housekeeper's verdict being, it pays to get the big bottle.

Are you still using soap in bath or have you reached that pinnacle of fashion where Perfumed Toilet Ammonia is craved for?

JOHN G. HARVEY,

Manufacturing Chemist, Todmorden, Ont.

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for Ceylon Black and Green Teas on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,

48 Shelby Street, Detroit, Mich.

Do you use . . FOSTER'S POTS?

STRONG DURABLE LIGHT

POROUS AND CHEAP

THOSE WHO DO WILL HAVE NO OTHER.

A post card brings price list and all particulars.

The FOSTER POTTERY CO.

HAMILTON, ONT. Limited

ment on September 28 from Messina by direct steamer to New York. We quote:

CURRANTS.

	Per lb.		Per lb.
Fine Filiatras	0 04½ up	Vostizzas	0 07 0 08
Patras	0 06 0 06½		

RAISINS.

	Per lb.
Valencia, fine off-stalk	0 06½ 0 07
" selected	0 07 0 09
" selected layers	0 08 0 09½
Sultana	0 06½ 0 10
Californian seeded, 12-oz	0 08½ 0 09
" " 1-lb. boxes	0 10½ 0 11
" unseeded, 2-crown	0 07½
" " 3-crown	0 08 0 08½
" " 4-crown	0 09 0 10

DATES.

	Per lb.		Per lb.
Hallowees	0 04½ 0 05	Fards	0 07½ 0 09½
Sairs	0 04½ 0 04½		

PRUNES.

	Per lb.		Per lb.
100-110s	0 04	60-70s	0 07 0 07½
90-100s	0 04½ 0 05	50-60s	0 08 0 08½
80-90s	0 06 0 06½	40-50s	0 08½ 0 10
70-80s	0 06½ 0 07		

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 10 0 12½	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

	Per lb.		Per lb.
Tapnets	0 03½	Elemes	0 09 0 20
Naturals	0 06½ 0 09½		

APRICOTS.

	Per lb.
Californian evaporated	0 10½ 0 15

PEACHES.

	Per lb.
Californian evaporated	0 08 0 12

NUTS

Hickory nuts, per basket	0 65 0 75
Cocoanuts, per sack	4 00

COUNTRY PRODUCE.

EGGS.

Receipts are still insufficient and strictly new laid are more than ever difficult to obtain. Stocks are short and demands are being made from the East on the local market. Strictly new laid have advanced a full cent and other grades show a marked upward tendency. We quote:

Eggs, strictly new laid, per doz	0 23 0 24
" candled, per doz	0 20 0 21
" pickled, per doz	0 18 0 19

WHITE BEANS.

The demand for beans continues to exhibit normal strength and supplies are coming forward satisfactorily at present quotations. We quote:

Beans, mixed, per bush	1 50
" prime, "	1 75 1 80
" handpicked, per bush	1 90 2 00

HONEY

There is nothing new to note in the honey situation. Prices are maintained at previous quotations. Demand is normal. We quote:

Honey, extracted clover, per lb	0 06½ 0 07½
" sections, per doz.	1 00 1 50

DRIED APPLES.

There appear to have been considerable quantities of evaporated apples carried over from last year. Dried are rather scarce and are quickly taken up at prices quoted, so there are no stocks accumulating. We quote:

Apples, dried, per lb	0 04½ 0 04½
" evaporated	0 06 0 06½

POULTRY.

Poultry is coming forward better with the firmer weather. Complaint is heard of considerable poor stuff, some scalded. There is a good demand for first-class stock at prices given. We quote:

Chickens, live, per lb	0 07 0 08
Old hens " "	0 05
Ducks " "	0 08 0 09
Turkeys " "	0 09 0 10
Chickens, dressed, per lb	0 09 0 10
Old hens, " "	0 06 0 07
Turkeys, " "	0 11 0 12
Geese, " "	0 07 0 08
Ducks, " "	0 09 0 11

FISH.

Supplies are coming along very fairly and a brisk trade is being met in all lines, especially in oysters. Selects are considerably easier. We quote:

Whitefish, frozen, per lb	0 09
Trout, frozen, per lb	0 09
Herrings, fresh, per lb	0 07
British-Columbian salmon, frozen, per lb	0 12
Halibut, frozen, per lb	0 12
Perch, per lb	0 05
Mackerel, frozen, per lb	0 10
Haddock, per lb	0 07
Cod, per lb	0 08
Finnan haddies, per lb	0 08 0 09
Bloaters, per box	1 25
Oysters, standard, per small pail	4 05
" selects " "	4 95

GREEN FRUITS.

The cold weather has helped the green fruit market considerably and a more satisfactory feeling prevails. New stuff is coming in more freely and in fine condition. Oranges are easier as are also grape fruit. Messina lemons now hold the market in that line. Cape Cod cranberries are off and Jersies take their place. California pears are on sale at $4 per box, and Florida pines bring $4 to $4.50 per crate. Bananas are much easier, Jamaica firsts being on the board. We quote:

Jamaica oranges, per bbl	4 75
" " per box	2 75
Florida " per box	3 50
Messina lemons, new, per box	3 00 3 50
Florida pineapples, per crate	4 00 4 50
California pears, per box	4 00
Bananas, large bunches	1 75 2 00
" small bunches	1 25 1 40
Apples, per bbl	2 00 2 50
Pears, winter varieties, per basket	0 25 0 40
Almeria grapes, per keg	5 50 6 50
Florida grape fruit, per box	6 00 6 50
Cranberries, Jersey, per bbl	9 50
Limes, per case	1 25

VEGETABLES.

The vegetable market does not show much change since last week. Potatoes are temporarily scarcer, the cars not yet having been made ready for frost. Cauliflowers have been damaged by the frost and celery is a little easier. In other lines values are perhaps a little firmer. We quote:

Cabbage, per doz	0 40 0 50
" red, per doz	0 40 0 75
Potatoes, per bag	0 70
Potatoes, per bag, car lots	0 60
Sweet potatoes, per bbl	3 00 4 25
Onions, per basket	0 30 0 40
Onions, per bag	1 25 1 40
Spanish onions, per crate	1 00
Spanish onions, large cases	2 50
Bunch lettuce, per doz. bunches	0 30
Radishes, per doz. bunches	0 50
Mushrooms, per lb.	0 60 0 75
Mint, per doz bunches	0 20
Parsley, "	0 20
Spinach, per bush	0 50 0 60
Beets, per bush	0 40
Cauliflowers, per doz	0 75 1 50
Carrots, per bag	0 50
Parsnips, per bag	0 60
Vegetable marrows, per doz	0 40 0 75
Celery, per doz	0 25 0 60
Butter squash, per doz	0 75 1 25
Hubbard squash, per doz	0 75 1 50
Pumpkins, per doz	0 75 1 25
Yellow turnips, per bag	0 35
White turnips, per bag	0 50
Oyster plants, per doz	0 20 0 30
Leeks, per doz	0 30
Sage, per doz	0 10
Savoury, per doz	0 10
Citrons, per doz	0 50 1 00
Artichokes, per bush	0 75

SEEDS.

Seeds are reported to be in fair ordinary supply and average quality. Dealers are paying for farmers' cleaned f.o.b. point of shipment:

Red clover, per bush	5 50 6 25
Alsike "	4 50 5 50
Timothy, per cental	2 00 2 60

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.

Manitoba wheat, No. 1 Northern, is from 1½ to 2c. firmer. Manitoba No. 2 Northern is quoted at 85½ to 86c. Oats are ½c. easier. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 91½ 0 92½
" " Northern No. 1 " "	0 87½ 0 88
No. 1 Manitoba wheat, " No. 2 " "	0 85½ 0 86
Red, per bushel, on track Toronto	0 81 0 81½
White " " "	0 81½ 0 82
Barley " " "	0 44 0 48
Oats " " "	0 32½ 0 33½
Peas " " "	0 66 0 67
Buckwheat " " "	0 47
Rye, per bushel, " " "	0 56 0 57

FLOUR.

The flour market continues brisk. We quote:

Ontario patents, per bbl	3 70 3 95
Hungarian patents "	4 20 4 40
Manitoba bakers' "	4 00 4 15
Straight roller, "	3 50 3 60

BREAKFAST FOODS.

There is a good demand for breakfast foods this week. Last week's prices continue unchanged. We quote'

Oatmeal, standard and granulated, carlots, on track, per bbl	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 50
" " " " " in wood	3 90
" " " " for broken lots	4 00
Rolled wheat, per 100-lb. bbl	2 50
Cornmeal	4 00
Split peas	4 75
Pot barley in bags	4 00
" in wood	4 25
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

Business this week, like last, is very dull, the ruling prices being the same as last week. Our quotations are:

HIDES.

No. 1 green, per lb	0 07½
" 2 " "	0 06½
" 1 " steers, per lb	0 08
" 2 " " "	0 07
Cured, per lb	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 14 lb. inclusive	0 09
" " " 2 "	0 07
" " " 1 15 to 20 lb "	0 08
" " " 2 "	0 06
Deacons (dairies), each	0 60 0 70
Lamb and sheep skins	0 75

WOOL.

Unwashed wool, per lb	0 09 0 10
Fleece wool, "	0 16 0 17½
Pulled wools, super, per lb	0 17 0 19
" " extra "	0 20 0 21
Tallow, per lb	0 04½ 0 05

QUEBEC MARKETS.

Montreal, November 26, 1903.

GROCERIES.

THE jobbing trade during the week has been on the quiet side though comparing favorably with the volume of last year at same time. As usual there is always a falling off as the close of navigation approaches, as most of the orders are sent out and merchants do not wish to run too close to the freezing up of the river. Tea business has shown somewhat of an improvement over last week, though it is anything but active, and it is generally felt that trade will be quiet for the rest of the year. Japans are scarce and prices holding up. Some 200 packages were sold by one merchant this week. In Ceylon greens a few good orders were booked. Sugars are only going from hand to mouth and trade is very quiet, though market continues steady. Syrups in fair demand. Barbados molasses are reported a shade easier though the reduction has not provoked any large sales. In canned goods corn continues inquired for and there seems to be a still hunt on for this line. $1 to $1.10 is asked generally. Other lines in fair demand. Coffee dull and uninteresting. Spices continue firm in all grades, except ginger. The pepper producing countries all report short crops and orders are being cancelled at request of African sellers who are paying good

premiums for this privilege. Cloves unchanged. It is more profitable for Canadians to buy in New York paying full duties than in London with two-thirds duty. Rice and tapioca are dull and little doing. In dried fruits the recent advances in Tarragona almonds and shelled walnuts has stimulated trade in these lines. An advance of 2s. is reported in Tarragona almonds, and sympathetically shelled walnuts show an advance of from 5 to 10 frs. over opening prices. In green fruits trade has shown up better this week than last. Lemons are still scarce. New dates have arrived and are selling generally at 4½c. Fish business on the whole has been better. British Columbia salmon and halibut are coming in more freely. Vegetables show a fair trade in all lines, though most business is done in potatoes.

The close of navigation has made it apparent that there is a scarcity of eggs this Fall and high prices are now being paid without a murmur. The bean market is now declining gradually, but what the final outcome will be it is very difficult to predict. In the honey situation there is nothing new. It would seem that evaporated apples have found their level. The dissolution of the Evaporators' Association has had no effect on prices. In flour and feed there is very little doing at present and prices are firm and unchanged.

SUGAR.

Trade in sugars has been quiet during the week and sales have only been on a small scale. The market is steady and no indications of any radical change either way are in sight, though as a prominent broker expressed it, "You can never tell how the sugar market is going to jump. Indications may point to strong advance, when down go prices 10c. per cwt. and vice versa." We quote:

Granulated, bags and bbls	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, boxes and bbls	4 65
" " ½-boxes and 1½-bbls	4 75
Extra ground, bbls	4 50
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Domino lumps, boxes and bbls	4 55
" " ½-boxes and ½-bbls	4 65
Phoenix	3 95
Cream	3 80
Bright coffee	3 80
" yellow	3 80
No. 3 yellow	3 70
No. 2 "	3 50
No. 1 " bags and bbls	3 35 3 40
Raw Trinidad	3 15
Trinidad crystals	3 20 3 25

SYRUPS AND MOLASSES.

In syrups business is only fair, some houses reporting quite a decided increase in their sales of syrups during the past few months as compared with similar periods during past years. Is the trade changing to package syrups? In molasses, Barbados is reported as a shade easier, though the trade generally are adhering to 12 and 15½c. per gal., according to quality and package. We quote:

Barbados, in puncheons, old	0 39
" new	0 42 0 43
" in barrels	0 42½ 0 44½
" in half-barrels	0 43½ 0 45½
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls	0 02¾
" ½-bbls	0 02¾ 0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Bbls., per 100 lb	2 75
½-bbls. "	2 75
Kegs "	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEAS.

The market, although not active, is showing improvement over last week. A few sales of one hundred to two hundred packages of Ceylon greens have been booked during the week. In Japans the feeling is very quiet. One sale is reported of two hundred packages. Enquiries continue for China Congous and China greens are in fairly good demand, but not procurable at jobbers' offers. We quote:

Good to medium Japans	0 18 0 20
Fine to choice Japans	0 23 0 26
Ceylon greens	0 14½ 0 18
Indian greens	0 16 0 19
Japan style China congoes	0 08 0 10
Pealeaf Gunpowder	0 21½ 0 23
Common "	0 12½ 0 15
Ceylon blacks	0 14 0 18
Indian "	0 11½ 0 20

COFFEE.

The market is dull and uninteresting, though New York market has been a little better during the week. Prices remain unchanged. We quote:

Good cucutas	0 09 0 09½
Choice "	0 11½ 0 12½
Jamaica coffee	0 08 0 10½
Java	0 17½ 0 22

SPICES.

The spice market continues stiff in all lines except ginger. New York advices report that the crop in the pepper-producing countries is short. In cayennes further large cancellations of contracts for Zanzibar pepper to arrive in New York have been effected with the African sellers at very liberal premiums, the sellers being quite unable to secure any more pepper at Zanzibar. The spices are pretty well held by one New York house. Prices in low grades have been advanced owing to the increasing demand. Cloves remain unchanged with a firm market. A peculiar feature in spices is that they are so much lower in New York than London as to make it more profitable for Canadian buyers to buy in New York, paying a full duty, than to buy from England with two-thirds duty. We quote:

Nutmegs, per lb., as to size	0 40 0 60
Penang mace, per lb., as to quality	0 70 1 00
Pimento, ground	0 18 0 20
Cloves	0 20 0 25
Pepper, ground, black (according to grade)	0 18 0 24
" " white	0 27 0 29
Ginger, whole Cochin	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 12 0 18
" " African	0 12 0 13
Ginger, ground Japan	0 15
" " Cochin	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14
Cassin	0 14 0 16

RICE AND TAPIOCA.

Trade in these lines is very quiet. Nothing of interest to report. There are no changes since the receipt of advance reported in last week's issue. We quote:

B rice, in bags	3 40
" ½-bags	3 40
" ¼-bags	3 50
" pockets	3 50

In 10-lb bag lots an allowance of 10c. is made.

CC rice, in bags	3 30
" ½-bags	3 30
" ¼-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 62½
" " in ½-bags	4 75
" " in ¼-bags	4 87½

In the open territory prices are about 10c. less

"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
Imp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna			3 87½
Indian Bright			3 60
Java Caroline			3 50
Lustre			3 75
Snow Japan			4 87½
Japan Ice Drips			5 25

Tapioca, medium pearl	0 02¾ 0 03
" seed pearl	0 03 0 03½
" flake	4 00
Imported Italian	0 09
Fancy Head Carolina	0 10

CANNED GOODS

The only feature of the canned goods situation this week is the continued inquiry for corn. Prices asked range from $1 to $1.10 in large quantities. A few brokers are on the lookout for western account but the trade generally are none too keen to let go even at $1. Some old stock, it is reported, changed hands at 90c., though the quantity sold was only a few hundred cases. Gooseberries are reported off the market. Salmon is interesting and in good demand even at the strong prices ruling. We quote:

Tomatoes	1 05
Corn	1 00
Peas	0 87½ 1 40
String beans	0 82½ 0 85
Strawberries, preserved	1 40 1 60
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s	1 40 1 60
" 3s	2 10
Peaches, 2s	1 55 1 67½
" 3s	2 40 2 60
Plums, Lombard 2s	1 30
" Green Gage, 2s	1 40
Cherries, red pitted, 2s	2 20
Baked beans, 3s	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00 2 10
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz	0 95
Spinach	1 40
Sugar beets	0 90 1 00
Salmon, pink	0 90 0 95
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50 1 70
Lobsters, talls	3 45
" 1-lb. flats	4 00
" ½-lb. flats	2 25
Canadian Sardines, ¼s	3 65 4 00

FOREIGN DRIED FRUITS.

A considerable amount of business has been done in all kinds of dried fruits and the recent advance in Tarragona almonds and shelled walnuts has stimulated trade in these lines. Denia and Malaga fruits of all kinds are receiving good attention though nothing of interest affecting prices is reported from ordinary shipping points. An advance of 2s. is reported on Tarragona almonds, and shelled walnuts in sympathy with Mayettes show an advance of from 5 to 10 frs. over opening prices. As regards currants, prices remain steady with some local enquiries for local account. We quote:

CURRANTS.

Fine Filiatras, per lb. in cases	0 05
" " cleaned	0 05½
" " in 1-lb. cartons	0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 05½

SULTANA RAISINS.

Sultana raisins, per lb	0 06½ 0 09

VALENCIA RAISINS.

Finest off-stalk, per lb	0 06½ 0 07
New, finest off-stalk, per lb	0 07½
Selected, per lb	0 07 0 07½
Layers "	0 07½ 0 08

FIGS.

Comadres, per tapnet	1 00 1 10
Elemes, per box, new	0 75 0 85

DATES.

Dates, Hallowees, per lb	0 04½ 0 04¾

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb	0 11 0 12
Peaches "	0 09 0 09½
Pears "	0 12½

MALAGA RAISINS.

London Layers	1 75 1 90
"Connoisseur Clusters"	2 25
"Royal Buckingham Clusters," ½-boxes	1 15
"Excelsior Windsor Clusters"	4 50 4 60
" " ¼s	1 30 1 40

CALIFORNIAN RAISINS.

Loose muscatels, per lb	
" " seeded, in 1-lb. packages	0 10½
" " in 12-oz. packages	0 08

PRUNES.

	Per lb.	Per lb.
30-40s	....	0 09
40-50s	....	0 07½
50-60s	....	0 07
60-70s	....	0 06½
70-80s	....	0 06½
80-90s	....	0 06
90-100s	....	0 05
Oregon Prunes (Italian style) 40-50s	....	0 07½
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06½
" " 90-100s	0 04½	0 04½
" " " 100-120s	....	0 04

GREEN FRUITS.

Trade during the week has been very much better. Oranges have been in fair demand. Bananas are not enquired for very much. Lemons continue scarce and are selling at high prices. Cranberries are coming in more freely. New dates have arrived and are selling freely at 4½c. Second shipments are not expected until the second week in December. Enquiries for California navel oranges are coming in but it is not expected that this fruit will arrive before December 10. We quote :

Cocoanuts, per bag of 100	....	4 00
Canadian apples, in bbls	2 00	3 25
Pineapples, 24 to case	....	6 00
" 30 to case	....	5 50
Bananas	2 25	2 50
Canadian pears, per basket	0 40	0 50
Grapes, Canadian, blue	0 20	0 25
" " red and green	....	0 30
California Tokay grapes, per box	....	2 75
Jamaica oranges, in bbls	4 50	5 00
" " boxes	....	3 50
Sweet potatoes, per bbl	....	3 75
Spanish onions, cases	....	2 25
New Messina lemons 300's	....	3 75
" " 360's	....	3 25
Florida oranges, per box	....	3 75

FISH.

Prices generally remain unchanged. The trade has been very good, business generally being on the increase, the harder weather contributing to that end. British Columbia salmon and halibut are starting to come in, which will make a material change in prices in a short time. In dried and prepared fish a fair amount of business is turning over. Same may be said of salt and smoked fish. Oysters remain unchanged the market being well supplied. We quote :

Bloaters, Yarmouth	....	1 25
Haddies	....	0 07½
Smoked herring, per box	....	0 15
Fresh haddock, per lb	0 04	0 04½
Dore, per lb., frozen	....	0 07½
Pike, "	....	0 06
Halibut, frozen, per lb	....	0 10
Fresh halibut	....	0 14
Gaspe salmon, frozen, per lb	....	0 14
Fsesh B.C. salmon, per lb	....	0 15
Steak cod	....	0 05
No. 1 Herring, Labrador, per bbl	5 50	5 75
" " " half bbl	2 75	3 00
No. 1 Holland herring, per half bbl	....	6 50
No. 1 Scotch herring, " "	....	6 50
" " per keg	....	0 95
Holland herring, per keg	0 65	0 75
No. 1 green codfish, new, per 200 lb	....	6 00
No. 2 green cod, bbls. 200	....	5 00
No. 1 green haddock, bbls. 200	....	5 50
Green pollock, bbls. 200	....	4 50
No. 1 large green codfish, new, per 200 lb	....	6 50
Boneless cod, 1 and 2-lb. blocks, per lb	....	0 06
" fish, " "	....	0 05
" " loose, in 25 lb. boxes	....	0 04½
Skinless cod, cases 100 lb	....	4 75
Dried codfish, new, per 100-lb. bundles	....	4 75
B. C. salmon, per bbl	....	14 00
B. C. Salmon, ½-bbl	....	7 50
Marshall's kippered herring, per doz	....	1 40
Canadian kippered, per doz	....	0 90
Canadian ¼ sardines, per 100	3 75	4 00
Canned cove oysters, No. 1 size, per doz	....	1 30
Canned cove oysters, No. 2 size per doz	....	2 25
Shell oysters, No. 1 Malpecques	6 75	7 00
" " " common	5 00	5 50
Standard bulk oysters, per gal	....	1 40
Selects	....	1 60

VEGETABLES.

A fair trade has been done in all lines of vegetables, potatoes principally receiving attention. Easier prices ruled during the past week, owing to the unusually mild weather that has prevailed throughout this district. Weather hardening will probably stiffen up prices. Onions of the red variety are scarce and high prices are being realized. We quote :

Cabbage, per doz	0 30	0 45
" red, per doz	....	0 45
Cucumbers, per doz	....	0 18
Onions, per basket	0 50	0 70
Cauliflower, per dozen	1 00	1 50
Carrots, per basket	0 40	0 50
Parsnips, per bunch	....	0 15
Green corn, per dozen	0 10	0 15
Lettuce, per dozen	0 25	0 35
Celery	0 25	0 35
Parsley, per doz	....	0 10
Radishes, per doz	0 15	0 25
Pumpkins, per doz	0 60	1 35

COUNTRY PRODUCE.

EGGS.

Dealers throughout the country have been waiting anxiously for the close of navigation for it was felt that it would then be possible to decide with some degree of certainty what the future of the market would be. With its close this week it is apparent that there is an ever increasing demand for stock at high prices and the trade are forced to come to the conclusion that there is a serious shortage this Fall. Prices are now very firm, late Fall stock closely selected selling at 25 to 26c., selects 23c., straight stock 22c., market 19 to 20c., Montreal pickled 19c.

BEANS.

It is still dangerous to hazard a guess as to the ultimate course which the bean market will take. The week has seen a decided decline in values and considerably reduced quotations are given below. It is claimed by the producers that the present decline is unwarranted, that stocks are short and that a return to high prices is bound to come. They say that the crop is now nearly all shipped out and some sections report that there are not more than 3 or 4 carloads yet to ship. Reports from the bean district have been so conflicting all Fall that it is hard to say how much reliance should be placed on the stories now current. The fact remains that at present there is a downward tendency and prices have been reduced during the week. We quote:

No. 1 hand-picked, carlots	....	1 65
Choice prime, per bushel	....	1 65
" carlots	....	1 50
Ordinary (off grade), per bush	....	1 40

HONEY.

There is nothing new in the situation except that the market is reported a little firmer and an advance of ½c. will be noted in our quotations below. Buckwheat honey continues very scarce; in fact it is said that there is none at all on the local market. Comb honey is in very good demand and supplies are light. In other lines there is a good supply. We quote the following prices :

Strained, white	....	0 08
Clover and basswood	....	0 08½
Buckwheat	0 07½	0 08
Comb honey	....	0 13

MAPLE PRODUCTS.

The market continues quiet and prices are steady. There is nothing of special interest to note. We quote :

New syrup, in wood, per lb	0 05½	0 06
New syrup, in large tins	0 70	0 75
Old "	0 55	0 60
Old " in wood	0 05½	0 06
Pure sugar, per lb	0 07	0 07½
Pure Beauce sugar, per lb	0 08	0 09

EVAPORATED APPLES.

There is nothing new to report. Prices are steady at figures given for some weeks back and they seem to have found their level. As noted in last issue the agreement of the Association of Evaporators expired on November 15, but this has not affected the market. We quote the following wholesale prices :

New, in carlots	0 05½	0 06
New, in jobbing lots	0 06	0 06½

Winnipeg Brokers.

IF YOU HAVE ANYTHING TO SELL WRITE CAMERON GORDON & Co. WHOLESALE COMMISSION AGENTS WINNIPEG MANITOBA

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INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker.

HULL & SHARPE,

Manufacturers' and Commission Agents,

CALGARY, - ALBERTA.

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,

QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER, CANADIAN GROCER, Montreal and Toronto.

FLOUR AND GRAIN.

FLOUR.

The market continues to be fairly active and quotations are unchanged. We quote as follows:

Manitoba spring wheat patents	4 60
" strong bakers'	4 30
Winter wheat patents	4 25 4 35
Straight rollers	3 85 4 00
Extra	3 60 3 70
Straight rollers, bags	1 85 1 90
Extra, in bags	1 70 1 75

FEED.

There is a good demand for bran and the tone of the market is firm. Prices are unchanged as follows:

Ontario bran, in bulk	16 50 17 00
" shorts	19 00 20 00
Manitoba bran, in bags	17 50
" shorts	19 50 20 50
Mouillie	22 00 30 00

CORNMEAL.

There is an improved demand at unchanged prices. We quote:

Gold dust, bags	1 80 1 90
" bbls	3 90 4 00
Ordinary, bags	1 40 1 45

ROLLED OATS.

There is an increasing demand at firm and unchanged prices. We quote:

Rolled oats, in bbls	3 75 3 80
" " in bags	1 80 1 83

BARLEY.

Pot and pearl barley are very scarce at present and the demand is good. We quote:

Pot barley	1 85
Pearl "	2 85

GRAIN.

Business is quiet now in all lines except oats, for which there is a good demand for local consumption. Deliveries from Ontario are now much heavier than for some weeks back. We quote:

No. 1 hard Manitoba	0 91
No. 1 Northern	0 88½
Rye	0 57 0 57½
Peas	0 71 0 72
Corn	0 52 0 53
Buckwheat	0 49
Barley	0 50 0 51
Oats	0 35
Malt	0 75 0 80

BALED HAY.

Prices are easier but no actual changes are reported. The market is quiet. We quote:

No. 1 timothy	10 00 11 00
No. 2 timothy, choice	9 00 9 50
No. 2 timothy, ordinary	8 50 8 75
Clover, carlots	7 50 8 00

LOOSE HAY.

The market continues quiet at $7.50 to $8 per load of 100 bundles, of 15 lb. each.

ASHES.

The market is firm at unchanged figures. Business is fair except in pearls, of which very few are offering. We quote:

First pots, per cwt	5 95 6 00
Seconds	5 55
Pearls, per 100 lb	7 00 7 25

HIDES.

The market is now very quiet but as yet there has been no change in prices. The local market has been affected by the closing down of boot and shoe houses in Quebec. We quote:

No. 1 beef hides	0 09½
No. 2 "	0 08
No. 3 "	0 07
No. 1 buff sheepskins	0 77 0 79
Lambskins	0 70 0 75
No. 1 calfskins	0 10
No. 2 "	0 08

RAW FURS.

Furs are still coming in slowly and the dealers complain that the weather has not been cold enough to make trade very active. We quote:

	Large	Medi'm	Small	Kitts			
BEAVER—Labrador and choice Eastern	$6.00	$5.00	$2.75	$1-1.50			
" Territory Rocky Mountains and Western							
Strictly Prime, or, No. 1	6.00	4.00	2.00	.50-.75			
Partly Prime, or, No. 2	4.00	3.00	2.00	.50			
Unprime, or, No. 3	3.00	2.00	.25	.40			
Flat, weak, or poor, or, No. 4	2.50	.50	.75	.25			
	Large	Medi'm	Small	2	3	4	
BEAR—Black—Choice only	12.00	8.00	6.00	4.50	2.00	.50	Cubs. Yearl's $2.00 to $6.00
" Brown "	10.00	6.00	4.00				1.00 to 4.00
	1	2	3	4			
BADGER—Of all sections	.50	.25	.10	.05			
	Dark	Brown	Pale	2	3	4	
FISHER—Eastern and far North-Eastern	7.00	5.50	5.00	3.00	1.75	.50	
Territory and Western	7.60	5.50	3.50	2.00	1.00	.50	
	Large	Small	2	3	4		
FOX—Red—North-Eastern and similar fine bright red kinds	4.00	3.00	1.25	.75	.20		
" Territory and Western	4.00	3.00	1.40	.50	.20		
	Dark	Fair	Pale	2	3	4	
" Cross—Value principally as to beauty, also size & richness	15.00	7.00	4.00	2.50	1.50	.50	
" Silver—Eastern and far Northern	125.00	75.00	40.00	20.00	9.00	4.50	
" Pacific Coast, Territory and Western	100.00	50.00	30.00	15.00	5.00	2.50	
	Large	Medi'm	Small	2	3	4	
LYNX—Far North-Eastern	5.00-8.00	3.-4.50	2.25	2.00	.75	.25	
" Territory and Western	5.00-8.00	3.-4.50	2.25	2.00	.60	.20	
	Dark	Brown	Pale	2	3	4	
MARTEN—British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25	
" Territory and Western	3.50	2.25	1.50	1.00	.60	.20	
" Quebec and Ontario	3.00-4.00	2.25-3.00	2 to 2.25	1.00	.50	.25	
	Large	Medi'm	Small	2 Large	2 Small	3	4
MINK—Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	.25
" Territory and Western	1.50-2.00	1.50	1.00	.75		.25	.15-25
	Spring	Winter	Fall	Kitts			
MUSKRAT—Eastern, best large		.15 to .18	10 to 15	2 to 7			
Territory and Western		5 to .10	7	2 to 4			
	Large	Small	2	3	4	Cubs	
OTTER—Labrador and far North-Eastern	$10-15	7.00-10	5.00	2.50	2.00	$1.00 to $2.00	
" Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50	
	Large	Small	2	3	4		
RACOON—	.75-1.50	.60-1.00	.33-60	.25	.15		
" Black—Value according to darkness, size and beauty	2.25	2.00	1.00	.50	.25		
	Black	Sh'rt St	Long St	White			
SKUNK	.75-1.25	.75	.40-.50	.05-15			
	Dark	Brown	Pale	2	3	4	
WOLVERINE—Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM—	$5.00 to $6.00 per pound.						

Fall Beav. $2.00 to $2.50 per pound.

Spring Beav. $3.00 to $3.25 per pound.

CANNED GOODS.

Tomatoes are of particular interest. Stocks here are short. The outlook is for higher prices. Corn and peas are firmly held. Fruits come to hand slowly and full prices are asked. In salmon, Spring fish have a very large sale here and price of this grade is firm. Good Cohoes can be bought at reasonable figures. In sardines and other domestic fish stocks here are light. We quote:

Tomatoes, 3's	1 10 1 25
Corn	0 90 0 95
Peas	0 90 0 95
String beans	0 85 0 90
Strawberries	1 50 1 75
Blueberries	1 00 1 20
Raspberries	1 40 1 50
Pears, 2's	1 60 1 75
" 3's	2 10 2 25
Peaches, 2's	1 65 1 75
" 3's	2 50 2 75
3-lb. apples	0 95
Gallon apples	2 00 2 15
2-lb sliced pineapples	2 00 2 30
Grated "	2 00 2 50
Sugar beets	0 95 1 00
Salmon, pink	0 95
" cohoes	1 25 1 35
" spring	1 35 1 50
" sockeye	1 50
Domestic sardines, oils, ¼	3 25 3 35
" mustards, ¼	3 00 3 10
Kippered herring	3 25 4 00
Finnan haddies	3 25 4 00
Corned beef No. 1	1 50 1 60
" No. 2	2 60 2 70

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Nov. 23, 1903.

DEALERS are busy and seem satisfied with the amount of their Fall business. In the wholesale grocery business the last month shows the largest turnover during the year, as well as the largest regular cash payments. Money is stiff and outside dealers are occasionally unable to meet their paper promptly. The action of some banks in refusing to make advances to dealers where credit and security are good is meeting with adverse criticism.

OILS.

In burning oil the high prices still hold. Markets are firm. While sales are large dealers notice the effect of twenty-four minutes more light per day. Lubricating oils are firm. Linseeds are low. Turpentine is held at full figures. Cod oil in local market is scarce. We quote:

American Water White	0 23
Best Canadian	0 22½
Prime	0 22
Linseed oil, raw	0 54
" boiled	0 57
Turpentine	0 89
Cod Oil	0 34 0 37

SALT.

The first Winter port steamer has arrived and henceforth regular shipments of Liverpool coarse salt. Prices are firm, though this is not the season of demand. In fine salt business is quiet. We quote:

Liverpool coarse, per bag	0 60 0 65
English factory-filled, per bag	1 00 1 10
Canadian, per bag	1 10
Cheese and butter salt, per bbl	2 25 2 35
" " 5-lb. bags, per bbl	3 10
" " 10-lb " "	2 85
" " 20-lb. wood boxes, each	0 25
Canadian fine 10 " " "	0 15
" " 25 " " "	0 25
" " cartoons, per case	1 90 2 00
English bottled salt, per doz	1 25 1 30
Mineral rock salt, selected lumps, per 100 lb	0 60 1 00

GREEN FRUIT.

Business is more active. Apples are being freely sold. For fine fruit some Canadian apples have been imported. The finest apple here at this season in the Nova Scotia Bishop Pippen. In many lines the best Nova Scotia stock does not come here as better returns are got from export. Oranges and lemons are unchanged. Malaga grapes are lower with stock coming from New York and Boston at low figures. Cranberries are high with some good Nova Scotia berries offered. We quote:

Jamaica oranges, bbls	5 00 6 00
" " boxes	3 00 3 50
Messina lemons	3 00 3 50
Cocoanuts, per bag of 100	3 75 4 00
Bananas, per bunch	1 25 2 00
Apples, N.B. and N.S. and Ont	1 50 3 50
Grapes, per bbl	4 50 5 50
Sweet potatoes	4 00 4 50
Grapes per basket	0 35 0 50
Cranberries	8 00 10 00

Crystallized Fruits (from France)

in

¼-lb., ½-lb., ¾-lb. and 1-lb. Cartons

@ **$1.75, $3.00, $4.50,** and **$5.50** per doz.

Confitures de Bar-le-Duc

in 1-doz. boxes.

Red and White Currant, Peaches,
" " Strawberry, Plums,
Mirabelles, Apricots.

(**Bar-le-Duc Jelly** is usually served with Cream Cheese, and they are sold by the best grocers throughout the country.)

Spanish Olives (Manzanillas)

in 1-gallon Jars

@ **$1.00,** jar included.

For sale by all wholesale grocers.

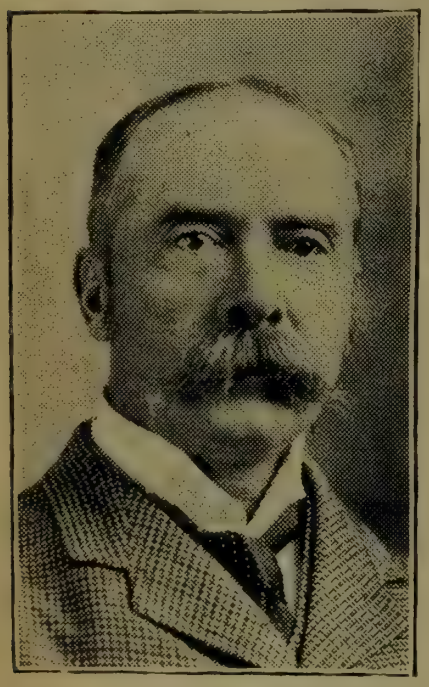
HENRI JONAS & CO.

MONTREAL, P.Q.

PASSING OF MONTREAL BUSINESS MAN.

A VALUED member of the business community ot Montreal has passed away in the person of Mr. W. Wallace Watson, secretary of The Canada Sugar Refining Co. Mr. Watson, who had not been in good health for some time and had but recently returned from a trip abroad in search of health, underwent a surgical operation last Saturday, but succumbed to the effects of same on Saturday night, November 21st, at his home, 85 Redpath Street, Montreal.

Mr. Watson, who was born in Ayr, Scotland, was in his 58th year, came to Canada in 1870, entering the establishment of Gillespie, Moffatt & Co., becoming connected later with the firm of John Redpath & Son. On the formation of The Canada Sugar Refining Co., Ltd., in 1878, Mr. Watson became its first secretary, and held that position up to the time of his death.



The late Mr. W. Wallace Watson.

Mr. Watson was a patron of out-door sports, and was an enthusiastic and skilled golfer. He held the presidency of the Montreal Golf Club, being also for a time captain of the team. Like all sons of Scotia he was a lover of curling, and was considered one of the Montreal Curling Club's best players. As a military man Mr. Watson had been connected with the Prince of Wales Rifles, holding a captain's commission.

Mr. Watson was a member of the Council of the Board of Trade, St. James' Club, Mount Royal Club, and Forest and Stream Club. He was also a trustee of St. Paul's Church.

A widow, two sons and two daughters survive.

The funeral service, which was held at St. Paul's Church, Dorchester Street, on Tuesday afternoon, at 2 o'clock, was very largely attended by Montreal's leading business men by whom the deceased was held in the highest esteem for his sterling qualities. The members of the Council of the Board of Trade attended the funeral in a body. At the church a solemn service was conducted by the Rev. Dr. Barclay, at which a large number of the friends of the deceased were present, including deputations from the Canada Sugar Refining Company, the Board of Trade, the Corn Exchange, the Royal Montreal Golf Club, and other commercial and social organizations. The attendance of the general public was also very large. The floral tributes were numerous and beautiful.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Balfour & Co. report arrival of new grenoble walnuts and new dates.

The R. & J. H. Simpson Co., Guelph, report the arrival of a large shipment of selected Valencia raisins and other fruits per steamer Bellona, which they are distributing to their trade as rapidly as possible.

Balfour & Co. report large sale for their "Tartan" molasses in barrels and half barrels.

The "Ozo" Co., Ltd., have just started placing their jams and jellies on the market and the number of orders received speaks highly for the quality of the goods. Made under the strictest rules of hygiene and from selected material, buyers can rely upon quality.

The St. Lawrence Sugar Refining Co. have printed cards pointing out that their sugars are made from pure cane raws only.

S. H. Ewing & Son, Montreal, report arrival of consignment of very fine German chickory. Owing to the imposition of the German surtax this line will be advanced without doubt after January 1, and grinders and roasters should avail themselves of the attractive prices offered at present by S. H. Ewing & Son.

The R. & J. H. Simpson Co., Guelph, are offering a snap in tap figs and New Orleans molasses.

McWilliams & Everest are offering this week Chase & Co.'s Florida oranges, Star brand, Mexicans and three cars Messina lemons. Almeria grapes now arriving represent the last shipment of the season.

Lucas, Steele & Bristol offer choice Roquefort cheese, Dandecotte and Gaudin olive oil, also a large assortment of olives.

Christmas stockings Parragon vinegar and Old Virginia salad dressing are in stock with Lucas, Steele & Bristol.

The Eby, Blain Co., Limited, call special attention to their offerings in Ceylon green teas, fuller particulars of which are to be seen in their advertisement in another column.

H. P. Eckardt & Co. are selling candied peels at very low prices.

H. P. Eckardt & Co. have some extra fine quality Brazil nuts.

The attention of the trade is called to the advertisement in this week's issue of Henri Jonas & Co., Montreal, whose special lines of fine French crystallized fruits, Bar-le-Duc jellies and Spanish olives, should be particularly interesting to the grocery trade at this season of the year.

A large shipment of Malaga table raisins arrived this week for H. P. Eckardt & Co.

The "National" coffee mill, conceded by all to be the finest mill manufactured, is being offered to the Canadian trade by The Eby, Blain Co., Limited.

GROCERY KEPT BY BOYS.

A striking example of what energetic and hustling boys can do in trade is illustrated by Charles and Russell Anspach, of Fremont, Ohio, who own a flourishing grocery business on Whittelsy street.

The boys, 12 and 9 years of age, started with a capital of 27c., their first venture being the selling of candy and oranges from a small stand placed in the yard. They were patronized by neighbors and friends, and within a month of the opening, March 19, of this year, were able to build a small shed, where they kept a stock of groceries.

They began a system of bookkeeping, bought and delivered their own groceries, and by clever advertising attracted the attention of the public. Their fresh goods, courteous manners and energetic methods combined to bring customers, and, prospering, they were able to erect a little store.

The boys own a little red delivery waggon, and can be seen early and late catering to their customers. They are the sons of Mr. and Mrs. P. N. Anspach, and their ambition is to be the proprietors of the largest grocery store in Sandusky County.—New York Herald.

NOVA SCOTIA MARKETS.

Halifax, Nov. 23, 1903.

THE last week in November and the first in December brings a good deal of trade to Halifax houses from shore ports which are closed to navigation during the Winter months and are now laying in supplies. Business in all parts of the province has been good in the last week. There has been a good demand for dried fruits and other seasonable groceries in anticipation of the holiday trade. Provisions have been in good request for the lumber camps, and some firms report a large trade in this line. American pork is easier and beef firmer. The former has declined 50c., and the latter advanced a like amount. There has been no change in the price of domestic pork, which is now offered at the same quotation as the imported. Beans are a little lower than last week owing to the establishment of a fixed selling price by The Canada Bean Co., Limited, recently formed in Western Ontario. This is an article in steady request with our lumbermen.

* * *

The position of canned tomatoes is a strong feature of interest. Owing to the local scarcity of stock the price here has advanced to $1.25. Last year Halifax houses sold large quantities of United States tomatoes, but as the pack of that country is one million cases less than last season, there will probably be less coming in this direction. The lack of a uniform standard either in the weight of can or the quality of contents is a serious obstacle to the popularity of American tomatoes on this market. The high price of last year did not lessen the demand, and the tomato is a vegetable which the trade must have from some source.

* * *

Flour dealers here were taken by surprise recently, being notified by the I.C.R. authorities that storage privileges would hereafter be curtailed, as all available space was needed for the handling of the Winter port business. The change proposed was particularly hard upon local exporters, who, had it been carried out, would have been compelled to remove all flour via I.C.R. to private warehouses, there to await the sailing of vessels, and then ship from private wharves. The flour trade at Halifax is considerable, amounting to 400,000 barrels annually. Some years ago the most of this flour came here via Boston, and it was only through the privileges granted by the I.C.R., and which were now to be cancelled, that the all-rail route secured the business. The matter was promptly brought to the attention of Hon. W. S. Fielding, Acting Minister of Railways, then in the city, and a temporary arrangement has been made for the present Winter which is satisfactory to local merchants. For months the Halifax Board of Trade has been pointing out to the Government that the terminal facilities of the I.C.R. were inadequate. But with the loading of the first Allan liner the authorities suddenly awoke to the fact. Several thousand bushels of grain were placed in the elevator last week, and are now going aboard the steamer Pretorian, which arrived on Saturday. This is practically the first grain shipped here since the elevator was built, many years ago. Mr. Hugh A. Allan was here on Saturday, and said they expected to build up a large business at this port, having under construction at the present time two steamers of 12,000 tons, with turbine engines, which would make the ocean voyage from Halifax next season in five and a half days, and landing passengers and mails within a shorter time than the 20-knot steamers via New York.

* * *

Choice dairy butter has been in very limited supply, but the arrival yesterday of some Ontario goods will remove the stringency. Cheese factories continued operations late, placing a much larger quantity of low-grade goods upon the market than dealers anticipated. P.E.I. factories are now sold up, but some cheese is still held by New Brunswick makers. Eggs have advanced 1c., and are selling now at 22c. They continue to come upon the market in quite limited quantities.

* * *

Nuts of all kinds are selling at about the same prices as last year, and a very good demand is experienced. G. J. Hamilton & Sons recently established a confectionery factory at Halifax and have 60 hands employed here. The Halifax factory is run as a branch of the original works at Pictou. Moirs, Limited, have now moved into their new factory, which replaces the one destroyed by fire last Spring.

Clark's Mince Meat

The kind your customers are looking for. Made from good beef, new fruits, spices and peels; a really good article; thick, substantial stock, not loaded with water.

Give it a trial.

Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in ¼ pails (½-doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS. **COCOA**

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT

MANITOBA MARKETS.

Winnipeg, Nov. 23, 1903.

THE fine warm weather of the first two weeks of November has been succeeded by a fall of snow, and bright, crispy cold days, which have given an impetus to trade in all lines.

The grocery jobbing houses report business excellent and collections very fair. The decision of the large elevator companies some ten days ago to cease buying at their elevators along the C.P.R., put a check on remittance for some days, as very little wheat was moving, but nearly all these elevators have re-opened for a time at least, and collections have improved in consequence.

A round of the jobbing houses showed an unchanged price list for the week. Supplies are coming forward well, and everything points to an excellent Christmas trade.

Merchants make complaint of the difficulty of getting salt water fish, such as herrings, mackerel, etc. The catch in all lines would appear to have been very small, judging from the unsatisfactory way orders are being filled. Where 50 half-barrels are ordered, not more than 20 come forward at one time, and in some lines supplies seem almost impossible to obtain.

DAIRY PRODUCE.

A new departure was made in Winnipeg this week in the offering at auction of a car of Eastern Townships butter. Mr. Hoy was the man who made the venture, and the prices realized were 24 to 24½c. for lots of not less than five boxes of 56 pounds each. The butter was admitted to be of fine quality, but the bidding was not active, as the upset price of 24c. per pound was considered too high. Only a small portion of the car was disposed of at the auction.

Locally the city creameries are receiving but scant supplies of cream, and fresh creamery butter sells at 22 to 22½c., factories, for the individual 56-lb. box; bricks are worth 23c., and lots of five to ten boxes sell for a shade less. Receipts of dairy butter are light, and in most cases the quality is unsatisfactory.

Butter and milk promise to be dear commodities in Winnipeg this Winter. Indeed, milk is dearer now than it has been for 20 years. The regulation price for years has been 16 quarts in Summer and 14 in Winter for $1. This season the allowance is down to 10 quarts for $1. The reasons for this are several. Perhaps the one that bulks most largely is the high price of hay and help. Good cows were scarce and dear for a time, and some five or six of the dairymen sold out and closed up their business at a date when it would be ill advised for new concerns to start, so the present outlook for the milk supply is not encouraging. This, in turn, affects butter, as all the milk within a reasonable radius is being shipped into the city, as an easier and more profitable method of disposing of it. We may be glad to see more eastern butter here before the Winter is out.

EGGS.

Scarce and dear is the tale of fresh eggs. The retail price for guaranteed new laid eggs being already 15c. a dozen and the supply very limited. Case eggs arrive in very limited quantities, and dealers offer 22c., Winnipeg, for round lots of fresh gathered eggs.

POULTRY.

With the advent of cold weather supplies of dressed poultry are beginning to arrive. Indications are that the supplies of Manitoba poultry will be considerably in excess of previous year. The fowls are no better dressed than formerly, but ducks and geese show very considerable improvement, both in feeding and dressing. Prices so far quoted for round lots are: Fowl, 8c.; chickens, ducks and geese, 10c., and turkeys, 12c.

DRESSED MEATS.

Beef supplies are very liberal, and prices continue easy at 5¾c. for best abattoir dressed beef. Veal is in fair supply at 7 to 8c. Mutton is plentiful at 8c. In hogs, packers are now open to receive supplies of country dressed hogs, and prices are fixed at 5¾ to 6c.

CURED MEATS.

There has been no change in this market for about two weeks. Prices are steady, and there is a fair volume of trade.

OTTAWA MERCHANTS' FRIENDS.

ARRIVING too late to appear in the account of the Ottawa grocers' trip to New York, were the pictures of a trio of gentlemen who helped to make things run along smoothly. "The Grocer" presents them this week to its readers.

Mr. Hugh E. Convery, although now of Montreal, has still a warm place in his heart for Ottawa, where he for some time represented Fleischmann & Co. before being promoted to the Montreal office of that firm. Mr. Convery was active in helping to smooth the way for the tourists, who appreciated his efforts, as well as those of his firm in New York, to whom the Ottawa party were indebted for many kindnesses.

Mr. Hugh E. Convery, Montreal, who accompanied the Ottawans on their New York Trip.

Mr. Frank W. Meyer, New York City, Manager of Clique Tourists, whose party entertained the Canadians.

Mr. J. K. Paisley, who accompanied the Ottawa Grocers to New York

Mr. Frank W. Meyer, whose countenance appears in the accompanying cut, is a man dear to the heart of a number of Ottawa merchants, he being the leading spirit among the New York and Brooklyn grocers who so elaborately entertained Ottawa's delegation on October 28 and 29. Mr. Meyer looks after the interests of Fleischmann & Co. in New York City. He is well known in railroad circles as well as among the merchants, as he has dealt with most American roads in connection with the annual trips of the Clique Tourists. At the recent banquet in Brooklyn, the representative of one of the large railway concerns stated that Mr. Meyer was the best and ablest man in the country to handle a tourist party.

Mr. J. K. Paisley, of Ottawa, who accompanied the Ottawa merchants to New York, is the proprietor of the Grand Union Hotel at the Capital City, and has an extensive acquaintance among the business men of Ottawa and the Canadian commercial travellers, who recognize in him a man whom it is a pleasure to meet.

GONE HUNTING.

There seems to have been a regular stampede of Montreal's business men this week for the woods. Mr. E. D. Marceau, the St. Paul street tea merchant and dealer in grocers' specialties has donned his hunting suit, shouldered his rifle, and is now scouring the woods north of Labelle for game.

CHICAGO VISITOR TO MONTREAL.

Mr. A. Bodenweiser, better known as "Bode," the proprietor and manufacturer of Bode's chewing gums, was in Montreal this week. A representative of "The Grocer" ran across him in Snowden, Forbes & Co.'s offices, on St. Paul street, which firm has been appointed sole agents in Canada for Bode's gums. Mr. Bode exhibited a most unique and compact gum-vending (slot) machine, of great simplicity, compactness and beauty, which has established itself in favor on the other side and doubtless will in Canada as Snowden, Forbes & Co. intend to place it conspicuously before the trade. Bode's crushed fruit pepsin gums are on the market.

An American syndicate is being organized, it is said, with a capital of £3,000,000, to transport British food fish to the American market.

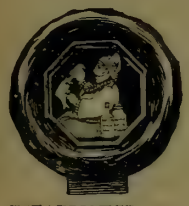
O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name :



ESTABLISHED 1824.

Batty & CO.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

F. P. SCUDDER, President — ADOLPHE E. SMYLIE, Vice-Pres't and Sec'y — H. W. PETHERBRIDGE, Treasurer

National Licorice Co.

Successors to

YOUNG & SMYLIE
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SCUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

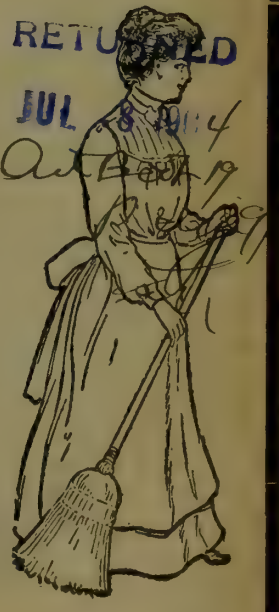
OFFICE—106 JOHN ST.

106-116 John St., 227-237 Plymouth St., } Brooklyn, N.Y.

Illustrated Catalogue on request.

Where Excellence Counts.

Particularly in Brushes and Brooms does good quality and good workmanship count—nothing so bad as cheap, ill-made Brushes and Brooms—they prove bad for the dealer and bad for the purchaser.



BOECKH'S HOUSEHOLD BRUSHES and BAMBOO-HANDLED BROOMS

are backed by a strong guarantee—extraordinary goods for ordinary needs.

Your name and address on a post card will bring you our interesting little brochures "Broomology" and "Washboard Information" (free).

UNITED FACTORIES, Limited,

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

Head Office: 80 York St., TORONTO, ONT.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

Rome was not Built in a Day

Grocers:

This particularly applies to the time you give yourself to secure your assortment of Xmas Fruits. It is advisable that you place your orders next week in order to get the best results. Do yourself a favor and buy while lines are complete.

The balance of several of our shipments have arrived this week, and we have, indeed, desirable material for the building of your

"Xmas Rome of Fruit."

Phone Main 645 3394

McWILLIAM Mc. AND E. EVERIST

25 Church Street, Toronto.

POTATOES.

Our bids are good ones.
Write or wire for prices.
M. G. STAGG & CO.
Phone Main 5219. Standard Stock Ex. Bldg., Grain and Hay Merchants. TORONTO.

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

CLEMES BROS.
TORONTO,
HAVE

NEW ELEME FIGS,
"Camel" Brand.
The finest on the market.

ALSO another car

JAMAICA ORANGES.
Write them for prices.

GREEN FRUITS

Fruit Growers Meet.

THE Ontario Fruit Growers' Association met at Leamington, Tuesday, Wednesday and Thursday of this week, in their 28th annual session. Mr. Geo. C. Creelman, secretary, in his annual report, advocated co-operative buying and selling on the part of members of the association.

Tuesday evening a public meeting was held in the Town Hall, where Mayor Lewis Wigle presided and extended a welcome to the association on behalf of the town. John Auld, M.P.P., welcomed the fruit men on behalf of the county, and C. W. Cady, president of the local association, and J. L. Hilborn, president of the Leamington Horticultural Association, added their words of welcome to those of the previous speeches.

W. H. Bunting, president of the association, replied, dwelling on the progress of the year, and indicated lines of further work.

M. K. Cowan, M.P., discussed the trouble Essex fruit growers had had with the express companies the past season.

Dr. Muldrew, of the O.A.C., Guelph, concluded the speaking for the evening with an address on Nature Study.

W. H. Owen, of Ohio, and Prof. L. R. Taft, of the Agricultural College, Michigan, are among the speakers scheduled for later sessions of the convention.

Ontario's Fruit Crop.

THE Ontario Bureau of Industries in its final estimate of the crops of that province for 1903 thus summarizes the past season:

Fruit growers will likely remember 1903 as the plum year. This fruit was so abundant that many growers found it difficult to handle the crop in time for market. The quality of the plums was also good. There was a fair yield of apples, but in various parts of the province complaints were made of the scarcity of barrels, and, on this account, buyers were more particular than ever in the selection of this fruit, and thousands of bushels of apples that in former years would have passed for shipment to Great Britain, were this season rejected by them. The tent caterpillar and codling moth were not so bad as in recent years. Pears yielded well in most places, but some blight is reported. Peaches were plentiful, but serious complaints are made regarding the ravages of the San Jose scale among these and other fruit trees. Cherries bore bountifully, but some references are still made by correspondents to the danger threatening cherry and plum trees by black-knot. Grapes were fair in yield, but suffered somewhat from hail storms, and wind storms also helped to thin out apples and other orchard fruits. Small fruits of nearly every variety were abundant. Scarcity of labor was another great drawback to the proper handling of the fruit.

The apple crop of the province is estimated at 43,659,413 bushels, or 6.15 bushels per tree of bearing age.

What Fruit Contains.

Our ordinary fruit contains the following substances in greater or less proportions:

A large percentage of water.

Sugar, in the form of grape and fruit sugar.

Free organic acids, varying according to the kind of fruit. For example, the predominating acid is malic in the apple, tartaric in the grape, citric in the lemon.

Protein or albuminoids, substances containing nitrogen, which resembles the white of eggs, and are its equivalent in food value.

Pectose, the substance which gives firmness to fruit, and which, upon boiling, yields various fruit jellies.

Cellulose or vegetable fibre, the material that forms the cell walls, and which is found in all parts of plants.

A very small percentage of ash of mineral salts.

Britain's Fruit Supply.

If the apple crop in England this year has been a failure, the supply of apples from abroad has been unprecedented, says The Scottish Trader. Last week no fewer than 250,000 bushels arrived in our ports. Of this total, about 150,000 came from Canada, which, like the United States, has an extraordinarily fine crop. From California, from Cape Cod, from South Africa, from Italy, Jamaica, Canary, Florida, and Australia apples are pouring in, and the result is that, in spite of the scarcity in Kent and Hereford, fruit looks as though it would be cheap during the whole of the Winter.

Shipped Peaches to England.

MR. GEORGE W. CADY, president of the South Essex Horticultural Society, has received very satisfactory returns from a trial shipment of peaches to England. In a letter to The Leamington Post, he says that the peaches were shipped on August 26, by express to Montreal and thence to Bristol. The consignment numbered 640 peaches, and the net return was $8. Owing to mistakes in shipping and to other unfavorable conditions, fully one-third of the shipment was spoiled by the time it was marketed in the old country, and in reality the return was about two cents for every peach. Mr. Cady believes that he has fully demonstrated the fact that peaches can be shipped to England successfully. He adds: "I wonder what our growers will do about it. Will they plant only large varieties, prune them well, thin them, manure the trees, in short, will any of our fruit growers develop sand enough to cater to this market? It is wide open. They can't fill it. Why not take advantage of this opportunity? It will prolong the shipping season six to ten days, as the peaches shipped to England would have to be picked just as soon as they were full grown, and picked dry."

Strawberries in November.

Mr. W. S. Gamsby, of Orono, 45 miles east of Toronto, has the distinction of plucking strawberries from his garden in the open air in November. The berries were of the Haverland and Clyde varieties, and the vines, which bore an extra heavy crop in the Spring (over 8,000 quarts to one and a quarter acres of ground), began to give another fair crop the latter part of September and all of October. Our "Lady of the Snows" has evidently forgotten herself.

Fruit for Pulp.

Nethard & Lowe, fruit importers, London, Eng., have suggested that Canada pay more attention to the cultivation of black currants and raspberries for pulp manufacturing. This year black currant pulp sold for £40 per ton, and raspberry pulp sold almost as well. They also suggest that British Government inspectors be instructors to notify Canadian inspectors of such falsely packed fruit as they may discover, with a view to locating dishonest packers, and that steamers carrying Canadian fruit be provided with thermographs for each hold, the same to be opened out in the presence of inspectors on the English side.

Apple Grades.

Mr. A. W. Grindley, agent of the Agricultural Department in Liverpool, has written the department saying that the Canadian shippers are sending too many varieties of apples. He recommends that they should ship large quantities of a standard apple of high grade. These, he says, would meet with ready sale, and would be sold to the higher class of consumers in Britain, whereas the poorer varieties are snapped up by small speculators.

NOTES.

It is rumored that a fruit cannery is to be erected at New Westminster, B.C.

TO NOMINATE OFFICERS.

The Commercial Travellers of Toronto will hold their nomination meeting on Saturday evening, in St. George's Hall, to nominate officers and committees for next year. The annual meeting is held towards the end of December.

The Wiarton Beet Sugar Mfg. Co. have issued a prospectus setting forth the possibilities of the beet sugar industry in Ontario.

Florida Oranges.
Jamaica Oranges (Boxes and Bbls.)
New Messina Lemons.

JUST A WORD—These goods are very fine, bright and ripe.

Our Xmas Price List will appear next week, full of bright, interesting things for Holiday Trade. REMEMBER—"A box of nice Holly free with each Xmas order."

WHITE & CO.,
Wholesale Fruits and Produce — **TORONTO.**

FANCY NEW ELEME FIGS.
FINEST GOODS PACKED; in all the different grades.
Fancy Malaga Grapes (heavy weights).
QUALITY AND PRICES RIGHT.
HUGH WALKER & SON, Direct Importers, **GUELPH, ONT.**

F. KESSELL & CO. 7&8 Railway Approach, London Bridge, **ENGLAND**
ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN
FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN
HIGHEST REFERENCES. CORRESPONDENCE INVITED.
BANKERS—LONDON JOINT STOCK BANK, LONDON.

References—THE TRADE. L.D. 'Phone 578.
GEORGE H. DUCK,
Importers' Agent and Fruit Broker.
Correspondence Solicited. **TORONTO, CANADA.**

Christmas Fruits.
Get our quotations before placing your Christmas orders. It will pay you.
HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones - Main 54, Main 3428.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
Cor. Market and Colborne Streets, **TORONTO**

DRIED APPLES
WE ARE BUYERS
LARGEST DEALERS IN CANADA
The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Window and Interior Displays

Timely Hints and Suggestions.

THERE are many merchants who prefer such an arrangement of the interior of their store as will display and keep convenient their stock. By this plan they save much storage room, impress customers with the size of stock carried, and have at hand much of their goods, avoiding the possibility of having to keep customers waiting while new boxes are opened. These merchants find counters on one side sufficient, as the wrapping of groceries does not occupy much space, and in addition to the surface covered by the scales, a space of a couple of feet square for each clerk is all that is absolutely required.

Acting on this idea some very neat stacking of canned goods and bottles is being done on the opposite side of the store. The variety of colors and shapes of articles, and the great number of stacks permissible present a very effective appearance when the opportunities are properly taken advantage of. In many stores, too, the placing of counters at both sides allows too confined a space for customers, and in such cases stacking is the best plan to adopt.

The illustration shows the interior of the store of Mr. J. F. Smith, Napanee, and is a very good example of the possibilities of this method of interior arrangement.

Interior of Grocery Store of Mr. J. F. Smith, Napanee, Ont.

The Christmas Trade.

FROM now on the grocer must work industriously to capture the Christmas trade. The staple lines will be in great demand, of course, but there will also be a ready sale for the luxuries which are seen on every table around the holiday season, and he must not be too timorous in stocking up with the more expensive lines that are sold only in small quantities at any other time of the year.

His best means of capturing this trade is by advertising in the local paper and making special displays in his windows. It is exceedingly difficult to arrange a display from such common and uninteresting lines as sugar, rice, etc., but a fresh shipment of a good quality of seedless raisins, or figs, Malaga grapes and other such lines provides great opportunities, and are always of interest to the housewife during December. The Christmas cake is being made now, and for this there will be required large quantities of good currants, raisins, and fruit peels, that will be bought from the store that can show them in the most interesting manner.

Newest Artistic Ideas

Are embodied in the decorations found in our

Metallic Ceilings and Walls

They make a most beautiful interior finish, and in addition, one so practically durable and sanitary that it is easy to understand their immense popularity.

Equally suited for use in old or new buildings.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**

GOOD BIRD SEED

is just as important to the grocer's trade as good butter or anything else. Bird fanciers must have the best, and they recognize the best in **BROCK'S BIRD SEED** and ask for it.

Be ready for the demand.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

We Make Brooms

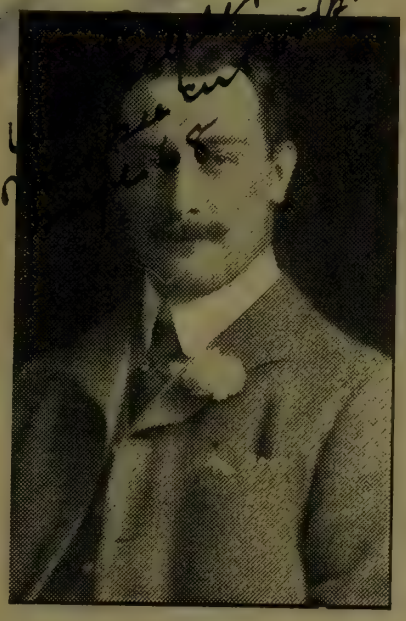
The kind that sell.

WRITE US. Our prices ar right

THE CANADIAN BROOM CO.,
LIMITED
Mfrs. of Brooms and Whisks
400 Wellington St., OTTAWA

A MONTREAL COMMISSION MAN.

THE Board of Trade building in Montreal is fast becoming a hive of commission merchants. As it is centrally located it is especially attractive to brokers and commission merchants having business relations with the grocery, provision and wine and spirit trades. A visit to room 204, where Mr. I. S. Wotherspoon's office is located, will bear witness to this fact, and a glance over the list of agencies below will show the extensive field covered by him. In addition to the firms represented, Mr. Wotherspoon has lately been appointed representative for The Amalgamated Distillers Co., London and Glasgow; The British and Bennington's Tea Trading Association, Limited, London; the "Golconda" [illegible] tea;



Mr. I. S. Wotherspoon, Montreal.

Brown & Park, brandies, and Findlater, Mackie & Todd, "Duc de Marne" champagne.

Mr. Wotherspoon is an expert in dairy matters, and for many years has been Canadian buyer and correspondent for some of the largest English provision and commission houses in Liverpool and London. The firms represented by him in Canada are: Brand & Co., London, sauces, beef preparatives, etc.; Grimble & Co., London, vinegars; Dunville & Co., Irish and Scotch whiskies; M. Risk & Son, Scotch whiskies; The Lombard Milk and Cream Co., sterilized milk, etc.; Canadian Packing Co., beef fluid, etc.

Mr. Wotherspoon annually visits the markets of Great Britain and keeps himself thoroughly in touch with the trade and its requirements, and is thus in a position to look after the interests of his principals in a most satisfactory manner.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.
Contractions count as one word, but five figures (as $1,000) are allowed as one word.
Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

FOR SALE—one coffee mill and currant cleaner cheap; in first-clast order; going out of business. R. H. BENSON & Co., Dundalk. (49)

THE best business stand in Oshawa, with stock of groceries for sale. P. O. Box 109, Oshawa, Ont. (48)

AGENTS WANTED.

AN old established firm of Mustard Manufacturers in England desire to appoint a thoroughly competent and experienced house with a large connection amongst grocers in Canada to represent them throughout the Dominion for the sale of their mustard and other manufactures. State full particulars to "Mustard," care CANADIAN GROCER, Montreal, Toronto, or 109 Fleet street, E C., London, Eng. (49)

SITUATIONS VACANT.

AT once, first-class, all-round butcher; must be good shopman; yearly job to right man; no objection to married man. Apply, stating wages, to Box 139, CANADIAN GROCER, Toronto. (f)

BAKER—first-class on bread, cakes and pastry; must understand baker's, home made, and Vienna bread; sober and industrious; state wages. Address Box 133, CANADIAN GROCER. (f)

BAKER.—first-class, immediately. Box 135, CANADIAN GROCER. (f)

FIRST-CLASS, all-round, both meat and pastry cook; club-house, restaurant or hotel. Box 140, CANADIAN GROCER, Toronto. (f)

WANTED—an experienced lady clerk, confectionery and grocery store; one who is not afraid of work, none other need apply; good wages; reference. Apply to Box No. 138, CANADIAN GROCER, Toronto. (f)

WANTED—at once, No. 1 grocery clerk, married man preferred; to take position not later than Dec. 1st. Apply Box 134, CANADIAN GROCER, Toronto. (f)

WANTED—Miller for Hungarian rollers; 50-barrel mill; give references. Box 136, CANADIAN GROCER, Toronto. (f)

WANTED—Miller for Hungarian rollers; 50-barrel mill; state references. Box 137, CANADIAN GROCER, Toronto. (f)

PARTNER WANTED.

TO open up branch in Winnipeg, Vancouver and Halifax for one of the best proprietary grocery articles in Canada. Established and advertised from ocean to ocean. For particulars, apply to Box 84, CANADIAN GROCER. Montreal. (50)

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with J. H. SHERIDAN, 6 D'Olier St., Dublin. (51)

FLOUR AND CEREAL FOODS

Ontario's Cereal Crops, 1903.

THE final estimate of the Ontario Bureau of Industries on the crops of Ontario for 1903, just handed out, are on the whole quite satisfactory. These estimates are founded on the returns of over 2,000 special correspondents, and show a yield per acre, especially in the case of Fall wheat, that is most gratifying. The acreage for some crops was small, but promises to be better next year.

FALL WHEAT.

The yield per acre is large, and the quality as a rule first class, despite some sprouted by wet weather in harvest. The grain is well up in weight, some going from 62 to 64 pounds per bushel. Altogether the crop of 1903 may be considered as one of the best in the history of the province. There is an increased area sown this year, and less trouble is reported from Hessian fly. The young wheat is reported in fine condition at present. The final returns for 1903 are reported as: acreage, 665,028 acres; yield, 17,242,763 bushels, or 25.9 bushels per acre. In 1902 the yield was 20,233,669 bushels.

SPRING WHEAT.

Spring wheat is diminishing in favor in Ontario, but is reported above the average. It is estimated that there were 248,518 acres under crop, yielding 4,949,233 bushels, or 19.9 bushels per acre. In 1902 the yield was 6,648,024 bushels.

BARLEY.

There has been an immense yield of barley, plump and of excellent feeding value, although a considerable amount was discolored by the rain. There was under crop 709,839 acres, yielding 24,378,814, or 34 bushels to the acre.

OATS.

The yield of oats is reported to be large and mostly of excellent quality, although a portion is said to be light in weight. Under crop, 2,645,965 acres; yield, 110,228,103, or 34.3 bushells per acre.

PEAS.

The acreage this year is but one-half of what it was five years ago owing to the ravages of the weevel. This year's crop appears to have been more of a success: Under crop, 407,133 acres; yield, 8,924,650 bushels, or 21.9 bushels per acre. In 1902 the yield was 7,664,679 bushels, or an average yield per acre of 14.4 bushels.

BUCKWHEAT.

This crop is not extensively grown, but has turned out good, both as to yield and quality: In crop, 95,487 acres; yield, 249,169 bushels, or 21.5 bushels per acre.

RYE.

This also is a comparatively little grown crop which this year did well: In crop, 179,277 acres; yield, 2,970,768 bushels, or 16.6 bushels per acre.

BEANS.

This crop is variously described. It suffered from rain while growing and when being pulled, and there was a tendency to run too much to straw. Not only was harvesting delayed by rain, but some of the crop was also discolored from this cause. Notwithstanding these complaints several correspondents speak well of the crop, which aggregates 50 per cent. more than last year: In crop, 55,039 acres; yield, 978,246 bushels, or 18.4 bushels per acre. In 1902 the yield was 670,633 bushels.

CORN FOR HUSKING.

This crop has been uneven, ranging from poor to good: In crop 378,921 acres: yield, 29,287,888 bushels (in the ear), or 77.3 bushels per acre. The crop in 1902 was 20,512,194 bushels.

Ship Grain All Winter.

A PORT ARTHUR despatch says: A busy Winter is promised for the trainmen on the eastern division of the C.P.R., as it is the intention of the Canadian Pacific to ship a large proportion of the grain now in the West to the east by all-rail. Superintendent Erickson has received word from Montreal to have his division in readiness by December 1 to handle 200 cars of east-bound freight daily during the close of navigation. A special rate is to be given any shipments of wheat to European markets.

The C.P.R. have inaugurated a Winter steamship service from St. John, N.B., and the grain will be carried to that port for transshipment to England by their own steamers. By this service the company is in a position to quote a rate which it is expected will be taken advantage of by a large number of western shippers, and it is anticipated that by the opening of navigation there will be but little export grain for shipment by the lake route.

Previous to this Winter the large proportion of grain was stored in the C.P.R. elevators at Fort William and the Northwest to be transshipped east by boat via the lakes at the opening of navigation. With the grain going east by the all-rail roate it will naturally affect the shipping trade at the head of the lakes next season. Large shipments of flour will also be made by the all-rail route.

Grain Blockade in the West.

COMPLAINTS of car shortage throughout the West, particularly at points west of Brandon, along the line of the Canadian Pacific Railway, says The Winnipeg Telegram, are daily growing in number and intensity, and reports received here by local grain men indicate that the situation is rapidly assuming a serious form. Elevators at dozens of points in Manitoba and the Territories are now packed to the roof with grain, and farmers have given up hope of shipping their grain at these places, owing to absolute inability to get the much-needed cars. As a result of the tie-up many local grain firms have notified their buyers in the country to cease buying, though this order applies only to towns on the C.P.R. On the C.N.R. no trouble has yet arisen, cars seemingly being plentiful and the movement up to date being all that could be desired. The members of the grain trade, when asked what they are going to do about it, simply shrug their shoulders and reply, "What's the use?" The C.P.R. officials, in spite of complaints, continue to maintain that the company have lots of cars in the West, in fact more cars than at any previous period in the company's history, but they fail to explain, if such is the case, why it is that many points along their lines are crying for transportation facilities which never seem to be furnished. The grain men, while they are reticent, imply that the C.P.R. have storage space for millions of bushels of grain at Fort William, and that it is the company's policy to delay shipments east until the close of navigation, when the grain will be stored in their

The Tillson Oats Standard.

It means more trouble and work in selecting our grain, but the result is large, meaty oats, full of nutrition.

Our pan-dried process and careful milling means more expense, but the result is a rich, nutty flavor no other oats possess.

It costs us more money to produce

Tillson's pan-dried Oats

but you make as much profit on them and they cost your customers no more than the poor mushy kind.

The Tillson Company, Limited

TILLSONBURG, ONTARIO.

Mezani. **Alphabets.**
Mezanelli. **Stars.**
Spaghetti. **Tubeti.**
Vermicelli. **Tubetini.**
Wedding Rings. **Ditalini.**

These are our most popular goods, put up in handsome packages for

Xmas Trade.

If our representatives have not called upon you, send direct for free samples and prices.

Napoli Macaroni Co.,
Cor. Hayter and Teraulay Sts.,
Toronto.

TELEPHONE { MAIN 1257 / " 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay

Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), ***SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP*** of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.

Correspondence solicited.

FLOUR FEED CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.

QUALITY UNEXCELLED. **SATISFACTION GUARANTEED.**

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated
" **Barley, Oatmeal,**
" **Wheat, Pot** and **Pearl Barley**
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

terminal elevators and lie there practically all Winter at a storage charge, which means a huge profit for the road. In addition a large quantity of wheat will also be shipped all rail to St. John, where this year a fleet of C.P.R. ocean vessels will thus be sure of cargoes. Whether or not this is the exact state of affairs remains to be seen, but grain men maintain that if the company have all the transportation facilities at their dis-

posal in the West that is claimed, it is surprising that they have done so little up to date to meet the demand for cars, which is hourly growing, and the effect is a heavy loss to the farmers and the elevator owners."

When this charge was brought to the attention of Mr. D. McNicoll, general manager of the C.P.R., he indignantly denied it. The amount of grain in the interior elevators to-day, said Mr. McNicol, is very much less than it was at this time last year. Perhaps some shippers have been unable to get all the cars they require, but that at times is inevitable. The grain act requires that cars be supplied in rotation, so that if a man asks for half a dozen cars he may find that there are fifty others who have submitted orders before him. In consequence, it is a moral impossibility to supply all the cars that are required immediately upon the receipt of an order. I deny it is a part of our fixed policy to hold up grain at Fort William. The Canadian Pacific Railway will hold nothing back. I do not say that the grain men themselves are responsible for the grain all being delivered for shipment within the space of two weeks, but it is certain that the company are doing all they can possibly do to facilitate transportation.

Record Grain Cargoes.

The big American steamer Princeton, Captain M. A. Boyce, left Fort William last week with 248,000 bushels of wheat for Buffalo. This is a record cargo of 7,440 tons, and the boat was only drawing 17 feet 8 inches. Capt. Boyce said they could put on more grain, but, owing to Lime Kiln Crossing, below Detroit, they could not go through drawing any more water.

The steamer Tadousac, Captain Hall, with 118,000 bushels of grain, for Depot Harbor, also accompanied the Princeton down, the Lake Superior boats leaving the port together.

Western Buckwheat.

Eight million bushels of buckwheat have been shipped so far from the C.P. and C. N. terminal elevators, according to a Winnipeg despatch. This is over a million less than last year. There are still two million bushels in the terminal and six million bushels in the inland elevators.

Canada Atlantic Busy.

The grain trade on the Canada Atlantic Railway is keeping up exceedingly well this season. It is estimated that during this season the road will carry close to 30,000,000 bushels of wheat to Montreal. Of this amount about 20,000,000 bushels will be from American lake ports, and the balance from Canadian lake ports. At present the trade into Depot Harbor is larger than it has been any season since the road opened. There are five or ten lake boats in and out of the harbor every week, loaded with grain and package freight.

A Good Threshing.

Mr. J. Agnew's machine, says The Canadian Thresherman, working on Mr. Thos. Jasper's farm, some three miles east of Hartney, Man., turned out in 16 hours' work 6,404 bushels of grain. In finishing up the oat sheaves, 700 bushels of oats were threshed in one hour's time.

Seed for High Latitudes.

SCANDINAVIA has been troubled with a scarcity of seed grain inured to the Arctic climate of the Norrland. In view of the fact that Canadian and other foreign grains sown there have not produced seed, Paul Hellstrom, chief of the Government Biological Institution, at Lulea, has projected a method of hardening oats, barley and other plants to frost. His plan is to grow the plants in a greenhouse, where the temperature can be regulated by means of a refrigerating machine. The lowest temperature the plants will stand without being frostbitten will first be ascertained; the temperature will then be lowered below this point and the hardy plants that survive left to mature seed for next year.

Seed obtained in this manner will be sown and subjected to a temperature slightly lower than that which the plants survived. The seed produced by the survivors of the second year's freezing treatment will be subjected to the same treatment and so on for five or six years, when, it is supposed, plants grown from these seeds will be able to withstand the night frosts which so frequently destroy the crops in the Norrland. The Government has decided to bear the expense of the experiments, which, if they succeed, may avert a recurrence of famine in the Northern province.

Grain Rates East of Buffalo.

New railroad freight rates east of Buffalo have become effective, which means an advance of one-half cent per bushel on wheat, corn, oats and barley. The railroads will not make their usual advance in rates at the close of navigation. The rates now current will remain in force until December 31, when they will be advanced to the figures current before September 16.

Breadstuffs in Trinidad.

Gordon Grant & Co., Port of Spain, Trinidad, writing November 4, say: "There is no change in American breadstuffs, for which there is a very restricted demand. All grades of flour are in over supply and values are gradually weakening. Recent light arrivals of No. 2 Canadian extras have sold readily and it seems a pity that millers in the Dominion are so indifferent about retaining a share of our trade. Cornmeal is gradually weakening, owing to the harvesting of the native corn crop. The frequent opportunities to import by steamers of late at low rates of freight have induced dealers to lay in supplies in excess of actual requirements and arrivals for some time to come are likely to be restricted."

L. O. Couture & Co., general merchants, St. Gedeon, have assigned to V. E. Paradis.

Another Sensation

In the Wholesale Grocer Business. We are offering Tap. Figs for prompt shipment at 2⅞ cts. per pound, 4 Taps. to the Ceron.

NEW ORLEANS MOLASSES — Another car just arriving which we are unable to take into stock owing to the addition to our warehouse not being completed, and we will ship same from the station here at a price that you cannot afford to miss. Let us have your enquiries if interested.

CEYLON HYSON and CEYLON BLACK TEAS — In Half Chests per s.s. "Hindustan" are now in stock and are the best value that we have seen for sometime, 16½ cts. per pound, hard to get at less than 18 or 19 cts. Good Style and Cup Quality. Sample submitted upon application.

If you want good value for your money send your order direct to

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce. For quotations address

Montreal Agents:

S. H. EWING & SONS,

96 King St., MONTREAL.

Telephone Bell Main 65.
" Merchants 522.

Smith & Gregory,

Bristol, England,

MANUFACTURERS

"WINDSOR CASTLE" Blue.

"ELECTRIC" Black Lead (or Paste in Tins).

"BEST OF ALL" Metal Polish.

Gold Medals and Highest Awards, 1882, 1885, 1887, 1888, etc.

Want Cash Buying Agents

Useful to pushing cash firms, who have a demand for these articles and want them on best terms.

HIGH-CLASS QUALITY. LOW PRICES.

No advertising except by show cards, but agents would be well supported by this old established firm.

If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

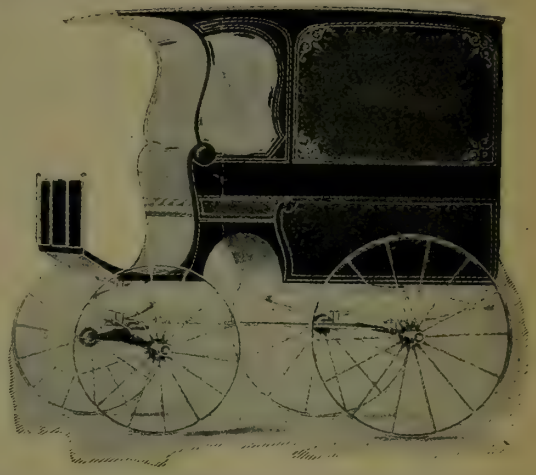
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers, Indianapolis, Indiana.

James Ewart

MANUFACTURER OF

High-Grade Delivery

WAGONS



Grocer, Baker, Confectionery, Laundry Wagons of every description.

257-9 QUEEN ST. EAST

TORONTO.

Write For Prices. Phone Main 118

What's in a Name?

Well, that depends upon WHOSE name it is, and in what connection it is used. If the name is

"Bowser"

and it is used in connection with

Self-Measuring Oil Tanks

it stands for EVERYTHING THAT IS BEST AND UP-TO-DATE in that line. Let your eyes rest upon the accompanying picture. It shows a triumph of inventive genius and mechanical art. It represents years of patient toil and laborious experiment.

IT IS THE

BOWSER

DOUBLE BASEMENT

OIL TANK

Designed to handle two grades of oil. The pumps measure gallons, half-gallons and quarts. The Anti-Drip Nozzles prevent all drip and spatter. The Dial Discharge Registers register each quantity pumped. Tanks of galvanized steel, cased in strong substantial cabinets. The BEST THAT MONEY AND SKILL CAN PRODUCE. THESE ARE SOME THINGS THE NAME "BOWSER" STANDS FOR. Catalogue "B" tells more. It is yours for the asking.

S. F. BOWSER & CO., Factory FORT WAYNE, INDIANA.

COFFEE AND SPICES

Review of Coffee Situation.

ALTHOUGH a fair amount of speculative interest has been shown in the market for coffee, says The New York Journal of Commerce, the trading has been less active than for some weeks and the net changes in price for the week are unimportant. The movement of the Brazil crop thus far in November has shown a steady falling off, the receipts at Rio and Santos since the first of November showing a decrease of over 100,000 bags, as compared with the corresponding period last year. It is quite generally contended by those favorably disposed towards the market that up to November 1, when 6,345,000 bags were received, at least 60 per cent. of the Rio and Santos crops was marketed, and that the total outturn of these crops will fall slightly below 11,000,000 bags; they call attention to the unusually small movement of the Brazil crop during the second half of the 1899-1900 crop season and state that their information leads them to believe that the same conditions will be experienced during the second half of the present crop year. The latest information from Brazil relative to the outlook for the growing Rio and Santos crops is unfavorable, and The Brazilian Review, in its issue of November 17, it was reported by cable, stated it was expected that the yield of the growing Rio and Santos crops will prove to be smaller than the outturn of the crops now being marketed. The reports from the western part of Sao Paulo were understood to be especially discouraging.

The principal factor that is at present operating against the market is the apathy of the trade demand. The advance in prices for actual coffee, as compared with those ruling at the close of last Summer, represent an increased cost of about $2 per bag. In the face of the enormous world's stock of coffee and the fact that the total arrivals of coffee at Rio and Santos to date for the crop year are in excess of those for the same period last year, interior buyers as a general rule show a disposition to fight the advance and have been holding back. The rise in prices also has been sufficient to bring into evidence the contentions of many that a considerable invisible supply of coffee must have accumulated in the hands of the interior dealers during the prolonged period of low prices and excessive supplies. The dullness of the distributing business the past few weeks certainly indicates that the consuming trade at present is working on reserve stocks, but the question yet to be determined is: To what extent do they exist?

A feature of the trading in the speculative market for the past ten days has been the switching by outside longs of their holdings in December to the more distant deliveries, in order to avoid taking up and carrying actual supplies of coffee. The leading bull interests, however, are supposed to be prepared to take care of all the coffee that will be tendered on December contracts, it being self-evident that with the present heavy world's stock of coffee it will be necessary to take care of a considerable quantity of actual coffee to carry through successfully a bull campaign in coffee, even though subsequent developments may prove, as predicted, that the production of coffee in Brazil has at last fallen to below consumptive requirements, and that inroads into the world's present surplus stock will have to be made during the next few years.

Zanzibar Chillies.

It was learned that New York bear operators in Zanzibar chillies have bought in contracts the past couple of days for over 1,000 bales, paying prices above ruling spot quotations. The spot stocks in London and Europe are reported as practically nil and local spot holdings are less than 500 bales, and controlled by a few hands. No new crop supplies will reach this market before May-June.

Exports from Singapore.

The following telegraphic advice of exports from Singapore and Penang during the first half of November, 1903, has been received by J. W. Phyfe & Co., New York:

	To U.S.	To Gt. Brit'n.	To Contin't.
Gambier, tons	225	304	350
Black pepper, tons	175	....	200
Tapioca	50	575	80

TOTAL EXPORTS SINCE JANUARY 1.

	—To United States—			—To Great Britain—		
	1903. tons.	1902. tons.	1901. tons.	1903. tons.	1902. tons.	1901. tons.
Gambier	12,440	13,370	10,410	8,295	8,295	10,900
Black pepper.	4,525	4,600	4,900	1,615	2,040	1,610
Nutmegs	302	347	402	....	....	....
Tapioca	6,195	9,405	8,450	10,430	13,040	9,940

	—To Continent—		
	1903	1902.	1901.
Gambier, tons	5,295	4,730	5,710
Black pepper, tons	3,495	3,880	2,905
Tapioca	7,250	6,130	7,020

Trinidad Cocoa.

Mail advices from Trinidad say of cocoa: "But very restricted supplies are now available, and there is no livelihood of any increase until well on in December, when the next picking will commence. Future prospects are less favorable, the sudden change in the weather having resulted in a large proportion of the young fruit withering and dropping off. Keen competition exists for all offerings."

Speculation in Pepper.

London advices report bear operators buying in short contracts of Singapore black pepper for August, October, September, November and October-December shipment from the East, paying 6⅞d., which it was figured was the equivalent of 13¼c. in New York.

Production of Cloves.

John Kissock & Co., New York, state that they have received the following figures regarding Zanibar cloves:

	1903.	1902.	1901.	1900.	1899.
Visible supply in Europe and America on Nov. 1	49,700	69,900	89,600	108,000	123,600
Total crop	35-40,000	105,000	85,000	60,000	.....

"The crop for present year (as above stated) is estimated. Some good authorities claim that 35,000 will be nearer the mark than 40,000 bales. If we take the larger estimate—say 40,000 bales, and add the visible supply as above shown, we have a total of 89,700 bales. The actual consumption last year was 123-125,000 bales. Granted an equal consumption this year, we have a shortage of say at least 43,000 bales. There is an idea that the United Statec only consumes about 12-15,000 bales per annum, but this is altogether erroneous. After careful investigation we have no hesitation in stating that the consumption in the United States during the present year will amount to 25-30,000 bales, with the larger figure as the more likely result."

Cayennes Advancing,

John Clarke & Co., New York, say of spices: "The market has been quiet, with no remarkable changes in any grade and no special developments in foreign markets. Cayennes are slowly advancing for the lower grades, as the shortage in the better kind is now certain. As usual our market is the cheapest in the world for nearly every spice."

Modern Methods. Pure Material. Skilled Workmen.

NOT

How cheap but how good can we make what the people eat is our aim.
Our large variety of Biscuits and Candy cost no less nor yet more than you have to pay for less palatable goods.

The Mooney Biscuit & Candy Co., Limited, Stratford, Canada

Imperial Mixed.

A new biscuit—very small—to retail at a low price. Fills a long felt want.

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works. *King and Bathurst Streets, TORONTO.*

THE GREIG MANUFACTURING CO.

MONTREAL. LIMITED

MANUFACTURERS OF **Crown Brand** Flavoring Extracts and Confectioners' Specialties

AND **Household Specialties.**

"KKOVAH" Jellies (all flavors).
"KKOVAH" Custard Powders.
"KKOVAH" Blanc Mange Powders, Etc., Etc.
"SY MUZ" Linen Glosser, unequalled for the laundry.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves or coffee grounds out of the cup. Positively never drips-a-drop. Fits any tea pot. **We are agents for the grocery trade.**

THE GREIG MANUFACTURING COMPANY, Limited, - MONTREAL.

WINDSOR GROCERS AND WABASH.

Employes of the Wabash Railroad resident in Windsor are in the habit of bringing butter and eggs to Windsor from St. Thomas and way stations, free of charge, to the detriment of Windsor grocers. It is reported that the latter petitioned the head officers of the road in the latter city to order the practice stopped. It is said that the company replied by threatening to order a large number of their men to move to St. Thomas, where they can live cheaply. This order would mean that about 150 families would leave Windsor.

Butter and eggs cane be obtaibed very much cheaper around St. Thomas than in Windsor, and the railroad men living in Windsor take advantage of their work on the road to purchase the produce.

The Windsor grocers individually deny sending any petition to the road making such a request, but one of the members of The Retail Dealers' Association remarked to a representative of a daily paper that such action had been taken at their last meeting.

WHOLESALE AND RETAIL.

The Editor "Canadian Grocer" : I read with much interest the circular issued by The Wholesale Grocers' Guild Executive, complaining of a brokerage company being formed in Toronto and selling direct to the retail grocery trade. It was also pointed out what an injustice this was to the retail grocers who are not members of this joint stock company. Retail grocers may have some reason to complain of this, but at least they have the privilege of taking up stock in the company, and thereby buy their goods through this firm of brokers ; but how about the injustice of wholesale grocers going into the retail trade in Toronto, and yet this is exactly what T. B. Escott has done, who acts as secretary in signing this circular, so that the secretary of The Wholesale Grocers' Guild is actually in the retail grocery business in Toronto.

"Merchant."

Toronto, November 20, 1903.

WHOLESALE GROCERY AT WOODSTOK.

A new wholesale grocery is soon to be opened in Woodstock, Ont., by Tudhope Bros., who for the past five years have been in the retail business in that city. A joint stock company has been formed with Messrs. Geo. H. Tudhope and Herbert M. Tudhope as the principal shareholders. The company is capitalized at $30,000, divided into 300 shares of $100 each. As soon as the wholesale business is in operation Tudhope Bros. will give up their retail establishment.

At the present time there is no wholesale grocery in Oxford County, and the new firm purpose going into the grocery and provision trade on an extensive scale, beginning first locally and extending over the province and the Northwest.

TEA STOCKS IN LONDON.

McMeehim & Co., in their report for the month of October, give the following statistics of tea stocks on hand in London October 31 for the last three years :

	1903.	1902.	1901.
Indian	50,132,000	50,251,000	55,315,000
Ceylon	19,226,000	22,234,000	21,152,000
Japan and Java	830,000	957,000	875,000
China, etc.	13,433,000	16,206,000	15,846,000
Total	83,621,000	89,648,000	93,188,000

CEYLON BUILDING AT THE FAIR.

The Ceylon building at the St. Louis Exhibition, a cut of which is given herewith, should prove no mean attraction. The bungalow effect architecturally reminding one immediately of the East, is

Ceylon Court, St. Louis Exhibition.

at once unique and interesting. The prospect of enjoying a fragrant cup of Ceylon under those wide verandahs will be looked forward to by Canadian grocers who contemplate taking in the St. Louis Exhibition next summer or fall.

REBUILDING PREMISES.

The Eclipse Mfg. Co., of Ottawa, Ltd., whose factory was destroyed by fire a few months ago, are rebuilding, and on a larger scale than before. Two extra storeys will be added to the building, and these will be devoted entirely to the broom business, this branch of their business having developed in a very satisfactory manner, and past all anticipations. They expect to have the factory in running order again in about six weeks or two months.

APPRECIATE THE GROCER.

The Ottawa grocers who recently visited New York, held a meeting on Monday evening, during which they expressed their thanks to THE CANADIAN GROCER for its excellent illustrated report of the recent excursion to the United States commercial capital.

THE
Burlington Canning Co.
Burlington, Ont. Limited
Manufacturers of
ALL KINDS OF CANNED GOODS
Fruits, Vegetables,
Meats, Poultry,
Pork and Beans,
Jams, Jellies, Catsups,
and Relishes.
All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as $1.000) may pass as one word. Cash remittance to cover cost **must in all cases** accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

—WINNIPEG—

We are now in our
NEW WAREHOUSE
Ample Room
More Business
And
W M L
W A O I N
E N R E
T E S
(Storage to let)
CAMERON, GORDON & CO.
WINNIPEG, MAN.

Seeded Raisins

Choice and Fancy Grades.
16-oz. and 12-oz. packages.

Table Raisins

5½-lb., 22-lb. boxes. 1-lb. Clusters.
Many Varieties.

CLOSEST PRICES.

WARREN BROS. & CO., - TORONTO

CENTRAL Business College

STRATFORD, : ONT.
BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.

MOTT'S DIAMOND CHOCOLATE. JOHN P. MOTT & Co HALIFAX, N.S. ESTABLISHED 1844 IS THE BEST.

For Sale Everywhere.

—:o:—

ASK FOR

MOTT'S.

---

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

Trade-mark.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers, and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 12 and 14 St. John St., Montreal

COWAN'S

Perfection Cocoa (Maple Leaf Label). **Royal Navy Chocolate, Queen's Dessert Chocolate, Chocolate Cream Bars, Cowan's Cake Icings,** Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate, Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited - - TORONTO

FOR THE HOLIDAYS.

DON'T FAIL TO SECURE AN ASSORTMENT OF

English Fruit Drops and Slices

put up in attractive, screw-top glass jars (standard ½-lb.). They sell themselves and yield a handsome profit. 32 flavors, many of them entirely new.

CROWN MFG. CO.

LIMITED

785 Yonge Street, TORONTO

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR RETAIL MERCHANTS.

Tobacco Licenses.

THE movement on the part of some interested persons to have the tobacco license fee in Toronto raised from $5 to $50 is a blow at the interests of the grocer that should be met by concentrated action through the association. Most grocers have a neat little tobacco department which nets them a very fair return for investment and expenses under a $5 license, but a $50 license would in many cases make the department unprofitable, and is altogether unjustifiable. The suggestion that minors secure their cigarettes from the grocery store is certainly a libel on the trade. A grocer has other things to do than sell cigarettes to children, and although there may be exceptional cases, it is well within the mark to say that the grocers would compare very favorably with those who are making the complaint. The grocers of late have been increasing their hold on the tobacco business, as is quite within their legitimate sphere, and the movement, to raise the license under pretext of preventing the selling of cigarettes to minors, is merely a subtle device to cut them off from this profitable line.

The contention that higher license would prevent the selling to minors is altogether specious. It might just as effectively be argued on the other hand that dealers would have to sell to all buyers in order to pay the heavy license. The matter depends altogether upon the character of the dealer and the rigidity with which the law is enforced.

Growth of Tobacco Department.

FROM reports received from those interested in our advertising columns as also from information gleaned from other sources THE CANADIAN GROCER congratulates itself on the interest it has aroused in the cigar and tobacco branch of the grocery trade. Many grocers tell us that, acting on the suggestions made in this paper, they have added a cigar department with the most satisfactory results, and that both from a pecuniary and every other point of view they are more than pleased with the experiment. This season quite a number of grocers have also added a small assortment of pipes, for which they have found a ready and profitable sale.

Very little capital is locked up in a stock of this description. It is not only a remunerative line, but a perfectly legitimate addition to the stock of any well-regulated grocery store of the present day. The necessary fittings, showcase, etc., can now be purchased at a very small expense, and we are glad to learn that many of our retail firms contemplate giving the cigar and tobacco department a trial during the coming year.

Italian Tobacco Monopoly.

THE total value of manufactured tobacco sold in Italy in 1901 was 201,476,948 lire (lire, 20 cents). The customs receipts on imported cigars for private use were 150,535 lire, making the gross receipts for the year 201,627,483 lire. The gross expenses were 48,535,404, leaving a net profit of 153,094,079 lire, an increase of over 4,000,000 lire on the previous year. The sale of native-manufactured tobacco increased over 5,000,000 lire in the fiscal year 1901-2.

The sale of smoking tobacco, which had, up to last year, steadily decreased, shows a decided improvement, and the constant increase of cigar sales shows that the cigar is rapidly pushing out the German cigarette.

The exports to South America show a decrease of 125,069 pounds, in value 333,334 lire on the year. (Considering that the trade consists solely of machine-made stogies from United States tobacco, it is a disgrace to American enterprise that this robber monopoly was ever allowed to build up such a trade in the new world. If there is anything in the world which would help us to uphold the Monroe doctrine and prevent that "acquirement of control which, in effect, is equal to territorial aggrandizement," it is by

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Make Him a Present

Either a box of my "PHARAOH" ten cent or my "PEBBLE" five cent cigars makes a splendid Christmas gift. Why not give the husband a box and make the whole family talk about you and your store?

Give him a dozen or so if a box is too much for you—give him Cigars that he'll appreciate.

PAYNE'S "PHARAOH"

J. BRUCE PAYNE, Limited
Granby, Que.

FROM the land of the Midnight Sun to the imaginary line to the South of us; from where the hawk-eyed prospector traverses the rocky wilds of the Yukon to where Canucks can say good-day to Brother Jonathan—each on his own territory—these brands are known, appreciated and demanded:

Harold H.
Kim
La Fama

Cigars

BRENER BROS.

Cigar Mfrs., - - LONDON, CAN.

T & B

The outstanding tobacco in Canada is **T & B.** Not because we assert it, but because of its own inherent excellence backed up by public favor. Of course we know it because the tobacco business is our one thought all the time. We built up the good name of **T & B** Smoking Tobacco by making it better than any other produced in this country. In the course of time smokers, and then grocers and tobacconists, found out that it *was* the best tobacco made.

T & B is made in **10-cent size.** If there is a grocer in Canada who does not carry **T & B 10-cent size,** that grocer is unjust to himself.

The GEO. E. TUCKETT & SON CO., Limited,
HAMILTON.

$6.00 Invested

for assorted lot of 3-dozen Smoking Pipes, which retail at from 25c. to 75c. a piece, is one of the most profitable outlays any grocer can make. The season of the year is the best that can be. The pipes take up very little room, practically sell themselves, and strengthen the Tobacco Department.

These pipes are sent on approval, charges paid. Send for them. If not entirely satisfactory return at our expense. What could be fairer?

68 Yonge Street. **W. B. REID & CO.,** Wholesale Tobacconists, TORONTO Canada.

Popular Brands:

"QUEEN'S NAVY,"
"UNION JACK,"
"CONQUEROR,"
"WIG WAG,"
(Great 5c. plug.)

MANUFACTURED BY
The Erie Tobacco Company
WINDSOR, ONTARIO.

HORROCKS'
RONTO
5c. Cigar
NOT MADE BY A TRUST.
T. J. Horrocks,
TORONTO

The Chamberlain Cigar

The **best value** in Canada! Sold the **world** over! It will help your **trade tremendously!** Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

ANY GROCER SELLING TOBACCO

it is safe to say, prefers to sell McALPIN Brands. These brands pay a better profit, and they give absolute satisfaction to the user. Some tobaccos lie unsold, dry out, and become good for bargain days. They are not McALPIN TOBACCOS. Is not your strongest sale on these brands:

CHEWING

BRITITH NAVY,
KING'S NAVY,
BEAVER,
APRICOT.

SMOKING

TONKA,
SOLID COMFORT,
PINCHIN'S HAND-MADE.

The McAlpin Consumers Tobacco Co., LIMITED

TORONTO CANADA.

building up and holding the balance of trade in South America.)

In buying foreign leaf the Regie hold fast to their former system of buying direct through their own agents, and are at present trying to place themselves in such relations with the Brazilian planters as will extricate them from the grip of the combination of middlemen of that country.

The native culture remains a hard problem. Perhaps if the laws of supply and demand ruled prices, instead of the decision of a few Regie officers, the peasants would find more incentive to plant tobacco.

In 1899 permissions to plant 107,000,000 native plants were issued; in 1900, 31,000 less, to which, however, were added 50,000 permissions to raise plants from Kentucky, and 150,000 from Hungarian seed. In spite of the discouraging conditions of the native culture, the amount of Italian tobacco used by the Regie increased from 6,875,000 pounds in 1900 to over 12,000,000 pounds in 1901. The experiments with Kentucky which were inaugurated a few years since by Count Torlonia, have proved so successful that the Regie will plant several large tracts of land in the Roman Campagna during the present year.

To Increase License Fee.

THERE is a movement on foot in Toronto to increase the Tobacco license fee in that city with the covert object it is said of driving the small dealers out of the business. The attempt is modelled, according to a daily paper, upon the lines of the agitation last Fall for an increase in the laundry license fee, by which the larger laundrymen expected, but failed, to drive out Chinese competition.

A tobacco and cigarette license now costs $25, while a license granting the privilege of selling cigars and tobacco alone may be secured for $5. The high license fee for cigarettes was imposed with the hope that it would in a measure restrain the consumption of cigarettes by minors. It has not accomplished this, but on the contrary tends to increase the evil. Many of the small candy and grocery stores which hold only a cigar and tobacco license, the larger dealers say, keep cigarettes secretly and sell them to small boys, who would not be served in a regular tobacco shop. No suspicion is attached to a minor visiting one of the little combination shops, while a boy's appearance at a regular tobacco store would rouse all the Mrs. Grundys of the neighborhood and bring the plain clothes policeman down upon the offender.

If the license fee is raised to $50 it will drive many small dealers out of business. That is the object entirely of those who are agitating the advance, though they try to cloak their scheme with the cry that they want to aid in depriving the small boy of his cigarette and to prevent those who hold only $5 licenses from breaking the law.

Gone West!

MR. THOMAS W. WYNDHAM, for some years past one of the representatives of The Empire Tobacco Company in the Province of Ontario, has been appointed agent of The American Tobacco Co. in British Columbia, making his head-

THOS. W. WYNDHAM.
Representing The American Tobacco Co. in British Columbia.

quarters at Vancouver. The many friends of Mr. Wyndham, while regretting his departure to the west, will be glad to learn of his well-merited promotion.

Big Project for Texas.

A press report from New Orleans states that the details of a tobacco growing corporation to be established at Nacogdoches, Texas, are being arranged. About $3,000,000 will be invested, and Mr. Gilbert Shaw, retired president of the American Trust and Savings Bank, will be the president of the syndicate.

Nacogdoches is the point at which the Agricultural Department last year carried on such successful experiments. Tobacco identical with the best Havana was grown, and experts declared that the opportunities for growing fine tobacco were most excellent.

Ontario's Tobacco Crop.

Final returns from the Ontario Department of Agriculture show a yield of 2,423,031 lbs. of tobacco this year, as against 3,070,717 lbs. in 1902, a shortage of 547,686 lbs.

PIPE STOCK.

Our pipe stock is now in the best possible shape. Everything known to pipedom is in stock and at prices that ridicule opposition.

Write for Catalogue Containing Cuts and Quotations.

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

McDougall's Scotch Clay
PIPES
are the standard of the world.
D. McDougall & Co., Glasgow. Scotland.

OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for $5.50, or a 4-ft. one, same style, height and width for $7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at $7.50 and $10.00 each.

Dominion Show Case Co.
53 Richmond St. East, - - TORONTO.

Tobacco Notes.

T. J. Harrocks reports the sale of the "Ronto" cigar as being very large, and a present he is unable to cope with the demand.

The business of the Erie Tobacco Company has seen large development during the past year. Their goods have steadily grown in popularity, and their advertisement in our columns will give a suggestion as to the lines of their manufacture.

Canadian leaf tobacco sales are on the increase with Mr. E. Moyer, who represents J. W. Fortier & Co., Montreal, in the eastern part of Quebec. His orders for his firm's cigars are also most satisfactory.

Mr. R. Durocher, representing Ed. Youngheart & Co., Montreal, is in Ottawa doing the jobbing trade for his firm, and placing the merits of "John Bull" and "Olympia" cigars before the trade. Mr. Durocher also represents J. U. Gervais & Co., of Joliette, P.Q., manufacturers of Canadian leaf tobaccos. Mr. Durocher's headquarters are in Ottawa, where he is well known to the trade.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydiatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

The Confidence of the Public is Never Won by Talking Down the Goods of a Competitor.

ADVERTISING and publicity are the same—yet different. Advertising consists of telling the public all the facts about certain commodities, while publicity may consist merely of keeping one's name and business before the public.

Both have their value. But advertising always gives the publicity and at the same time makes a strong bid for actual, tangible results.

The retailer needs advertising as distinguished from bare publicity, yet most retailers seem satisfied with the publicity alone. Many a retailer has made a dismal failure of advertising because he failed to

Do You Know
Mr. JOHN MATHIESON
of Coningsby ?
He tested Glenora Flour and found that
14 LBS. OF FLOUR will make
22 LBS. OF BREAD and that equals
154 OF BREAD TO THE BAG
77 2-lb. loaves cost you $3.85. 77 2-lb. loaves made with Glenora cost you $2.15 and leaves $1.70 profit.
J. H. LACEY.

understand the difference between publicity and advertising, and has bought publicity when advertising was what was needed.

And a great many of them are doing this same thing every day, wasting nobody knows how many hundreds of dollars.

Laziness, incompetence or thoughtlessness usually accounts for this misconception of the true purpose of advertising. Thoughtlessness or neglect is most generally to blame.

The merchant contracts to use a certain amount of space in the local paper because he thinks he ought to. His competitors advertise regularly and he thinks he must follow suit if he is to stand an even chance, or he buys the space because for the moment he thinks he could increase his business in this way.

The conditions under which most of my readers do business make publicity absolutely unnecessary to them. The storekeeper in the average size town in Canada does not need to spend money for space in the local newspaper to tell people he is in business and to mention the general lines of goods he carries. Everybody knows this.

What he needs is the kind of advertising that will tell people why they ought to deal with him in preference to his competitors—without, of course, casting any slurs at the competitors—and the advertising that will create needs by suggesting them.

Most people will go on buying their goods at the same store they have been in the habit of patronizing, until some more enterprising storekeeper makes a bid for their trade, and if any good reasons are advanced why the patronage should be transferred, they are likely to prove effectual in securing those people's trade.

People are also thoughtless about their own needs as a general rule. It never occurs to most of us that we need certain things until their desirability is brought forcibly to our attention.

Telling them that your store is the place to buy so-and-so, without giving any reasons, is not going to get their trade.

But if at this time of year, for instance, you keep reminding them of the many different things which would add to their comfort—if you would talk about your goods in a way that would create a desire for them—it is more than likely a great many of your townsmen—even those who are your regular customers—will come to a realization of the need of some of the things you have advertised, and ten to one you will make a sale.

Bare publicity gives no reasons.

Bare publicity seldom brings results to the retailer.

The ad. which week in and week out conveys no information except that Smith & Jones are in the grocery business, and that they have the best stock of this or that in town—or that they have a full line of so-and-so—is publicity pure and simple, and even though it may in the long run show some results, it certainly does not bring sufficient results to make it profitable to Smith & Jones.

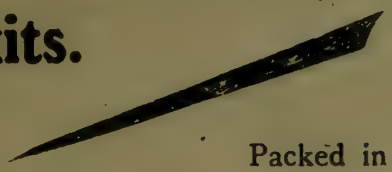
Advertising can and will certainly pay a profit if the investments are judiciously made and proper attention is given to them.

The Annual
JUNE MEETING
of the DISCIPLES will begin here
NEXT THURSDAY.
This is expected to be the largest Convention ever here, and all will have their share of providing to do.
The Cook will be the mainstay of the house—must work early and late—and always wear the smile that won't come off. It WON'T if she uses
FOR BREAKFAST
Ogilvie's Manitoba Rolled Oats or Flaked Wheat—served hot.
Grape Nuts or Force—served cold.
Kippered Herrings, Finnan Haddie or Sardines, and our celebrated 25c Coffee.
FOR DINNER
Tomato Soup
Salmon, cold boiled Ham.
Canned Tomatoes, Peas or Corn.
Lobsters, for salad with lettuce.
Worcester Sauce, Catsup, Fr. Mustard.
Gelatine -for cold meat jelly.
Corn Starch with cream.
FOR SUPPER
Fruit
Shredded Wheat with whipped cream.
Bologna
Pastry, Tea or Coffee.
Make your bread out of "Glenora"—the best flour in the world—and give your visitors a treat.
Will you require any SHOES to add to your comfort this week? We have a nice assortment of low shoes.
J. H. LACEY.

Advertising Deeds.

Mr. G. C. Lacy, of Hillsburg, Ont., sends me a couple of ads. and a small order card which, while a little crude as regards both reading matter and display,

Goodwillie's Sun-Kissed Fruits.



Packed in **Glass Jars** only, retaining all the **FRESHNESS** and **FLAVOR** of the Fruits.

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

The Season is on
for
all the good things
TO EAT
in which Peel is used.

Batger's Machine-Cut Mixed

Peel in ½-lb. and 1-lb drums is sure to be required. Are you ready for the demand ?

ROSE & LAFLAMME,
Agents,
MONTREAL.

To prove
that
Brand's A1 Sauce
is
always

A1 is to try it—

—Once tried always asked for
—Pleases your trade
—Shows you a splendid profit

CANADIAN AGENT—
I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS
BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Grimble's

BRAND.

Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT.**

If you don't know it, write for sample.

I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.

Fall and Winter Trade—What are you doing about it?

—just letting it take care of itself, or are you getting busy and telling grocers where to find what they want, and showing them that they want what you have?

Others are doing this in all sorts of ways—principally through advertising in THE CANADIAN GROCER. This is certainly the best and quickest—also the surest—way to reach all of the grocers and general storekeepers throughout the Dominion.

Here you have a large audience made up entirely of all the grocers worth while in Canada, who are constantly on the lookout for opportunities to buy to better advantage. They look through THE GROCER every week for the opportunities, and GROCER advertisers benefit.

Our Department of Advertising Service helps advertisers in THE GROCER to get the greatest possible results out of their expenditure by rendering expert assistance in the preparation of effective advertising copy. This service is rendered free of charge to those who desire it.

Communicate with us about rates, etc.

The Canadian Grocer,

232 McGill St., MONTREAL. 10 Front St. East, TORONTO.

are still better than a good many grocers' ads. I see.

The reference to Mr. John Mathieson in the Glenora flour ad. is a good idea, if I am right in presuming that Mr. Mathieson is well known locally. This ad. might be worked to a better advantage however.

Sticking to the idea of this ad. as far as possible, I think it would be an improvement to say:

I am in doubt as to whether the making of the comparison is good policy or not.

Don't you sell to the bakers?

Wouldn't it be better to make a similar comparison between the results obtained by using Glenora flour and "common" flour?

About the best expression I've ever heard in advertising flour or bread is one which has been used considerably. I think it originated in the Western States, "For goodness sake eat Atlas bread."

Mr. Jno. Mathieson,
of Coningsby,
Made 22 lbs. of Bread
With 14 lbs. of Glenora Flour.

11 loaves of baker's bread cost you..... 55c.
11 " made from Glenora flour cost you.. 31c.
24c.

By making your own bread with Glenora flour you save 24c.—or nearly 50 per cent.

Isn't it worth while?

The suggested menues in the convention ad. would hardly tickle the palate of an epicure. I think these might have been arranged with more care to the betterment of the bill of fare for the day.

One would hardly care to follow rolled oats served hot with grape nuts or force. It is usually one or the other—preferably the hot dish in the cold weather.

Prices on some of the articles might as well have been mentioned.

The little order card is a good idea. It is of a size to go in the vest pocket, and gives a list of articles carried in stock, with a space for a customer to check off her wants, and also a blank space for memos. oppears on the top of the card.

I wonder if these cards are ever used.

This card is from Lacy's grocery, Hillsburg, It contains lists which will help you in your selection. Put your order in space below, and we will send another with your parcels.

CURRANT SHIPMENTS.

N. G. Anagnostopulo, currant exporter, Patras and Calamata, in his shipping list of Oct. 31st, estimates the exportation of currants up to that date as 82,641 gross tons as against 91,422 gross tons same date last year. Of these 2,125 tons were destined for Canada, as against 500 tons same date 1902.

"ACME"
TABLE SALT

Ask your wholesale grocer for it. Put up in 24 3-lb. cartoons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

OUR WRAPPING PAPER IS OF A THOROUGHLY BUSINESS QUALITY.

It is dependable, durable, tough and good weight. The brown and manilla paper made by us is just the kind you like to use.

Canada Paper Co., Limited

Toronto, Montreal and Windsor Mills, Que.

TRUCKS

for **Warehouse** and **Factory.**

Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory. Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, MONTREAL.

BUY

Star Brand

COTTON CLOTHES LINEN
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealer
See that you get them.

CUP QUALITY COUNTS—Therefore handle

Established 1845

S. H. & A. S. EWING'S High-Grade COFFEES

S. H. & A. S. EWING The Montreal Coffee and Spice Steam Mills 55 Cote St., MONTREAL, P.Q.

BRUNNER, MOND & CO.'S

SODAS

Bicarb
Sal
Concentrated Sal
Caustic

EVERYWHERE KNOWN TO BE THE BEST.

WINN & HOLLAND, Sole Agents for Canada, MONTREAL.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR Delicate in Flavor and Aroma. Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.

As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS, 403 St. Paul St., MONTREAL.

We Challenge

the grocery trade to show a better selling article or one more generally satisfactory than

COW BRAND

There is nothing "just as good," and nothing to take its place. We're doing more business to-day than ever before.

JOHN DWIGHT & CO., MANUFACTURERS.

Current Market Quotations for Proprietary Articles

November 26, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend	Per doz.
Size 1, in 2 and 4 doz. boxes	$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond	
5-lb. tins, 2 doz. in case	$2 00
2-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	¼-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16 oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2½lb.	10 40
1 doz.	5lb	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c	$0 40
4 "	4-oz	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½ lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

JERSEY CREAM BAKING POWDER.

ze, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$ 45
Ocean Baking Powder, ½ lb. 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, ½-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	$ 1 00
" ½ lb.	1 60
" 6 oz.	2 25
" ½ lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb	25 50

Sizes.	Per Doz.
Cleveland's Dime	$ 1 00
" ½ lb.	1 50
" 6 oz.	2 20
" ½ lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

Blacking.

HENRI JONAS & CO.

Jonas' Per gross	$9 00
Froments "	7 50
Military dressing "	24 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz.; or ¼ gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size. Full price list on application.	

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.	1 40
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " F, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

CANADIAN BROOM CO.

	Doz. Net.
Warehouse, 4 strands	$3 15
Special, 4 "	3 15
Crown, 4 "	2 75
Maple Leaf, 4 "	2 40
Electric, 4 "	2 25
Queen, 3 "	1 90
Crescent, 2 "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	$15 50
" 1st choice Dutheil	18 50
" Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	$9 00
" No. 1	10 50
¼ Fins	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—	
¼ Rolland 9 50	10 00
¼ Delory	10 50
¼ Club Alpins	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	0 18½
Quaker Oats, 2-lb. pkgs., per case	3 00
Tillson's Oats, 2-lb. pkgs., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, per doz.	

Chocolate—	per lb
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—	per lb
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12-lb. boxes	
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

	Per o
Mott's Broma	$0 30
Mott's Prepared Cocoa, ½s and ¼-boxes	0 28
Mott's Breakfast Cocoa, ½s in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, ½s in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 36

WALTER BAKER & CO., LIMITED.

	Per lb
Premium No. 1 chocolate, 12-lb. boxes	$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

—phenomenal increase
in the consumption of
Corn Syrups
Why?
—easily explained,
they are pure, healthy, clean, and
suit the consumers' taste
"Crown" brand Table Syrup
is the essence of Corn in all it's purity—
Look for the "Crown" on the package, if it's there it's THE BEST.
The EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858
53 Front St. East, TORONTO, ONT.
Works: CARDINAL, ONT.
164 St. James St., MONTREAL, QUE.

Cocoanut.

L. SCHEPP & CO.

	Per lb.
1-lb. packages, 15 and 30-lb. cases	$0 26
½-lb. " " "	0 27
¼-lb. " " "	0 28
⅛ and 1-lb. packages, assorted, 15 and 30-lb. cases	0 26½
¼ and ½-lb. packages assorted, 15 and 30-lb. cases	0 27½
5c. packages, 4 doz. in case, per doz.	0 45

Condensed Milk.

Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

Borden's Condensed Milk Co.

Eagle" brand	$1 65
Gold Seal" brand	1 30
Peerless" brand evaporated cream	1 02

Canadian Condensed Milk Co.

"Dominion" brand, cases 4 doz. (48 lb. net) 5 50

Coffee.

" Bee " brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20

High Grade package goods—

Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 22½
" Mocha	0 22½
"Condor" Java	0 27½
" Mocha	0 27½
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 11

Cheese.

Imperial—Large size jars....per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	15 00
Small size "	12 00
Roquefort—Large size "	2 40
Small size "	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to 3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	$0 62
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	0 95

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO. Per gross.

-oz. London extracts	$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle "	21 00
4-oz. " " (corked)	36 00
8-oz. " " "	72 00

	Per doz.
8-oz. " glass stop extracts	$3 50
8-oz. " " "	7 00
2½-oz. round quint essence extracts	2 00
4-oz. jockey decanters "	3 50

Food.

	Per doz
Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams $1 55	1 90
Red currant elly	2 75

T. UPTON & CO.

Pure Fruit Jams—

1-lb. glass jars, 2 doz. in case, per doz.	$0 95
2½-lb. tin pail, 2 doz. in crate, per lb.	0 06½
5 and 7-lb. tin pails, 8 and 9 pails to crate....per lb.	0 06
7, 14 and 30-lb. wood pails, "	0 06

Pure Fruit Jellies—

1-lb. glass jars, 2 doz. in case, per doz.	0 95
7, 14 and 30-lb. wood pails, ...per lb.	0 06

Home Made Jams—

1-lb. glass jars (16-oz. gem.) 1 doz. in case....per doz.	1 50
5 and 7-lb. tin pails....per lb.	0 09
7, 14 and 30-lb. wood pails.... "	0 09

BRAND & CO.

Brand's calf's foot	$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case
1 case of 4 doz	$ 3 60
3 cases "	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
" per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins....per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00

Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ¼-lb. tins	"	1 45

HENRI JONAS & CO.

	Per gross.
Pony size	$ 7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Mugs	13 20
Pint jars	18 00
Quart jars	4

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

½-lb. tins	per lb.	$ 0
¼-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35

"Old Crow," 12-lb. boxes—

½-lb. tins	per lb.	0 26
¼-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

	Per case
Barton & Guestier's quarts	$ 8 00
" " pints	9 00

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand, 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz.	$ 0 95
Home-made, in 1-lb. glass jars	"	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.		0 06

CLEMES BROS.

Pure fruit stock—		
10-oz. glass jars, 2½ doz. case	per doz.	$1 00
16-oz. glass jars, 2 doz. case	"	1 50
Quart gems, 1 doz. case	"	3 35
In 5-lb. tins	per lb.	09

Pickles.

STEPHENS'.

A. P. Tippett & Co', Agents.

Cement stoppers (pints)	per doz.	$ 2 30
Corked	"	1 90

Sauces.

BRAND & CO.

Worcester	$1 85
Tomato catsup	2 60
Mayfair relish	2 60
Indian chutney	1 75
Mango "	2 25
A 1	1 70 2 60 3 15

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, $3 00.

EMPIRE

"EMPIRE" BRAND.

Brunner, Mond & Co.

Case 120 ¼-lb. pkts. (60 lb.), per case, $2 70.

Case 96 10-oz. pkts. (60 lb.), per case, $2 80.

"MAGIC" BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"BEE" BRAND.

"Bee" brand, 8 oz., cases, 120 pkgs.	Per case
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	$2 75

Soap.

A. P. TIPPET & CO., Agents.

Mapole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06
No. 1 " " 3-lb. "	0 06
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand, cases, 64 packages	5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 40
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

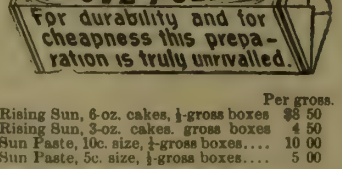
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06
" 3-lb. cartons, 36 lb.	0 06
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

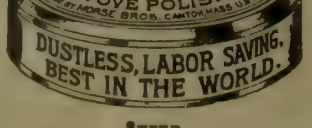
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

Teas.

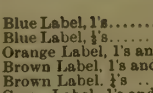
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" ½-lb., " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb. / 30 1-lb.		0 35
" " 120 ½-lb.		0 36



LUDELLA CEYLON, 1's AND ½'s PEGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

Blacks—	Wholesale.	Retail.
Tetley's Extra quality	$0 65	$1 00
" No. 1 "	0 50	0 70
" Special "	0 42	0 60
" No. 2 "	0 35	0 50
" No. 3 "	0 30	0 40
" 30c, "	0 22	0 30
" No. 4 "	0 20	0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 ½-lb. packets, or assorted. No. 3 is also packed in cases containing 240 ¼-lb. packets.

Ceylon Greens—	Wholesale.	Retail.
No. 1	$0 35	$0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as blacks.

"CROWN" BRAND.

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42
" II 40-lb. boxes	0 40
" III 80-lb. "	0 37
EMD AAA Japan, 40 lb "at	0 35
" AA " 40 "	0 32½
Blue Jay, basket fired Japan, 70 lbs.,	0 30
"Condor" IV 80-lb. "	0 43
" V 80-lb. "	0 30
" XXXX 80-lb. boxes	0 25
" XXXX 30-lb. "	0 26
" XXX 80-lb. "	0 22½
" XXX 30-lb. "	0 23½
" XX 80-lb. "	0 20
" XX 30-lb. "	0 21
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 30

Black Teas—"Nectar" in lead packets	
Green Label	retails 0 26 at 0 20
Chocolate Label	" 0 35 at 0 25
Blue Label	" 0 50 at 0 36
Maroon Label	" 0 60 at 0 45
Fancy tins—Chocolate, 1-lb	0 32½
" " —Blue, 1-lb	0 42½
" " Maroon, 1-lb	0 50
" " —Maroon, 1-lb	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases	retail 0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases	retail 0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases	retail 0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases	retail 0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases	retail 0 60 at 0 40

Black Teas "Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

LIPTON'S TEA (in packages).

		Per lb
No. 1, cases 50 lb.,	(50 ½-lb. packages.	$0 35
	(25 1-lb. "	0 34
No. 1, cases 50 lb.,	in 5-lb. tins	0 35
No. 2, cases 50 lb.,	(50 ½-lb. packages.	0 29
	(25 1-lb. "	0 28
No. 1, cases 50 lb.,	in 5-lb. tins	0 29
No. 3, cases 50 lb.,	(50 ½-lb. packages.	0 23
	(25 1-lb. "	0 22
No. 3, cases 50 lb.,	in 5-lb. tins	0 23
Green Ceylon, No. 1,	(50 ½-lb. packages	0 35
	(25 1-lb. "	0 34
Green Ceylon, No. 2,	(50 ½-lb. packages	0 29
	(25 1-lb.	0 28

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3½s, 5s. and 10s	$0 39
" Amber, 8s. and 3s	0 60
Chewing—Stag, bars, 10½oz.	0 43
" Bobs, 5½s. and 11s	0 44
" " 10½ oz. bars, 6c.	0 44
" Currency, 12 oz. bars, 12s	0 47
" " 6½s. and 12's	0 47
" Old Fox, narrow, 12s	0 47
" Snowshoe, 14½oz bars, sp'd 6½	0 51
" Pay Roll, 7s and 6½s	0 52
" Fair Play, 8s. and 13s	0 53

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal.
EMD, pure distilled, highest quality	$0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities

JOHN HOPE & CO., Montreal.

Sir Robert Burnett & Co.'s English Malt Vinegar	0 60

GRIMBLE'S MALT.

Bulk, ¼-casks, 25 gals	$5 45 $10 95
" casks, 60 "	10 25 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.

Five cases at	
24 25c. packages	$4 65
100 10c. "	7 80
100 5c. "	3 90

Freight prepaid.

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

	Per doz.
Washboards, Victor	$1 35
" Crown	1 45
" Improved Globe	1 60
" Standard Globe	1 70
" Original Solid Globe	2 00
" Superior Sld. Bk. Globe	2 15
" Jubilee	2 10
" Pony	1 [illegible]
Dominion King (glass)	3 10
Tubs, No. 0	10 50
" " 1	8 50
" " 2	7 50
" " 3	6 50
Pails, No. 1, 2 hoops	1 75
" " 3 "	1 90

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 00
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 10c.	1 80